



SOFT CORPERATE OFFER (SCO)

To: Who it May concern

Attn: Buyer/Principal Mandate

Expiring: November 30th 2020

Buyer's official ICPO should be issued and addressed as follows;

TO: supplier/Refinery

Attn: Export Director

ООО "PROFNEFT" As an official mandate to a Worthy of reliance refinery here in Russian Federation with corporate and legal responsibility, under penalty of perjury confirms that we are ready, willing and able to supply the following petroleum products with terms and procedure stated below:





Available products

RUSSIA D2 GAS OIL GOST305-82

QUANTITY: 50,000MT- 1,000,000MT
FOB PRICE: \$258 GROSS/\$248 NET.
CIF PRICE: \$268 GROSS/\$258 NET.
COMMISSION: \$5/\$5.

MAZUT M100 GOST- 10585-99 RUSSIAN ORIGIN

QUANTITY: 50,000MT- 1,000,000MT
FOB PRICE: \$240 GROSS/\$230 NET.
CIF PRICE: \$288 GROSS/\$278 NET
COMMISSION: \$5/\$5.

BITUMEN GRADES: 40/50, 60/70 AND 80/100

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH
MAXIMUM QUANTITY: 200,000 METRIC TONS PER MONTH
CIF PRICE: GROSS USD \$ 200.00/ USD \$ 190.00 NET ON CIF /ASWP
FOB PRICE: GROSS USD \$150.00 USD \$ 140.00 NET ON FOB / ASWP
COMMISSION: \$5/\$5.

AVIATION KEROSENE COLONIAL GRADE 54

QUANTITY: 500,000BBLs - 10,000,000BBLs
FOB PRICE: \$48 GROSS/\$44 NET.
CIF PRICE: \$ 54 GROSS/\$50 NET.
COMMISSION: \$2/\$2.

LIQUEFIED NATURAL GAS.GOST5542-87

QUANTITY: 50,000MT- 500,000MT
FOB PRICE: \$198GROSS/\$188 NET.
CIF PRICE: \$210 GROSS/\$200 NET.
COMMISSION: \$5/\$5.

JET FUEL A1 91/91

QUANTITY: 500,000BBLs- 10,000,000BBLs
FOB PRICE: \$48 GROSS/\$44 NET.
CIF PRICE: \$ 54 GROSS/\$50 NET
COMMISSION: \$2/\$2.

RUSSIA VIRGIN FUEL D6

QUANTITY: 100,000,000 -800,000,000 GALLONS
FOB PRICE: GROSS \$0.63 USD / NET \$0.61 USD
CIF PRICE: GROSS \$0.65 USD / NET \$0.63 USD
COMMISSION: \$0.1/\$0.1.

AUTOMOTIVE GAS OIL





NON-NEGOTIABLE F.O.B – FREIGHT ON BOARD 2

1. BUYER ISSUES ICPO WITH **COMPANY REGISTRATION CERTIFICATE AND COMPANY PROFILE WITH BUYER INTERNATIONAL PASSPORT.**
2. SELLER ISSUES COMMERCIAL INVOICE (CI), BUYER COUNTERSIGN WITHIN 48 HOURS AND RETURNS SIGNED CI WITH BUYER INTERNATIONAL PASSPORT.
3. SELLER VERIFIES THE BUYERS DOCUMENTATIONS AND ISSUE POP DOCUMENTS;
 - AUTHORIZATION TO VERIFY (ATV)
 - TANK STORAGE RECEIPT (TSR) WITH GPS BARCODES
 - AUTHORIZATION TO SALE AND COLLECT (ATSC)
4. BUYER VERIFIES THE PRODUCT DOCUMENTATION AND BUYER TAKES OVER THE TANK-FARM TO ISSUE COPY OF VALIDATED TANK STORAGE RECEIPT (TSR).
5. SELLER ISSUE DIPTTEST AUTHORIZATION (DTA) PRODUCT AT THE TANK-FACILITY FOR QUALITY AND QUANTITY INSPECTION SGS/INTERTEK OR SIMILAR AGENT FOR LEGAL DIPTTEST BY THE BUYER SGS AGENT.
6. UPON SUCCESSFUL BUYER PHYSICAL VERIFICATION & DIPTTEST ON THE PRODUCT ACCORDING TO THE VALID DOCUMENTS, BUYER TAKE PRODUCT AND PAY ACCORDINGLY BY TT TRANSFER WITHIN 48-72 HOURS AFTER SUCCESSFUL SGS REPORT, A COPY OF SGS MUST BE SENT TO THE SELLER.
7. SELLER PAYS COMMISSIONS TO ALL MANDATES WITHIN 24 HRS AFTER CONFIRMATION OF THE BUYERS' PAYMENT OF THE PRODUCT BY TT TRANSFER.
8. SELLER PAYS INTERMEDIARIES AS PER NCNDA/IMFPA

