



SOFT CORPORATE OFFER

We, «OOO» SERVIS NAFTA Russia, hereby issue this SCO for FOB/CIF with full cooperate responsibility, we confirm and certify that we have the intention and capacity to supply the commodity according to the terms and conditions.

PRODUCT	QUANTITY	PRICE/ FOB+CIF
Gas Oil Diesel D2 GOST 305-82	50.000 MT - 500.000 MT	US \$ 190 gross / \$ 200 net FOB US \$ 220 gross / \$ 210 net CIF
Fuel Oil Mazut M-100 GOST 10585-75	100.000 MT – 400.000 MT	US \$ 180 gross / \$ 170 net FOB \$200 gross / \$ 190 net CIF
Jet Fuel JP54 (A1)	1,000,000 bbls – 5,000,000M bbls	US \$ 26 gross / \$ 24 net FOB \$ 28 gross / \$ 26 net CIF
Rebco	1,000,000 bbls – 5,000,000M bbls	US \$ 30 gross / \$ 28net FOB US \$ 32 gross / \$ 30 net CIF
Virgin Fuel Oil D6	50,000,000 Gallon – 8,000,000.000 Gallon	US \$ 0.50 gross / \$ 0.45 net FOB US \$ 0.60 gross / \$ 0.55 net CIF
Diesel EN 590 10PPM	50.000 MT – 500.000 MT	US \$ 205 gross / \$ 195 net FOB US \$ 220 gross / \$ 210 net CIF
LNG GOST 5542-87	50.000 MT – 500.000 MT	US \$ 170 gross/ \$ 160 net FOB US \$ 185 gross/ \$ 175 net CIF
LPG	50.000 MT – 500.000 MT	US \$ 190 gross / \$ 180 net FOB US \$ 200 gross / \$ 190 net CIF
Bitumen	10.000 MT – 200.000 MT	US \$ 230 gross/ \$ 220 net FOB US \$ 240 gross/ \$ 230 net CIF
Light cycle oil. {LCO}	10.000 MT – 100.000. MT	US \$ 235 gross / \$ 225 net FOB US \$ 240 gross / \$ 230 net CIF

FOB WORKING PROCEDURE {OPTION A}

1. Buyer issues ICPO to seller.
2. Seller issues the Sales & Purchase Agreement & commercial invoice (CI) for Buyer's signatory.
3. Buyer countersigned the Sales & Purchase Agreement & CI and returns back to the seller.
4. Buyer's bank issues ESCROW DEPOSIT, SBLC MT 760, BG MT 760, MT103/72 or BANKDRAFT.
5. Seller issues Full POP documents to the buyer, list of POP documents.

A) Tank Storage Agreement. B). Tank Storage Receipt C). Fresh SGS Report. D). Dip Test Authorization E). Letter of Commitment to Supply. F). Passport of the Product (Q&Q). G). Certificate of Origin Report. H). Registration Certificate. I). Confirming warrant J). Injection Report. K). Tank Farm barcode information

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DIP & PAY FOB ROTTERDAM PROCEDURE {OPTION D}

1. BUYER ISSUES ICPO ADDRESSED TO SELLER/REFINERY MANDATE ALONG WITH TSA.
2. SELLER ISSUES COMMERCIAL INVOICE, BUYER SIGNS AND RETURNS BACK TO SELLER WITHIN THE VALIDITY PERIOD STIPULATED ON THE COMMERCIAL INVOICE.
3. SELLER VERIFIES BUYER TANK FARM AND IF APPROVED, SELLER PROCEED TO REQUEST FOR INVOICE OF 5 DAYS PAYMENT REMITTANCE, SELLER LEASES THE BUYER TANK FARM FOR 5 DAYS ONLY. SELLER ALSO ISSUES INJECTION SCHEDULE UPON BUYER TANK FARM RECEIVING PAYMENT AND ISSUANCE OF THE TSR AND SELLER PROCEED TO INJECT THE PRODUCT INTO THE LEASED TANK STORAGE.
4. UPON SUCCESSFUL INJECTION, SELLER RELEASES THE FOLLOWING PPOP DOCUMENTS TO BUYER;
*PRODUCT CERTIFICATE OF ORIGIN. *AUTHORIZATION TO SALE AND COLLECT (ATSC). *PRODUCT PASSPORT.
*DIP TEST AUTHORIZATION, INJECTION REPORT AND NCNDA/IMFPA WILL BE SIGNED BY ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION.
5. UPON BUYER RECEIPT OF THE PPOP, BUYER INSPECTS PRODUCT WITH SGS AGENT OR EQUIVALENT.
6. AFTER BUYER'S SUCCESSFUL DIP TEST ON THE PRODUCT, BUYER MAKES THE PAYMENT FOR THE TOTAL VALUE OF THE PRODUCT VIA MT103- TT.
7. UPON SELLER RECEIVING THE PAYMENT FOR THE PRODUCT FROM THE BUYER, SELLER ISSUES TO BUYER THE TITLE OWNERSHIP OF THE PRODUCT AND ALL EXPORTATION DOCUMENTS OF THE PRODUCT.
8. BUYER LIFTS THE PRODUCT WITH ITS VESSEL TANKER. SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND SEND SPA TO BUYER FOR ONE YEAR SUBSEQUENTLY MONTHLY SHIPMENTS CONTINUE AS PER TERMS AND CONDITIONS OF THE CONTRACT.

