

SOFT CORPORATE OFFER

We YAROSLAVL PETROLEUM, the Seller hereby confirm under Penalty of Perjury, under International Law that we are ready, willing and able to sell the following commodity as per the specification and quantity/ price as specified in the terms and conditions stated below.

We further warrant and attest that this allocation has been fully confirmed as existing, is true and valid and is available for Sale & Purchase transaction. We further warrant and attest under penalty of perjury that we have full and complete legal rights and authority to sell this contract to prospective Buyer

RUSSIAD2 GAS OILGOST 305-82

Quantity: 50,000MTMaximum 500,000MT

CIF Price: \$240 GROSS / \$230 NET

FOB Price: \$230 GROSS / \$220 NET

Commission: \$5 / \$5

LIQUIDIFIED NATURALGAS. GOST 5542-87

Quantity: 50, 000MT, Maximum 500,000MT

CIF Price: \$250 GROSS / \$240 NET

FOB Price: \$240 GROSS / \$230 NET

Commission: \$5 / \$5

LIQUIDIFIED PETROLEUM GAZ

Quantity: 50, 000MT, Maximum 500,000MT

CIF Price: \$250 GROSS / \$240 NET

FOB Price: \$240 GROSS / \$230 NET

Commission: \$5 / \$5

MAZUTM100 GOST -10585-99 RUSSIAN ORIGIN

Quantity: 50,000MT, Maximum 1,000,000MT

CIF Price: \$190 GROSS / \$180 NET

FOB Price: \$180 GROSS / \$170 NET

Commission: \$5 / \$5

MAZUTM100 GOST -10585-75 RUSSIAN ORIGINS

Quantity: 50,000MT, Maximum 1,000,000MT

CIF Price: \$190 GROSS / \$180 NET

COMMISSION: \$5 / \$5

RUSSIA EXPORT BLEND CRUDE GOST 51 858-2002

Quantity: Minimum 4,000,000 BBLs, Maximum 60,000,000 BBLs

CIF PRICE: \$46 GROSS / \$44 NET

FOB PRICE: \$44 GROSS/\$42 NET

COMMISSION: \$1 / \$1

RUSSIA ESPO CRUDE OIL

Quantity: 1,000,000 BBLs, Maximum 60,000,000 BBLs

CIF PRICE: \$30 GROSS / \$28 NET

FOB PRICE: \$28 GROSS/\$26 NET

COMMISSION: \$1 / \$1

CIF TRANSACTION PROCEDURES #1 (20% conditional MT-103/72 without banking instrument)

1. Buyer Issue ICPO.
2. Seller Issues Draft of SPA for amendment and countersigning.
3. Seller sends partial POP to Buyer via email:
 - (a) Statement of Availability of Product
 - (b) Commitment to Supply
 - (c) Product Passport
 - (d) Company Registration Certificate
 - (e) 20% Payment Invoice of the total cost products by MT103/72. (NOTE: this conditional payment will be cashed out after CIQ.)
4. Seller appoints and signs charter Party Agreement with the Shipping Company. Seller pay to the shipping company for transporting the product to buyers final discharge port after the confirmation of the 20% payment by Buyer.
5. Seller's Bank sends via swift the Proof of Product documents (POP) and 2% PB to the Buyer's Bank
6. Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port and after SGS/CIQ or Equivalent inspection immediately Buyer's Bank releases the Total value of the shipping to Seller's Bank within 48 hours (two banking days) By TT/MT103.
7. Buyer/Seller pays all intermediaries involved in transaction as per NCNDA/IMFPA within 48hours

STANDARD CIF PROCEDURE #2 (sharing the freight costs without banking instrument)

1. Buyer Issue ICPO.
2. Seller Issues Draft of SPA for amendment and countersigning.
3. Seller sends partial POP to Buyer via email:

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

CI, DIP & PAY FOB ROTTERDAM PROCEDURES: (DTA endorsed by buyer' tank farm)

1. Buyer sends ICPO to Seller on receipt of Seller's Soft Corporate Offer.

2. Seller issues commercial invoice CI, for the available quantity to Buyer, Buyer Signs and returns to Seller with TSA and NCNDA/IMFPA signed by all buyer groups with commission structures.

3. Seller issues, Dip Test Authorization letter sign by all parties including buyer's tank farm.

4. Upon the signing of the DTA by all parties, Seller issues:

- a) Fresh SGS Report,
- b) Tank receipt,
- c) Injection Report,
- d) Certificate of Origin,
- e) Refinery Reservoir Receipt.

5. Buyer orders SGS to conduct Dip test on the product in the Seller's Tank on buyers expenses. Upon successful dip test, Buyer provides Vessel details or Tank details. Seller shall immediately submit the (SGS) inspection Report along with the full Proof of Product (POP) to the Buyer.

6. Buyer makes 100% payment by MT103 TT wire transfer for the total product and Seller pays Commission to all intermediaries involved in the transaction within 24 hours after confirmation of the Buyer Payment.

Mr. Umnov Andrey A.

Export Director

YAROSLAVL PETROLEUM



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