NON-NEGOTIABLE F.O.B – FREIGHT ON BOARD 3

1. SELLER'S REPRESENTATIVE ISSUES SCO AND BYER SEND ICPO/LOI, CP AND **TANK STORAGE AGREEMENT (TSA)** AS PROOF OF STORAGE AVAILABILITY.
2. SELLER VERIFIES AND ISSUES COMMERCIAL INVOICE (CI) FOR AVAILABLE QUANTITY IN THE STORAGE TANK TO INCLUDE THE PRODUCT SPECIFICATIONS ALONG WITH:
 - STATEMENT OF PRODUCT AVAILABILITY,
 - COMMITMENT TO SUPPLY,
 - PRODUCT ORIGIN CERTIFICATE
3. BUYER SIGNS AND RETURNS CI TO SELLER ALONG WITH ATV APPROVED BY THEIR LOGISTICS COMPANY FOR SELLER VERIFICATION PURPOSE.
4. UPON RECEIPT OF THE SIGNED CI AND ATV, SELLER VERIFIES AND ISSUES THE POP DOCUMENTS:
 - FRESH SGS REPORT,
 - 7 DAYS UNCONDITIONAL DTA,
 - LOADING PORT INJECTION REPORT,





- PRODUCT ALLOCATION CERTIFICATE ISSUED BY MINISTRY OF ENERGY
- EXPORT LICENSE ISSUED BY RUSSIAN MINISTRY OF ENERGY.
- CERTIFICATE OF ORIGIN ISSUED BY RUSSIAN CHAMBERS OF COMMERCE.
- SHIPPING COMPANY NOTICE OF READINESS
- GUARRANTEE LETTER FROM REFINERY
- CONFIRMATION LETTER TO BUYERS BANK
- PRO-FORMA INVOICE
- DLC/ MT700 VERBIAGE
- NOTORIZED SIGNED CONTRACT

5. UPON RECEIVING CONFIRMATION OF THE PARTIAL POP TO THE BUYER'S BANK, THE BUYER'S BANK SWIFT DOCUMENTARY LETTER OF CREDIT (DLC).

6. AFTER CONFIRMATION OF THE BUYER'S PAYMENT INSTRUMENT, THE SELLER WILL ISSUE TO THE BUYER'S BANK THE FULL SHIPMENT DOCUMENTS / FULL PROOF OF PRODUCT (POP) PLUS 2% PERFORMANCE BOND (PB) VIA SWIFT BANK TO BANK. UPON ACCEPTANCE OF THE BUYER'S PAYMENT INSTRUMENT COVERING THE FIRST TRIAL SHIPMENT BY THE SELLER (DLC).

7. THE SGS INSPECTION WILL BE BORNE BY THE SELLER AT THE LOADING SEAPORT AND THE BUYER AT THE DISCHARGE SEAPORT.

8. SHIPMENT COMMENCES AS PER CONTRACT.

9. THE BUYER'S BANK UPON ARRIVAL OF THE CARGO AT THE DISCHARGE PORT, PAYMENT WILL BE MADE FOR ARRIVAL CARGO SHIPMENT BY THE BUYER VIA MT103 100% AFTER SGS INSPECTION AT DISCHARGE PORT.

10. THE SELLER WILL RELEASE PAYMENTS TO THE INTERMEDIARIES INVOLVED ACCORDING TO IMFPA SIGNED BY ALL THE PARTIES WITHIN 48 HOURS OF RECEIVING PAYMENT OF THE PRODUCT FROM THE BUYER'S BANK, SECOND SHIPMENT PROCEED ACCORDINGLY.

ООО"PROFNEFT"



ABESENTSEV DMITRY VLADIMIROVICH
GENERAL DIRECTOR

