



Volgogradsky Prospect 24, Moscow Russian Federation

E-MAIL: royalneft@inbox.ru

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TO: ALL POTENTIAL END BUYERS & BUYERS MANDATE

SOFT COPORATE OFFER

We "ROYAL NEFT" company with full corporate and legal responsibility under penalty of perjury hereby issue this Soft Corporate Offer on behalf our SELLER/REFINERY'S with full power and authority with given terms and conditions and hereby confirm our readiness to execute straight to Sales and Purchase Agreement with end buyer, with the ability to supply the following commodity according to the terms and conditions stipulated in this offer.

ORIGIN: RUSSIA INCOTERMS: FOB /CIF

LOADING PORT: / ROTTERDAM/ HOUSTON/NOVOROSSIYSK/ VLADIVOSTOK /PRIMORSK/
UST-LUGA/NAKHODKA.

PAYMENT TERMS: IRREVOCABLE LC, T/T TELEGRAPHIC TRANSFER, BG OR SBLC, MT103.

INSPECTION: SGS, CIQ OR SIMILAR

COMMISSION: SELLER'S SIDE 50% /BUYER'S SIDE 50%

AVIATION KEROSENE COLONIAL GRADE A1 JET FUEL A1

Minimum Quantity: 1,000,000 Barrels per Month

Maximum Quantity: 5,000,000 Barrels per Month

Price: Gross \$36 USD / \$34 USD NET on FOB

Price: Gross \$40 USD / \$36 USD NET on CIF

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Minimum Quantity: 1,000,000 Barrels per Month

Maximum Quantity: 5,000,000 Barrels per Month

Price: Gross \$38 USD / \$34 USD NET on FOB

Price: Gross \$40 USD / \$36 USD NET on CIF

RUSSIAN D2 DIESEL GAS OIL L-02-62 GOST 305-82

Minimum Quantity: 50,000 Metric Tons per month



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CIF Price: \$300 Gross/ \$290 Net per MT

FOB Price: \$290 Gross/ \$280 Net per MT

STANDARD F.O.B PROCEDURE / CI DIP AND PAY

- 1, Buyer issue ICPO to the seller upon acceptance of refinery SCO along with the copy of buyer passport page.
2. Seller issues Commercial Invoice (CI), buyer signs and Returns back to seller with his (TSA) as proof of storage availability ready
3. Seller leases and pays the buyer's tank for 3 days first and Buyer does pay his Tank Farm Company for 2 days after his Tank Farm Company has received the payment from Seller Company.
4. Seller issues following POP documents to Buyer:
 - a) GPS Coordinate-Tank storage receipt (TSR)
 - b) Injection report
 - c) Dip test authorization letter (DTA) - Unconditional
 - d) Authorization to Sell and To Collect (ATSC)
 - e) Fresh SGS Report
 - f) Authorization to Physically to Verify (ATV)
5. Buyer conducts Dip test on the product and makes the payment for the total value of product injected into the tanks through the means of MT103- TT.
6. Seller pays Seller's mandate in the transaction and subsequently monthly shipment continues as per terms and conditions of the sales and purchase agreement contract between buyer and seller.

CIF TRANSACTION PROCEDURES:

1. Buyer issues Official ICPO with full Buyer banking details & company registration certificate.
2. Seller issues SPA to Buyer. Buyer signs and return the SPA to Seller
3. Seller assigns shipping company, Buyer, seller and Shipping Company signs CPA. Seller pays 50% of the shipping cost to enable the shipping company to assign vessel and berth reservation to commence loading of the product, immediately vessel is assigned within 24 hours buyer pays their part of 50% of the shipping cost and loading of the product into vessel commence.



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4. Seller sends to Buyer the copy of the Legalized and Notarized hardcopies SPA along with the (a) Company confirmation, (b) Acceptance; and (c) Commitment Letter for Supply of the product to Buyer Company.
5. Seller forward issues Full POP to buyer by mail and also send via courier service to buyer's address. (i) Statement of availability of Product (ii) Refinery Commitment to Supply the product (iii) Certificate of Origin of the Product (iv) Company License to Export (v) Company Registration Certificate (vi) Product Passport (vii) Bill of Lading and Vessel's Q88.
6. Seller purchase 100% marine insurance against all risks and send a Certificate of Cover to the buyer via email.
7. Seller's bank will swift 2% PB to buyer's bank alongside the SGS Report, DTA and the outstanding POP and shipping documents including N.O.R and ETA of the Vessel.
8. Shipment will commence within 2-3 days upon receiving Documentary Letter of Credit (DLC) from Buyer's bank and upon arrival of the cargo at the discharge port, payment will be made for the product by the buyer Via T/T Wire transfer after CIQ / SGS Inspection at discharge port.
9. Upon shipment delivery and receipt of payment, Buyer's bank will issue Irrevocable Documentary Letter of Credit (DLC) which will be revolving for 11 months to the Seller's bank and payment will be made at sight against SGS Inspection at the discharge port for upward deliveries.

for quantity and quality.



Signed _____

C.E.O .MR .ALEXEI VYACHESLAV