



LIMITED LIABILITY COMPANY VOSTOKINVESTNEFT

Address: 433870, Ulyanovsk region, Novospassky district, working village Novospasskoe,
Azina street, house 73, office 5
Email: vostokinvestneft@inbox.ru
Telephone: +7 926 775 8085

SOFT CORPORATE OFFER

We, «VOSTOKINVESTNEFT» LLC under penalty of perjury, hereby confirm as seller / Refinery Sales Mandate, with full corporate responsibility that we are ready, willing and able to supply the product commodity under the following terms and conditions.

TRANSACTIONING TERMS:

DELIVERY: CIF Any Safe World Port, Spot/Contract Basis.

PAYMENT TERM: Standby Letter of Credit (SBLC MT 760), T/T Wire, DLC or MT103.

PERFORMANCE BOND: 2% operative PB will be issued from Seller's bank to the buyer's bank upon receipt of buyer's financial Instrument in Seller's bank (CIF 12 Months Contract Only).

QUALITY: Q&Q test report by SGS or Equivalent.

COMMISSION STRUCTURE: 50% each both side I.E (Sellers Side 50% / Buyers Side 50%)

PRODUCTS ORIGIN: Russia Federation.

PRODUCTS & PRICES:

RUSSIAN LIGHT CYCLE OIL

50, 000 - 500,000 MT Monthly x 12 Months

PRICE: GROSS \$200.00 USD/ NET \$190.00 USD/MT CIF

RUSSIAN ULTRA LOW DIESEL (USLD) EN590 10PPM (SPOT/CONTRACT)

50,000 - 500,000 MT Monthly x 12 Months

PRICE: GROSS \$210.00 USD/NET: \$200.00 USD/MT CIF

EASTERN SIBERIA PACIFIC OCEAN OIL(ESPO) (SPOT/CONTRACT)

500, 000 – 2,000,000 BBLs Monthly x 12 Months

PRICE: GROSS \$23.00 USD/NET \$21.00 USD/BBL CIF

RUSSIAN LIQUIDIFIED PETROLEUM GAS [LPG] GOST 20448 – 90 (SPOT/CONTRACT)

50, 000 - 300,000 MT Monthly x 12 Months

PRICE: GROSS \$240.00 USD/ NET \$230.00 USD/MT CIF

RUSSIAN LIQUIDIFIED NATURAL GAS [LNG] (SPOT/CONTRACT)

50, 000 - 300,000 MT Monthly x 12 Months

PRICE: GROSS \$240.00 USD/ NET \$230.00 USD/MT CIF



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C.I.F. COST, INSURANCE, FREIGHT PROCEDURE:

1. BUYER ISSUES PURCHASE ORDER UPON RECEIPT IN ACCEPTANCE OF SELLER'S SOFT OFFER.
2. SELLER ISSUES DRAFT SALES AND PURCHASE AGREEMENT CONTRACT AND, COMMERCIAL INVOICE FOR BUYER'S REVIEW AND SIGNING.
3. BUYER SIGNS THE SALES AND PURCHASE AGREEMENT CONTRACT AND COMMERCIAL INVOICE BACK TO THE SELLER.
4. SELLER REGISTERS AND LEGALIZES THE SIGNED SALES AND PURCHASE AGREEMENT CONTRACT.
5. SELLER SENDS LEGALIZED CONTRACT AND BELOW PARTIAL POP DOCUMENTS TO BUYER AS LISTED BELOW:

- CERTIFICATE OF ORIGIN.
- COMMITMENT TO SUPPLY.
- PRODUCT PASSPORT
- STATEMENT OF AVAILABILITY OF THE PRODUCT.
- EXPORT LICENSE.

6. BUYER ISSUES THEIR FINANCIAL GUARANTEE (SBLC MT760 OR DLC 700) TO COVER THE FIRST SHIPMENT TO SELLER'S BANK IN 5 WORKING DAYS.
7. IF BUYER FAILS TO ISSUE SBLC OR DLC IN 5 WORKING DAYS, IN ALTERNATIVE BUYER SHALL MAKE GUARANTEE DEPOSIT OF 2% TT WIRE FROM TOTAL VALUE OF THE CONTRACT TO SELLER'S FIDUCIARY BANK ACCOUNT AS PERFORMANCE TO SECURE THE ALLOCATION WHICH WILL BE DEDUCTED FROM THE FIRST SHIPMENT.
8. UPON CONFIRMATION OF BUYER'S SBLC/DLC OR GUARANTEE DEPOSIT OF 2% TT WIRE TO SELLER'S BANK, SELLER WILL ISSUE 2% PERFORMANCE BOND, FULL POP AND SHIPPING DOCUMENTS VIA SWIFT BANK TO BANK AS SHOWN BELOW:

