



LIMITED LIABILITY COMPANY "EXXON"

ADDRESS: 428027, THE CHUVASH REPUBLIC - CHUVASHIA, THE CITY OF CHEBOKSARY, I.YA.YAKOVLEV AVENUE, HOUSE 8D, OFFICE 22
TEL: +79032096885
EMAIL: EXXONLLC@MAIL.RU



TO: END BUYER/REGISTERED MANDATE.

SOFT CORPORATE OFFER

WE EXXON LLC, HEREBY ISSUE THIS SOFT CORPORATE OFFER WITH GIVEN TERMS AND CONDITIONS AND CONFIRM OUR READINESS AND WILLINGNESS TO MOVE STRAIGHT TO SALES PURCHASE AGREEMENT UPON ACCEPTANCE OF OUR TERM AND CONDITIONS STIPULATED HEREIN FOR THE BELOW PRODUCTS:

GRADE: RUSSIAN EXPORT GRADE

ORIGIN: RUSSIAN FEDERATION

COMMISSION STRUCTURE: (50% BUYER SIDE/50% SELLER SIDE)

CONTRACT TERM: 12 MONTHS MINIMUM (WITH ROLLS AND EXTENSIONS)

PAYMENTS TERM: MT103/23, BG OR SBLC.

POP: PROVIDED AS PER DOCUMENTS LIST IN CONTRACT

INSPECTION BY: SGS/CIQ.

ULTRA LOW SULFUR DIESEL FUEL (EN590)10 PPM

QUANTITY: MINIMUM: 50,000 MT. MAXIMUM: 400,000 MT

FOB PRICE: \$310 GROSS / \$300 NET

COMMISSION: \$5 / \$5.

HSD2 GAS OIL L-0.2-62 GOST 305-82 AGO (AUTOMATIVE GAS OIL)

QUANTITY: MINIMUM: 50,000 MT. MAXIMUM: 500,000 MT

FOB PRICE: \$ 330 GROSS / \$320 NET

COMMISSION: \$5 / \$5

MAZUT 100 GOST-10585-75 / 99 RUSSIA ORIGIN

QUANTITY: QUANTITY: MINIMUM: 50,000 MT. MAXIMUM: 500,000 MT

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

COMMISSION: \$5 / \$5

LPG (LIQUEFIED PETROLEUM GAS) GOST 20448-90

QUANTITY: QUANTITY: MINIMUM: 50,000 MT. MAXIMUM: 500,000 MT

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

COMMISSION: \$5 / \$5

LNG (LIQUEFIED NATURAL GAS)

QUANTITY: QUANTITY: MINIMUM: 50,000 MT. MAXIMUM: 500,000 MT

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

COMMISSION: \$5 / \$5

GASOLINE 93 OCTANE RUSSIAN ORIGINS

QUANTITY: QUANTITY: MINIMUM: 50,000 MT. MAXIMUM: 500,000 MT

FOB PRICE: \$ 220 GROSS / \$210 NET

COMMISSION: \$5 / \$5

CST-180 FUEL OIL RUSSIAN ORIGIN

QUANTITY: QUANTITY: MINIMUM: 50,000 MT. MAXIMUM: 500,000 MT

FOB PRICE: \$ 200 GROSS / \$190 NET

COMMISSION: \$5 / \$5



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AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL RUSSIAN ORIGIN

QUANTITY: SPOT: 1,000,000 BBLs. CONTRACT: 5,000,000 BBLs
FOB PRICE: \$ 50 GROSS / \$46 NET
COMMISSION: \$2 / \$2

JET FUEL JPA1 (AVIATION KEROSENE COLONIAL GRADE A1)

QUANTITY: SPOT: 1,000,000 BBLs. CONTRACT: 5,000,000 BBLs
FOB PRICE: \$ 50 GROSS / \$46 NET
COMMISSION: \$2 / \$2

RUSSIA VIRGIN FUEL OIL D6

QUANTITY: MINIMUM: 1,000,000 GALLONS PER WEEK. MAXIMUM: 50, 000,000 GALLONS
FOB PRICE: \$1.0 GROSS / \$0.96 NET
COMMISSION: \$4 CENT PER GALLONS

RUSSIA EXPORT BLEND CRUDE GOST 9965-76

QUANTITY: MINIMUM: 500,000 BBLs. MAXIMUM: 10, 000,000 BBLs
FOB PRICE: \$46 GROSS / \$42 NET
COMMISSION: \$2 / \$2

RUSSIA EXPORT BLEND CRUDE GOST 51 858-2002

QUANTITY: MINIMUM 100,000 BBLs, MAXIMUM 1,000,000 BBLs
FOB PRICE: \$46 GROSS / \$42 NET
COMMISSION: \$2 / \$2

CIF TTO PROCEDURES NON-NEGOTIABLE

1. Buyer issues an official ICPO inserting seller's terms and procedures.
2. Seller issues MOU TITLE TANKERTAKE OVER and commercial Invoice for the product quantity on board, buyer endorses and sends back with NCNDA/IMFPA.
3. Seller issues the POP documents as listed below:
 - A. Declaration of product ownership
 - B. Analysis test report
 - C. Bill of Lading
 - D. Ullage Report
 - E. Vessel Notice
 - F. Cargo Manifest
 - G. Vessel Q88
4. Upon receipt confirmation of the above documents by the buyer, buyer's shipping agent makes contact with vessel master to verify POP documents/vessel position.



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5. Buyer makes 4%-part payment of the total product value within 48 hours via T/TMT103 to seller's nominated bank as transaction guarantee.
6. Upon receipt confirmation of the above payment, seller issues Approval to export certificate, Export license certificate, Authorization to board the vessel (ATB) and Dip test authorization (DTA) and all shipping documents will be re-issued in buyer's name and vessel will be sent to the buyer's discharge port.
7. Upon arrival of the vessel at buyer's discharge Port, buyer pays the remaining total product value after successful CIQ/SGS or equivalent inspection via T/T-MT103 and title of product ownership transferred to buyer.
8. Seller pays commission to Agencies, Broker and intermediary as per signed NCNDA/IMFPA.

Important Special Clause:

Buyer's Target prices are allowed for negotiation, all ICPO must be issued according to supplier's terms and procedures for better understanding and swift transaction.



VIKTOR GLUKHOV
MANAGING DIRECTOR EXXONLL