

ISSUED DATE: 10-2019

**ATTENTION TO:** End Buyer / Buyer's Representatives.

**VALIDITY:** 1 Month

**SOFT CORPORATE OFFER (SCO)**

We, **PRESTIGE-OIL LLC** with full legal responsibility under the penalty of perjury hereby issue our Soft Corporate Offer (SCO) with given terms and conditions as stipulated and confirm herewith our readiness and ability to supply the below mentioned products according to the terms and conditions contained herein;

**TERMS AND CONDITIONS**

<b>Origin:</b>	Russia
<b>Loading Port:</b>	Vladivostok, Russia
<b>Incoterm:</b>	FOB - CI DIP & PAY
<b>Method of Delivery:</b>	Pipeline / Tanker Vessel
<b>Grade:</b>	Russian Export Grade
<b>Contract Terms:</b>	1st Month Shipment + 11 Months With Roll & Extension
<b>Payment Term:</b>	1st lift via MT103 after successful Dip Test + 12 contract via
<b>Packing:</b>	SBLC/IRDLIC
<b>Inspection:</b>	Bulk / Oil tanker vessel
<b>Insurance:</b>	SGS or Intertek at the loading port at seller cost
<b>Mark Up / Overprice</b>	110%
<b>Proof of Product:</b>	Accepted
<b>Quality:</b>	Provided as per documents listed in the Contract
<b>Specification:</b>	ISO Standard International export standard

**FOB PRICE:**

<b>Russian Aviation Fuel (JET A-1)</b>	<b>Aviation Kerosene Colonial Grade 54 (JP54)</b>
<b>Price:</b> Gross \$40 – Net \$38 per Barrel	<b>Price:</b> Gross \$40 – Net \$38 per Barrel
<b>Trial:</b> 1.000.000 Barrel	<b>Trial:</b> 1.000.000 Barrel
<b>Monthly:</b> 2.000.000 Barrel	<b>Monthly:</b> 2.000.000 Barrel
<b>Commission:</b> \$2 per Barrel	<b>Commission:</b> \$2 per Barrel
<b>Russian Virgin Fuel Oil – D6</b>	<b>Russian Export Blended Crude Oil REBCO</b>
<b>Price:</b> Gross \$0.78 – Net \$0.76 per Gallon	<b>Price:</b> Gross \$36 – Net \$34 per Barrel
<b>Trial:</b> 30.000.000 Gallons	<b>Trial:</b> 500.000 Barrel
<b>Monthly:</b> 100.000.000 Gallons	<b>Monthly:</b> 1.000.000 Barrel
<b>Commission:</b> \$0.2 per Gallon	<b>Commission:</b> \$2 per Barrel

**FOB ROTTERDAN OUTLINED PROCEDURE (A)**

1. Buyer issue ICPO containing the seller's working procedure with banking details and scanned copy of buyer's passport and TSA not older than 10 days.
2. Seller issue commercial invoice of the product; buyer sign and return back commercial invoice to seller along with NCNDA/IMFPA signed by all buyer's group.



3. Seller issue to buyer PPOP listed below:
  - A. GPS coordinate-tank storage receipt (TSR) with scanned barcode
  - B. Unconditional (DTA)
  - C. Authorization to sell and collect
  - D. Fresh SGS report.
  - E. Authorization to verify (ATV)
  - F. Injection Report
4. Buyer inspect product by SGS in seller tanks on buyer's expenses.
5. Upon successful dip test, buyer provides vessel details or Tank details, seller issue title of ownership certificate to be followed by all export documentation.
6. Buyer make 100% payment by MT103 /TT wire transfer for the total product and Seller pays commission to all intermediaries involved in the transaction 24 hours after confirmation of the buyer's payment.
7. Seller submits the draft SPA for review for R&E monthly deliveries.
8. Buyer revise and approves the SPA and issues SBLC/IRDLIC of Irrevocable Nontransferable Auto Revolving for 12 months shipment value, Documentary Letter of Credits for length of contract and for each lift per schedule. Buyer pays after dip test by MT 103 / TT wire transfer for each delivery.
9. The subsequent delivery shall commence according to the terms and conditions of the contract.
10. Seller pays commissions to all intermediaries as per IMFPA/NCNDA 24 hours after receiving payment from buyer.

**FOB ROTTERDAM OUTLINED PROCEDURE (B)**

1. Buyer issues ICPO, TSA and Company Registration Certificate.
2. Seller issues Commercial Invoice, Buyer signs and returns.
3. Seller issues to Buyer the below documents:
  - A. Commitment to Supply
  - B. Certificate of Origin
  - C. Certificate of Analysis Report (Product Passport)
  - D. Notice of Readiness (NOR)
4. Seller authorizes the logistics company (TRANSNEFT) to issue Injection Schedule to commence injection directly to all party.
5. Buyer contacts their Tank Farm to request for 2 days payment invoice on Seller name to lease buyer's tank storage for 2-days & inject the product into Buyer's tank storage facility.
6. Upon the completion of the total injection, seller issues to Buyer the below POP Documents:
  - A. Authority to Sell & Collect (ASTC)
  - B. Fresh SGS Report at the Port of Rotterdam/Houston of less than 72 hours.
  - C. Injection Report
  - D. Unconditional Dip Test Authorization (DTA)





ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ

**ПРЕСТИЖ-ОИЛ**

ОГРН: 1062460048958 ИНН/КПП 2460079998/246001001

Юридический адрес:

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Красноярский край, город Красноярск

Телефон: +7926 778 3750

Электронные Почта: info.prestige-oil@mail.ru

E. Authorization to Verify (ATV)

7. Buyer conducts dip test with SGS Inspection to confirm the quality and quantity analysis report.
8. Upon successful DIP TEST by Buyer, Buyer makes payment via MT103 for the total product injected as agreed and Seller issues to Buyer the product Title of Ownership Certificate.
9. Seller pays all intermediaries involved within 48 hours upon confirmation of the product payment.
10. Upon satisfaction of the transaction, both parties sign 12 months Contract with possible roll and extension.

**SIGNED / SEALED ON BEHALF:**



PANOV VLADLEN VLADIMIROVICH  
GENERAL DIRECTOR  
"PRESTIGE-OIL" LLC



**PRESTIGE-OIL**

**"PRESTIGE-OIL" LLC**

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