- PRODUCT ALLOCATION EXPORT PERMIT.
- ALLOCATION TITLE OWNERSHIP CERTIFICATE
- TRANSNEFT CONTRACT TO TRANSPORT THE PRODUCT TO THE LOADING PORT
- PORT STORAGE AGREEMENT.
- CHARTER PARTY AGREEMENT TO TRANSPORT THE PRODUCT TO DISCHARGE PORT.
- TANK STORAGE RECEIPT.
- SGS QUALITY AND QUANTITY CERTIFICATE.
- BILL OF LANDING
- VESSEL QUESTIONNAIRE 88.

9. SHIPMENT COMMENCES AND UPON ARRIVAL OF THE VESSEL TANKER AT THE DISCHARGE PORT, BUYER CONDUCTS SGS INSPECTION AND MAKES OPERATIVE SBLC/DLC OR MAKES PAYMENT FOR THE FULL SHIPMENT VIA TT WIRE OR MT103.

TTO TRANSACTION PROCEDURES:

1. THE BUYER ISSUES AN OFFICIAL ICPO CONTAINING THE SELLER'S PROCEDURE ALONG WITH BUYER COMPANY CERTIFICATE OF INCORPORATION.
2. SELLER ISSUES ORIGINAL MOU.
3. BUYER COUNTERSIGN MOU AND FORWARD BACK.
4. UPON THE RECEIPT OF COUNTERSIGN ORIGINAL MOU FROM THE BUYER, SELLER SEND TO BUYER'S SECURED EMAIL THE LISTED DOCUMENT ISSUED IN THE NAME OF THE INITIAL BUYER AS STATED BELOW:

- PRODUCT PASSPORT (QUANTITY & QUALITY DIP TEST ANALYSIS REPORT)
- CERTIFICATE OF ORIGIN
- BILL OF LADING
- TANKER VESSEL Q88 DOCUMENT
- VESSEL (N.O.R) NOTICE OF READINESS
- ULLAGE REPORT
- CARGO MANIFEST



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- INVOICE FOR TITLE TRANSFER /INVOICE.MT103 TT IN EXCHANGE FOR A GUARANTEE ISSUED BY THE SHIPPING COMPANY OR SELEER BANK TO CHANGE THE DOCUMENTS UNDER THE NAME OF THE EXIT BUYER.
- Q88 & CPA

5. UPON THE RECEIPT OF THE DOCUMENTS, BUYER VERIFIES THE AVAILABILITY OF THE PRODUCT ON HIGH SEA AND IMMEDIATELY MAKES 3% SECURITY GUARANTEE PAYMENT OF THE TOTAL COST OF THE PRODUCT.
6. UPON SELLER RECEIPT OF THE TITLE TAKEOVER PAYMENT, SELLER ORDERS FOR RE-ROUT TO BUYER'S DESIRED PORT, TRANSFERS THE TITLE TO THE POTENTIAL BUYER'S COMPANY'S NAME AND ALSO RE-ISSUE ALL OTHER OUTSTANDING DOCUMENTS TO THE POTENTIAL BUYER'S COMPANY'S AND VIA SWIFT FROM SELLER BANK THE FULL PROVE OF PRODUCT.
7. VESSEL ARRIVE THE DISCHARGE PORT AND BUYER CARRIES OUT THE CIQ/SGS INSPECTION AND UPON A SUCCESSFUL INSPECTION, BUYER PAYS BY MT103 T/T FOR THE FULL PRODUCT TO THE SELLER.
8. SELLER SHALL PROVIDE THE FOLLOWING PARTIAL PROOF OF PRODUCT DOCUMENTS WHICH WERE ISSUED IN NAME OF INITIAL BUYER FOR THE VERIFICATION OF THE PRODUCT AVAILABILITY VIA EMAIL: {NOTE: THE TITLE TAKEOVER FEE SHALL BE DEDUCTED FROM THE TOTAL PRODUCT VALUE.}



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