

## **SOFT CORPORATE OFFER**

We “**North Oil Company**” with corporate and legal rights under penalty and Perjury hereby confirm the availability of the under listed Products. The Supply is guaranteed to meet the Specifications and pass through the stringent requirements of SGS or Equivalent. Financial Statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiations.

PRODUCT ORIGIN: QATAR ORIGIN  
TRANSACTION TYPE: CIF/FOB/TTO/DIP & PAY  
INCOTERMS: COST INSURANCE AND FREIGHT  
LOADING PORT: RAS LAFFAN  
ROTTERDAM & HOUSTON PORTS  
PAYMENT TERMS: SBLC/DLC/BGT/T WIRE TRANSFER AND MT103  
INSPECTION: SGS OR IT'S EQUIVALENT  
INSURANCE: 110% OF THE SHIPMENT VALUE PAID BY THE SELLER.

### **PRODUCT LIST**

#### **EASTERN SIBERIA PACIFIC OCEAN OIL (ESPO)**

Minimum Quantity: 500,000 Barrels per Month  
Maximum Quantity: 5,000,000 Barrels per Month  
CIF Price: Gross USD \$ 74.00BBL NET/ USD \$70.00 NET on CIF  
FOB Price: Gross USD \$ 70.00BBL NET / USD \$66.00 NET on FOB

#### **RUSSIA ORIGIN DIESEL GAS D2 OIL GOST 305-82**

Minimum Quantity: 10,000 Metric Tons per Month  
Maximum Quantity: 500,000 Metric Tons per Month  
CIF Price: Gross USD \$ 360.00MT NET / USD \$ 350.00MT on CIF  
FOB Price: Gross USD \$ 350.00MT NET / USD \$ 340.00MT on FOB

#### **RUSSIA ORIGIN MAZUT M100 GOST -10585/75/99**

Minimum Quantity: 10,000 Metric Tons per Month  
Maximum Quantity: 500,000 Metric Tons per Month  
CIF Price: Gross USD \$330.00/ USD \$ 320.00 NET on CIF  
FOB Price: Gross USD \$320.00 / USD 310.00 NET on FOB

### FOB TRANSACTION PROCEDURE 3

1. Buyer issues official ICPO, company profile and valid means of identification.
2. Seller issue commercial invoice to the buyer, buyer sign and return commercial invoice to the seller for legalization.
3. Seller send to buyer legalized CI and proceed in requesting the services of SGS company to carry out Fresh Q&Q on the product in sellers Tank and SGS company sends fresh SGS report of the product to buyer company along with seller's PPOP documents below:
  - A. Product Passport
  - B. Fresh SGS report
  - C. Unconditional DTA
  - D. ATV
  - E. ATSC
  - F. Valid TSR
4. After confirmation of the seller's product and PPOP, buyer leases and provide seller with a minimum of five (5) days tank storage receipt (TSR) or buyer take over seller's tank.
5. NCNDA/IMFPA will be signed by all intermediaries involved with seller bank endorsement.
6. Buyer send an official letter to seller indicating all additional documents needed from the seller.
7. Seller provides buyer with all documents needed for the transaction and also one- year contract to be reviewed and signed by both parties.
8. Buyer makes 100% payment by MT 103 TT wire transfer for the total product value.
9. Seller transfer the product title to buyer and pay all intermediaries involved according to the signed NCNDA/IMFPA.

### CIF TRANSACTION PROCEDURES

1. Buyer issues ICPO with this procedure incorporated on the ICPO along with Buyer's company registration certificate.
2. Seller Issues Sale & Purchase Agreement (SPA), Buyer review, amend (if necessary), signs and return the SPA in WORD format to Seller within 3 banking days. Seller sends final SPA to Buyer in PDF format; Buyer confirms final SPA and issues letter of acceptance of the final SPA.
3. Seller issues to Buyer via email the following transaction documents:
  - A. commitment to supply
  - B. statement of product availability
  - C. certificate of origin)
  - D. product passport
  - E. ATSC,Buyer confirms the receipt of the documents by mail and issue confirmation letter within 24hrs.

3. Upon Seller receipt of sign MOU-contract from the buyer, Seller legalizes the agreement with the ministry of energy, agriculture & trade Russian federation. 4. Seller sends to Buyer the following documents for Buyer's confirmation.

- A. Seller's Export License/Registration Certificate
- B. Bill Of Lading-(in the name of the previous buyer as Consignee.)
- C. Vessel Tanker Details.
- D. Product Passport-Dip-Test Report.
- E. Proforma Invoice.
- F. 5% Payment deposit Invoice.
- G. Cargo Manifest.
- H. Cargo Ullage Report.
- I. Q88

4. Buyer confirms the goods documents and makes a 5% down deposit which stands as an Allocation and Security Guarantee payment to the seller nominated bank by T/T Wire Transfer within 3 banking days to enable the seller to change every document to buyer's name and instruct the vessel captain to re-route the vessel to the new buyer's destination port. The 5% deposit Payment made shall be deducted from the total payment value of the takeover product.

5. Seller releases a fresh dated Dip-Test Authorization-DTA to Buyer to order SGS inspection or Equivalent inspection team for Q & Q inspection upon goods/cargo arrival at the discharge port.

6. Upon the successful completion of Dip-test inspection, Buyer makes the balance 95% payment by MT103 wire transfer for the total goods value, Seller transfers Title of ownership Certificate to buyer's name as the legitimate owner of the goods and commence translating.

7. Trans-loading commences immediately.

Seller will release payments to the intermediaries involved within 48 hours of receiving the payment for the product from the Buyer's bank

**SIGNED:**



Marvin James  
Sales Manager

NORTH OIL COMPANY (QATAR)

