

TO: Buyer/Buyer mandate

SOFT CORPORATE OFFER

We, LLC "REGION TRANSNEFT" (ООО «РЕГИОНТРАНСНЕФТЬ») represented end supplier, with full corporate and legal responsibility, under penalty of perjury hereby issue this Soft Corporate Offer with full power and authority with given terms and conditions and confirm our readiness to execute straight to Sales and Purchase Agreement with end buyer, with the ability to supply the following commodity according to the terms and conditions stipulated in this full corporate offer.

PRODUCTS AVAILABILITY ON STORAGE ABOARD

PRODUCTS	FIXED PRICES	PLATTS PRICES	LIFTABLE SUPPLY	INCOTERMS
1. European Diesel EN590	\$190 G/\$180 Net	- \$25 G/- \$15 Net	50,000 -100,000 MT	CIF
2. Diesel Gas Oil (D2)	\$170 G/\$160 Net	- \$25 G/- \$15 Net	50,000 -100,000 MT	CIF
3. Light crude oil (LCO)	\$260 G/\$250 Net	- \$20 G/- \$15 Net	50,000 -100,000MT	CIF
4. Aviation Kerosene (JP54)	\$30 G/\$28 Net	- \$9 G/- \$7 Net	500,000 -3,000,000 Bbl	CIF
5. Liquefied Natural Gas LNG	\$260 G/\$255 Net	- \$20 G/- \$10 Net	250,000 - 500,000 MT	CIF
6. Base oil N40	\$349 G/\$325 Net	- \$20 G/- \$10 Net	50,000 - 500,000 MT	CIF
7. E.S.P.O	\$35 G/\$33 Net	- \$8 G/- \$7 Net	500,000 – 3,000,000 MT	CIF

Адрес: 105066, город Москва, Доброслободская улица, дом 7/1 строение 3, э 2, пом I, к 4, оф 12

8. Mazut Fuel Oil M100	\$120 G/\$110 Net	- \$25 G/- \$15 Net	25,000 -100,000 MT	CIF
9. Virgin Fuel OIL D6	\$0.70 G/\$0.66 Net	No Platt Discount	100,000,000 -100,000 Gal	CIF
10. Liquefied Petroleum Gas LPG	\$220 G/\$210 Net	- \$20 G/- \$10 Net	25,000 -100,000MT	CIF
11. Petroleum coke	\$66 G/\$64 Net	- \$20 G/- \$10 Net	500,000 -3,000,000 MT	CIF
12. Russian Export Blend Crude Oil	\$36 G/\$34 Net	- \$11 G/- \$9 Net	250,000 - 500,000 Ble	CIF
13. Aviation Kerosene Jet A-1,TS-1	\$24 G/\$20 Net	- \$7 G/- \$5 Net	500,000 – 3,000,000 Bls	CIF

COMMISSIONS

- Seller Side \$10 USD, Buyer Side \$10 USD Per Metric Ton
- Seller Side \$5 USD, Buyer Side \$5 USD Per Barrel
- Seller Side \$0.5 USD, Buyer Side 0.5 USD Per Gallon
- 2% Performance Bond

Over pricing is possible and price is negotiable for genuine mandates/buyers

Origin: Russia Federation

Incoterms: CIF

Loading Port: Novorossiysk, Primorsk, Vladivostok, Nakhodka Port, Port of Rotterdam, Ust-Luga Port

Destination Delivery: Any of The Safe World Port to Buyer's Requested Destination Port

Payment Terms: By SBLC MT760 / MT103 TT Wire Transfer

Inspection: By Société Générale De Surveillance

Our Unit Prices: Are in Per Barrel; Per Gallon and Per Metric Ton Supply.

COST, INSURANCE, FREIGHT C.I.F. PROCEDURE

1. Buyer issues ICPO along the following documents Buyer Company certificate of registration or Company's Profile.
2. Seller issues to buyer the Sales and Purchase Agreement Contract with Commercial Invoice, Buyer sign with initials and return to Seller.
3. Seller send to Buyer the below Partial POP documents via Fax/Email
 - Authority/Authorization to Sell (ATS)
 - Certificate of Conformity
 - Letter of Commitment to supply
 - Product Quality Passport (Dip Test result of product)
 - Tank Storage Receipt
4. Buyer issues a Standby Letter of Credit (SBLC MT760) for first shipment value as per Seller's approved verbiage, if Buyer fails to issue the SBLC MT760 within the stipulated validity 72 hours; Buyer shall be responsible for the default penalty by making payment for the Tank Storage (TSR) Extension.
5. NCNDA/IMFPA to be sign by all parties to secure payment Commissions.
6. Seller sign Chartered Party Agreement (CPA) with Shipping Company and concludes booking of vessel, shipping schedule preparation with port authority.
7. After confirmation of the buyer's financial commitment or SBLC MT760, Seller will issue to Buyer's bank within 4 Days the full shipment documents proof of Product (POP) Plus 2% Performance Bond via swift bank to bank.
 - Copy of Approval to Export,
 - Copy of License/Permit to Export
 - Copy of Statement of Availability of Product.
 - Copy of the Refinery Commitment to Produce the Product.

- Copy of Vessel Questionnaire 88.
 - Refinery Certificate of Product Ownership.
 - Copy of Fresh SGS.
 - Copy of Bill of Lading.
 - Copy of the Port Storage Agreement.
 - Copy of the Charter Party Agreement(S) To Transport the Product to Discharge Port.
8. Buyer/Buyer's Bank officer verifies the swift of full POP & 2% PB.
9. Delivery commence as per schedule
10. Upon arrival at the discharge port, the cargo will be subject to CIQ/SGS inspection at the buyer's expense. Upon completion of SGS inspection buyer makes 100% payment via MT103-T/T wire transfer within 72 hours from issuance of CIQ/SG certificate at discharge port.

Upon receipt of buyer's T/T wire payment, seller pays all intermediaries within 24 hours.

WARM REGARDS

General manager

Andrey Kuznetsov

(RegionTransneft)

