



LLC "ALZA-NEFT"

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ООО "АЛЗА-НЕФТЬ"

АДРЕС: 603152, область нижегородская, г. Нижний
новгород, ул. Шапошникова, д. 13, офис 402, помещение 2
ИНН: 5261110656
КПП: 526101001
ОГРН: 1175275026805

"LLC "ALZA-NEFT"" hereby issues this official SOFT CORPORATE OFFER with full power and authority under Penalty of Perjury with given terms and conditions and confirm our readiness to execute a Sales and Purchase Agreement directly with end Buyers and Mandates, for supply of the following commodities in accordance with the terms and procedures of the Refinery as stipulated in this SOFT CORPORATE OFFER.

In the event of a ready buyer, price can be negotiated.

SPOT CORPORATE OFFER:

PRODUCTS ORIGIN: Russia Federation.

FOB QUANTITY: (BBL: 1,000,000 -3,000,000 Barrels).

CIF QUANTITY: (MT: 25,000 - 300,000 Metric Tons).

SPECIFICATION: As per enclosed in ICPO/CI/Contract.

DELIVERY TERMS: FOB Rotterdam, Singapore.

DELIVERY TERMS: CIF ASWP (Any Safe World Port), TTO for Loaded Vessels on Board.

PAYMENT TERMS: Operative IRDLC MT700 / SBLC MT760 / MT103 after CIQ Inspection at discharge Port.

COMMODITY LIST, PRICES AND WORKING PROCEDURES:

JET FUEL A1 91/91

Quantity: Minimum of 1,000,000 Barrel/per

Maximum of 3,000,000 Barrels/ per month

Delivery: FOB ROTTERDAM/SINGAPORE/ VLADIVOSTOK/ CIF ASWP

FOB Price: \$120.00 Gross / \$118.00 Net per Barrel

CIF Price: \$122.00 Gross / \$120.00 Net per Barrel

Commission: USD 1.00 seller side, USD 1.00 Buyer side Per Barrel

AUTOMOTIVE DIESEL FUEL EN-590

Quantity: 25 000 MT/per month

Maximum of 300,000 MT per month

FOB ROTTERDAM/SINGAPORE , VLADIVOSTOK / CIF ASWP

FOB price: Price: \$330 Gross / \$320 Net per Metric Ton

CIF Price:\$340.00 Gross / \$330.00 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side

AVIATION KEROSENE (JP54).

Quantity: Minimum of 1,000,000 Barrel/per

Maximum of 3,000,000 Barrels/ per month

Delivery: FOB ROTTERDAM/SINGAPORE / VLADIVOSTOK/ CIF ASWP

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CIF AWSP PROCEDURES 1.

1. Buyer issues Purchase Order upon receipt and acceptance of seller's Soft Offer.
2. Seller issues Draft Sales and Purchase Agreement Contract for buyer's review and signing. (Opened for visible amendments).
3. Seller send's partial POP to Buyer via email along side legalized contract:
 - (a) Statement of Availability of Product
 - (b) Product Certificate of Origin
 - (c) Product Passport
 - (d) Company Registration Certificate
 - (e) Product Allocation Certificate
 - (e) Export License
4. Seller/buyer appoints and signs charter Party Agreement with the shipping Company to convey the first shipment to buyer's destination port.
Buyer and Seller pays 50/50 to the shipping company for transporting of the first shipment to buyer's final discharge port.
5. Upon voyage readiness; Seller swift the full POP and 2% Performance Bond to buyer's bank. Buyer's Bank swift in return, the Irrevocable Non Transferable Documentary Letter of Credit DLC or Standby Letter of Credit SBLC to the Seller's Bank.
6. Upon reception of buyer's instrument by sellers bank, shipment commences as scheduled in the signed contract.
7. Upon arrival of the cargo at the discharge port, buyer conducts Q&Q inspection via SGS or Equivalent.
After inspection, Buyer pays Total value of cargo to Seller's nominated Bank via MT103 within 48 hours (two banking days), contract commences as scheduled.

CIF AWSP PROCEDURES 2.

1. Buyer issue ICPO addressed to the Refinery official mandate.
2. Seller issues the Contract for amendment and countersigning as per mutual agreement.
3. Refinery/Seller registers and legalizes the endorsed contract with the necessary legal authority and borne for all the required Government associated fees for their services.
4. The seller forward to the buyer's secured email address the following Partial POP:
 - (a) Statement of Availability of Product
 - (b) Product Certificate of Origin
 - (c) Product Passport
 - (d) Company Registration Certificate
 - (e) Product Allocation Certificate
 - (e) Export License
5. Buyer's bank in accordance with seller's verbiage issues an Irrevocable & Transferable SBLC via MT760 as GUARANTEE within 8 maximum working days for first shipment's value to seller's financial bank, this will enable the seller commence loading of product with the shipping company and release the full set of POP documents after loading via bank to bank swift within 5 working day's.
6. Note: If the buyer fails to issue an Irrevocable & Transferable SBLC via MT760 within 8 working days, alternatively, buyer must pay within 72 hours a GUARANTEE deposit of \$250.000 via TT, MT103 . This GUARANTEE deposit will be deducted from the product face value when the final payment is made hence the seller cannot sail a vessel with no form of GUARANTEE deposit Or a Received instrument via MT 760 Irrevocable.

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7. Upon execution of clause (6) seller swift to buyer's bank the following Full POP documents:
 - a) Copy of license to export issued by the department of the ministry of energy.
 - b) Copy of approval to export, issued by the Department of the ministry of justice.
 - c) Active GOST R International certification.
 - d) Copy of the refinery approval to produce the product.
 - e) Copy to contract to transport the product to the port.
 - f) Copy of the port storage agreement)
 - g) Copy of the charter party agreement(s) to transport the product to discharge port.
 - h) Tank Storage Receipt (TSR)
 - i) SGS report.
8. Seller issues 2% PB .
9. Delivery commences as per the contract schedule and seller pays intermediaries via NCNDA/IMFPA.

LOADED VESSELS TAKE OVER WORKING PROCEDURES:

(Product and Price on Demand)

1. Buyer issue ICPO.
2. Seller Provides MOU and CI to be signed by buyer and seller.
3. Seller and Buyer endorse the CI and MOU.
4. Seller provide following documents:
 - A. BILL OF LADING,
 - B. VESSEL Q88,
 - C. VESSEL DETAILS,
 - D. ULLAGE REPORT,
 - E. CARGO MANIFEST,
 - F. PRODUCT PASSPORT (INDIGENOUS DIP TEST),
 - G. CERTIFICATE OF ORIGIN
 - H. STATEMENT OF PRODUCT AVAILABILITY.
5. Buyer verify and pays 5% deposit for change of the consignment rights and transfer of title of ownership to buyer's name.
6. Seller provides ATV on board and PRODUCT TITLE TRANSFER CERTIFICATE to buyer.
7. Upon successful Inspection, buyer makes payment for the total product inspected via TT Wire or MT103, deducting the title transfer fee of 5% and takes over the vessel for discharge.
8. Seller pays all intermediaries according to submitted NCNDA/IMFPA.

*Vasiliev
Igor
Alex
2011*



LLC "ALZA-NEFT"
 Mr. Vasiliev Igor Alexandrovich
 Head Director;
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