CIF WORKING PROCEDURE {OPTION A}

1. Buyer issues ICPO and Buyer signs and returns.
2. Seller issues SPA and CI open for Amendments.
3. Buyer returns SPA and CI duly signed via E-mail to Seller.
4. Buyer bank issues ESCROW DEPOSIT, SBLC MT 760, BG MT760, MT103/72 or BANK DRAFT.
5. Seller registers, legalizes and notarizes the endorsed Contract officially with the appropriate authorities.
6. Seller sends full Proof of Product (POP) to the Buyer via secured email. Full POP consists of the following documents:
 - Copy of license to export, issued by the department of the Ministry of Energy, Russian Federation.
 - Copy of Approval to Export, issued by the Ministry of Justice, Russian Federation.
 - Copy of statement of availability of the product.
 - Copy of the refinery commitment to produce the product.
 - Tank Farm barcode information
 - Copy of the port storage agreement
 - Copy of the charter party agreement(s) to transport the product to discharge port.
 - Copy of Tank Receipt.
 - Copy of Vessel Questionnaire 88
 - Copy of Bill of Lading.
 - Dip Test Authorization.
7. Upon arrival of the cargo at the discharge port, payment is effected Via MT103 against presentation to Buyer's bank of complete set of export documents. Seller transfers the Title of Ownership to Buyer. Seller releases payment to their mandate.
8. Buyer bank issues SBLC via MT-760 (Stand By letter of credit value of one year shipment and Seller's bank responds by issuing the 2% Performance Bond (PB) to the Buyer's bank.
9. Shipping commences as per contract.

CIF WORKING PROCEDURE {OPTION B}

1. BUYER ISSUES ICPO WITH SELLER'S PROCEDURES INCORPORATED ON THE ICPO.
2. SELLER ISSUES SPA (DRAFT CONTRACT) FOR BUYER TO SIGN AND RETURN. (BOTH PARTIES SIGNED NCNDA/IMFPA)

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3. BUYER AFTER SIGNING OF SPA, BEAR THE SUM OF \$ 220,000 FOR OIL PURCHASE TRANSACTION ALLOCATION CODE & PRODUCT PASSPORT TO BE ISSUED BY RUSSIAN MINISTRY OF ENERGY.

4. REFINERY REGISTER THE EXECUTED CONTRACT AND SEND TO THE BUYER ALONG WITH HERE UNDER LISTED PPOP DOCUMENT:

- - LETTER OF INVITATION TO REFINERY. • - COMPANY REGISTRATION CERTIFICATE. • - PRODUCT PASSPORT AND ANALYSIS REPORT
- - REFINERY COMMITMENT TO SUPPLY. • - REFINERY STATEMENT OF PRODUCT AVAILABILITY
- - CHARTER PARTY AGREEMENT AND SHIPPING INVOICE (WHICH WILL BE PROVIDED BY REFINERY).
- - ANY PAST PRODUCT TRANSACTION SGS REPORT.

5. UPON BUYER SCHEDULES AND CONCLUDES WITH THE SHIPPING COMPANY THE ACTUAL DATE FOR THE FIRST TRIAL SHIPMENT AT THE SAME TIME BUYER ISSUE PAYMENTS INSTRUMENTS (SBLC MT 760) TO SELLER'S BANK COVERING THE TOTAL PRODUCT VALUE FOR THE FIRST MONTH SHIPMENT.

6. UPON CONFIRMATION OF BUYER'S SBLC MT760 & SHIPMENT SCHEDULE, REFINERY LOAD THE VESSEL AND LODGE WITH ITS BANK, FOR BUYER'S BANK TO FORWARD TO BUYER, THE EXECUTED SPA & COMMERCIAL INVOICE (CI) ALONG WITH:

- CHARTER PARTY AGREEMENT. - BILL OF LADING. - SGS REPORT OR QUANTITY INSPECTION. - AUTHORIZATION TO SELL.
- VESSEL Q88 AND OTHER SHIPPING DOCUMENTS - CERTIFICATE OF OWNERSHIP. - COPY OF FREIGHT INSURANCE.

7. WITHIN THREE (3) WORKING DAYS OF VESSEL ARRIVAL, AFTER CIQ OR SGS Q&Q TEST REPORT CONFIRMS QUANTITY AND SPECIFICATION STATED IN SPA, BUYER RELEASE FULL PAYMENT VIA MT103 WIRE AND TANKER STARTS DISCHARGE OF CARGO AT DESTINATION PORT.

8. WITHIN 24 HOURS OF PAYMENT, SELLER'S BANK PAYS ALL COMMISSION PER INSTRUCTIONS IN IMFPA; AND NEXT MONTHLY CYCLE OF LADING, SHIPPING, TESTING, DELIVERY STARTS AND CONTINUES.



KHRAPOVA EKATERINA I.
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