



Southern Gas Company, SA.

Petrochemicals procurement & supply division
SOFT CORPORATE OFFER & PROCEDURE



We, **Southern Gas Company, SA** issued Soft Corporate Offer with given terms and conditions and confirm our readiness, willingness ability to issue straight to Commercial Invoice for the first transaction and then Sales and Purchase Agreement. The supply of product is guaranteed to meet the standard specifications and to pass the stringent requirement of SGS or equivalent incompliance international regulations.

RUSSIAN AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL (JP54)-(TS-1)

SUPPLY ABILITY: Minimum Quantity: 1,000,000BBL 2,000,000BBLPer Month
FOB Price: Gross \$40 - Net \$38/ barrelFOB ROTTERDAM/HOUSTON
CIF Price: Gross \$45- Net \$43 / barrel
Commission: Split 50/50, \$1-Seller side & \$1-Buyer side, Seller side closed Buyer side open

RUSSIAN JET FUEL JPA1 (AVIATION KEROSENE COLONIAL GRADE A1)

SUPPLY ABILITY: Minimum Quantity: 1,000,000BBL 2,000,000BBLPer Month
FOB Price: Gross \$40 - Net \$38/ barrelFOB ROTTERDAM/HOUSTON
CIF Price: Gross \$45- Net \$43 / barrel
Commission: Split 50/50, \$1-Seller side & \$1-Buyer side, Seller side closed Buyer side open

D6 VIRGIN FUEL OIL

SUPPLY ABILITY: 100,000,000 Gallons first trial shipment then 200,000,000-Gallons fortnightly
FOB PRICE: GROSS \$0.74/ NET \$0.70..... FOB ROTTERDAM /HOUSTON
CIF PRICE: US\$0.80 Gross, US\$0.76 Net per gallon
Commission: Split 50/50, \$0.02-Seller side & \$0.02-Buyer side, Seller side closed Buyer side open

RUSSIAN DIESEL GAS D2 OIL GOST 305-8250

SUPPLY ABILITY: 50,000-MT FIRST TRIAL LIFT, 200,000-MT PER MONTH
FOB Price: US\$290 Gross, US\$280 Net per MT.....FOB ROTTERDAM / HOUSTON
CIF Price: US\$300 Gross, US\$290 Net per MT
Commission: Split 50/50, \$5-Seller side & \$5-Buyer side, Seller side closed Buyer side open

AUTOMOTIVE GAS OIL L-0.2-62 GOST 305-82

SUPPLY ABILITY: 50,000-MT FIRST TRIAL LIFT, 200,000-MT per Month
FOB Price: US\$310 Gross, US\$300 Net per MTFOB ROTTERDAM / HOUSTON
CIF Price: US\$320 Gross, US\$310 Net per MT
Commission: Split 50/50, \$5-Seller side & \$5-Buyer side, Seller side closed Buyer side open



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CIF BANKING PROCEDURES # 1

1. Buyer issues ICPO, POF/RWA from Buyer Bank to covers the value of first trial transaction & Company registration.
2. Buyer endorses the SPA and returns along with the pre-advise MT199 for first Month shipment to the Seller bank.
3. Seller legalizes the Contract with the Ministry of Energy for authorization to issue the Statement of product availability, certificate of Origin in Buyer name, Tank Storage Receipt, Vessel Charter Agreement, and Refinery Export License. The Seller must release any outstanding PPOP document when required for Buyer's Bank to issue the MT700/MT760
4. Upon confirmation of the documents by the Buyer, the Buyer bank swift the DLC MT700 /MT760 instrument for the first-month shipment to the Seller nominated bank account and Seller bank upon confirmation revert back with the 2% PB bank guarantee.
5. Upon confirmation of the 2% PB by the buyer bank, Seller summarizes the shipping schedule and releases Proof of Product as listed below
 - a. Injection Report,
 - b. Bill of loading
 - c. Quality in seller's tanks,
 - d. Vessel Q88, Shipping schedule stating estimated time of departure, estimated time of arrival,
 - e. Dip Test authorization letter
 - f. Product Passport in Buyer Company Name
6. Upon the arrival of the vessel at Buyer's discharge port, Buyer provides the seller with shore tank storage facility coordinates and necessary requirements to enable Buyer's SGS to conduct Dip Test.
7. Seller issues to Buyer Full DTA for immediate proceeding of inspection by Buyer's SGS.
8. Seller's Bank issuing FULL Proof of Product (FULL POP/CURRENT DATED SGS REPORT) Buyer's bank pays the 100% of the total value of the product in Buyer's storage tank by wire transfer MT103 in accordance with the Seller's invoice and SGS inspection report.
9. Upon confirmation of the payment, Seller issues to the Buyer the title of ownership and all Exporting documents.



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CIF BANKING PROCEDURE #2

11. Buyer issue ICPO containing the seller's working procedure with banking details and scanned copy of Buyer's passport along with "CPA" and buyer company certificate of incorporation ICPO must be address to BASHNEFT REFINERY via Southern Gas Company SA.
12. Seller issues Draft Contract (open for any amendments) to Buyer. Buyer signs, seals and returns the Draft Contract to Seller for final endorsement.
13. Buyer provide seller approval letter signed and sealed by his back that they are ready willing to issue the DLC MT700 / SBLC MT760 in seller name
14. Within 48 hours buyer did not provide seller with this approval letter from their bank seller and buyer contact the shipping company and jointly pay for the shipping cost before seller can load the vessel for shipment or buyer pay for the payment of allocation procurement so seller can provide buyer with all pop document below;
 - (a) Refinery Commitment to Supply
 - (b) Export license
 - (c) Statement of availability of product
 - (d) Product quality passport (Analysis test Report) By Russian standard GOST R,
 - (e) Copy of Approval to Export, issued by the Ministry of Justice, Russian Federation.
 - (f) Copy of statement of availability of the product.
 - (g) Copy of the refinery commitment to produce the product.
 - (h) Copy of Transnet contract to transport the product to the loading port.
 - (i) Copy of the port storage agreement.
 - (j) Copy of the charter party agreement to transport the product to discharge port.
 - (k) Copy of Vessel Questionnaire 88. i) Copy of Bill of Lading.
 - (l) SGS Report at loading port.
 - (m) Dip test Authorization (DTA) & ATB
 - (o) NOR / ETA
 - (p) Certificate of Ownership Transfer
 - (q) Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy
 - (s) Copy of license to export, issued by the department of the M.O.E Russian Federation.
15. Within 3 banking days, Buyer's bank sends Irrevocable Transferable Operative DLC via MT700 or SBLC via MT760 according to seller's bank verbiage to seller nominated fiduciary offshore bank account for first month shipment, Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with the 2% Performance Bond (PB)
16. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer's discharge port within 5-25 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport
17. Buyer releases payment to Seller by TT/MT103 upon receipt of the shipping documents and confirmation of the Q & Q by SGS/CIQ at destination port.
18. Seller pays commission within 48 hours by swift MT103 to all intermediaries as signed NCNDA/IMPFA



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If any of the above **Offer & Transaction Procedure** are accepted to the esteem Buyer, kindly issue us an Official ICPO with Seller's selected transection procedure, address to **SOUTHERN GAS CO. SA.**

Sign & Sealed



Nishat A. Khan
Chief Operating Officer