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### **SOFT CORPORATE OFFER**

We "LIMITED LIABILITY COMPANY FOBOS-NEFT", A direct mandate and intermediary to refineries under penalty and Perjury on behalf of our End Sellers / Refinery hereby confirm the availability of the under listed Product. 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.

#### **JET FUEL OIL (JETA1)**

Minimum Quantity: 500,000 BBL

Maximum Quantity: 5,000,000 BBL Monthly Price

FOB: \$70 per BBL

CIF Price: \$73 Per BBL

#### **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 \$ 60.00BBL NET/ USD \$60.00 NET on CIF

FOB Price: Gross USD \$ 58.00BBL NET / USD \$58.00 NET on FOB

#### **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 \$ 350.00MT NET / USD \$ 370.00MT on CIF

FOB Price: Gross USD \$ 340.00MT NET / USD \$ 350.00MT on FOB

#### **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 \$280.00/ USD \$ 275.00 NET on CIF

FOB Price: Gross USD \$260.00 / USD \$270.00 NET on FOB

#### **VIRGIN FUEL OIL D6**

Minimum Quantity: 100,000,000 Gallons per Month

Maximum Quantity: 800,000,000 Gallons per Month

CIF Price: Gross USD \$ 0.82 / USD \$ 0.79 NET on CIF

FOB Price: Gross USD \$ 0.75 / USD \$0.77 NET on FOB

#### **EXPORT BLEND CRUDE OIL (REBCO) GOST 51 858-2002 / GOST 9965-76**

Minimum Quantity: 10,000 Barrels per Month

Maximum Quantity: 3,000,000 Barrels per Month

CIF Price: Gross USD \$75.00 / USD \$ 72.00 NET on CIF

FOB Price: Gross USD \$70.00 / USD \$ 71.00 NET

## **TANK TAKE OVER (TTO) PROCEDURE.**

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) with Guarantee Letter to take over Title of the product.
2. Seller issue draft (MOU) agreement to Buyer counter-sign and return to the seller.
3. Seller acknowledges signed MOU.
4. Seller sends to Buyer the following documents for Buyer's confirmation.
  - A. Bill Of Lading (in the name of the previous buyer as Consignee.)
  - B. Vessel Tanker Details.
  - C. Product Passport-Dip-Test Report.
  - D. Proforma Invoice.
  - E. USD \$220,000 Payment deposit Invoice.
  - F. Cargo Manifest.
  - G. Cargo Ullage Report.
  - H. Q88
5. Buyer confirms the goods documents and makes a USD \$220,000 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 USD \$220,000 deposit Payment made shall be deducted from the total payment value of the takeover products.
5. Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.
6. 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.
7. Upon the successful completion of Dip-test inspection, Buyer makes the balance payment by MT103 wire transfer after deducting the initial deposit 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.
8. Trans-loading commences immediately.
9. Seller will release payments to the intermediaries involved within 48 hours of receiving the payment for the product from the Buyer's bank.

APPROVED AND SIGNED BY:



Shukurov Bakhtiyar Oktyabrovich  
Chief Executive Officer  
LIMITED LIABILITY COMPANY "PHOBOS-NEFT"