

SOFT CORPORATE OFFER

We at " **Stavkard Servis LLC**, hereby issue this Soft Offer with full corporate responsibility for and on behalf of our Seller/Refinery. We confirm and certify that we have the intention and capacity to supply the commodities according to the non-negotiable terms and conditions herein stipulated.

PRODUCT: ULTRA LOW SULPHUR DIESEL FUEL (EN590, 10 PPM)
ORIGIN: RUSSIAN FEDERATION
QUANTITY: TWO HUNDRED THOUSAND (200,000) METRIC TONS WITH R&E INTO YEARLY CONTRACT
CIF PRICE: US\$230.00 GROSS / US\$220.00 NET - EUR€215.00 GROSS / EUR€205.00 PER MT

LOADING PORT: VLADIVOSTOK
DESTINATION PORT: QINGDAO, CHINA
INSPECTION: SGS FOR THE QUALITY & QUANTITY TEST REPORT.
COMMISSION PER MT: SELLER / BUYER'S SIDE - \$5.00 USD PER METRIC TON
INSURANCE: PAID BY SELLER

NON-NEGOTIABLE TRANSACTION PROCEDURES: COST INSURANCE AND FREIGHT (I)

1. Buyer confirms Soft Offer and acceptance of the Seller's procedures, issues ICPO with Seller's Procedures incorporated on the ICPO, and return SCO signed and stamped.
2. Seller issues Draft Contract and sends it to the Buyer. Buyer returns the counter signed Contract duly signed to Seller Company, with a letter of acknowledgement and scanned copies of the buyer's company registration and international passport copy of buyer.
3. Seller reviews signed contract, seal and return a copy of the signed and sealed contract, both parties lodge with their respective banks.
4. Buyer to provide the company BCL from the company's bank account, before they proceed in the issuance of Swift. Buyer issues according to method of payment to Sellers account the MT199/MT103 or MT799/MT760 notifying the availability of funds and readiness to issue the instrument before receiving of the partial POP (PPOP).
5. Seller releases to the Buyer the Partial POP Documents

- (a) Company Registration Certificate
- (b) Company tax identification/registration Certificate
- (c) Refinery Commitment to produce
- (d) Refinery affidavit
- (e) Statement of availability of product.

(f) Refinery Product quality passport (Analysis).

6. On confirmation of the receipt of the partial POP buyer must within 5 banking days issue the SBLC or BG (MT760).
7. On confirmation of clause 6 by seller bank, Seller bank issues the Full POP documents listed below to buyer bank and the 2% PB.
 - a. Copy of License to Export, Issued By the Department of the Ministry of Energy.
 - b. Copy of Approval to Export, Issued By the Department of the Ministry of Justice.
 - c. Copy of Statement of Availability of the Product.
 - d. Copy of the Refinery Commitment to Produce the Product.
 - e. Copy of the Transnet Contract to Transport the Product to the Port.
 - f. Copy of the Port Storage Agreement.
 - g. Copy of the Charter Party Agreement(S) To Transport the Product to Discharge Port.
 - h. Dip test Authorization, Tank receipt and SGS report.
 - i. Copy of Vessel Questionnaire 88
 - j. Copy of Bill of Lading.
 - k. Certificate of Origin.
8. Upon the confirmation of the buyer's SBLC by the seller's bank, both parties will sign NCNDA/IMFPA.
9. Upon receipt of the 2% PB & Full (POP) by buyer's bank, Buyer immediately notifies seller refinery of readiness.
10. Shipment commences as per contract schedule.
11. Within 5 working days of Vessel arrival, buyer release full payment via MT103 after CIQ or SGS at the destination port.
12. Seller pays all intermediaries accordingly within 72 hours.

NON-NEGOTIABLE TRANSACTION PROCEDURES: COST INSURANCE AND FREIGHT (II)

1. Buyer issues Purchase Order upon receipt in acceptance of seller's Soft Offer.
2. Seller issues Draft Sales and Purchase Agreement Contract and, Commercial Invoice for buyer's review and signing.
3. Buyer signs the Sales and Purchase Agreement Contract and Commercial Invoice back to the seller.
4. Seller registers and legalizes the signed Sales and Purchase Agreement contract.
5. Seller sends legalized contract and below Partial POP Documents to buyer as listed below:
 - **Certificate of Origin.**
 - **Commitment to Supply.**
 - **Product Passport**
 - **Statement of Availability of the product.**
 - **Export license.**

6. Buyer issues their Financial Guarantee (SBLC MT760 or DLC 700) to cover the first shipment to seller's bank in 5 working days.

7. If buyer fails to issue SBLC or DLC in 5 working days, in alternative buyer shall make guarantee deposit of 4% TT Wire from total value of the Contract to seller's fiduciary bank account as performance to secure the allocation which will be deducted from the first shipment.

8. Upon confirmation of buyer's SBLC/DLC or guarantee deposit of 4% TT Wire to seller's bank, seller will issue 2% Performance Bond, Full POP and Shipping Documents via SWIFT bank to bank as shown below:

- **Product Allocation Export Permit.**
- **Allocation Title Ownership certificate**
- **Transneft Contract to transport the product to the loading port**
- **Port storage agreement.**
- **Charter party Agreement to transport the product to discharge port.**
- **Tank Storage Receipt.**
- **SGS Quality and Quantity Certificate.**
- **Bill of Landing**
- **Vessel Questionnaire 88.**

9. Shipment commences and upon arrival of the vessel tanker at the discharge port, buyer conducts SGS Inspection and makes operative SBLC/DLC or makes payment for the full shipment via TT Wire or MT103.



Victor V. Kraev
Director
Stavkard Servis LLC.