

SOFT CORPORATE OFFER (SCO)

WE, **CHANOVSKIY RAYTOP CJSC** 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;

LOADING PORT: INCOTERM: METHOD OF DELIVERY: GRADE: ORIGIN: CONTRACT TEAM: PAYMENT TERM: INSPECTION: MARK UP: PROOF OF PRODUCT: QUALITY: SPECIFICATION:	RUSSIA / ROTTERDAM / HOUSTON FOB – DIP & PAY PIPELINE - VESSEL RUSSIAN EXPORT STANDARD RUSSIA SPOT LIFT (DIP & PAY) WITH POSSIBLE 12 MONTHS ROLL & EXTENSION 1 ST LIFT VIA METRIC TON103 UPON SUCCESSFUL DIP TEST REPORT SGS OR INTERTEK AT THE LOADING PORT ALLOWED PROVIDED AS PER DOCUMENTS LISTED IN THE CONTRACT ISO STANDARD INTERNATIONAL EXPORT STANDARD
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AVAILABLE PRODUCT

RUSSIAN JET FUEL (JET A1 – JP54) FIXED PRICE: GROSS \$40 – NET \$38 PER BARREL TRIAL QUANTITY: 2,000,000 BARREL MONTHLY QUANTITY: 5,000,000 BARREL COMMISSION: \$2 BARREL	RUSSIAN VIRGIN FUEL OIL (D6) FIXED PRICE: GROSS \$0.58 – NET \$0.56 GALLON TRIAL QUANTITY: 100,000,000 GALLON MONTHLY QUANTITY: 400,000,000 GALLON COMMISSION: \$0.2 GALLON
DIESEL FUEL EN590 10PPM FIXED PRICE: GROSS \$260 – NET \$250 METRIC TON TRIAL QUANTITY: 50,000 METRIC TON MONTHLY QUANTITY: 100,000 METRIC TON COMMISSION: \$10 PER METRIC TON	RUSSIAN REBCO PRICE: GROSS \$38 – NET \$36 BARREL TRIAL QUANTITY: 2,000,000 BARREL MONTHLY QUANTITY: 5,000,000 BARREL COMMISSION: \$2 BARREL
DIESEL GAS OIL D2 GOST 305-82 FIXED PRICE: GROSS \$260 – NET \$250 METRIC TON TRIAL QUANTITY: 50,000 METRIC TON MONTHLY QUANTITY: 100,000 METRIC TON COMMISSION: \$10 PER METRIC TON	RUSSIAN AUTOMOTIVE GAS OIL AGO FIXED PRICE: GROSS \$250 – NET \$240 METRIC TON TRIAL QUANTITY: 50,000 METRIC TON MONTHLY QUANTITY: 100,000 METRIC TON COMMISSION: \$10 PER METRIC TON

PAYMENT PROCEDURE (I)

1. THE BUYER ISSUE ICPO WITH HIS INTERNATIONAL PASSPORT COPY (DATA PAGE) TO THE SELLER
2. THE SELLER ISSUES COMMERCIAL INVOICE (CI) TO THE BUYER WITH PRODUCT QUALITY CERTIFICATE (PRODUCT PASSPORT) AND COMMITMENT TO SUPPLY. THE BUYER SIGNS AND RETURNS THE CI TO THE SELLER WITH HIS TANK STORAGE AGREEMENT (TSA) FOR THE SELLER VERIFICATION AND APPROVAL.
3. THE SELLER ISSUES THE PARTIAL POP DOCUMENTS AS BELOW AND SENDS TO THE BUYER.

- A. FRESH SGS ANALYSIS REPORT (NOT OLDER THAN 48 HOURS)
 - B. CERTIFICATE OF ORIGIN
 - C. NOR "NOTICE OF READINESS"
 - D. DTA - DIP TEST AUTHORIZATION
4. THE BUYER CONDUCTS DIP TEST IN THE SELLER'S RESERVOIR AND PROVIDES TANK DETAILS TO THE SELLER TO COMMENCE INJECTION OF THE PRODUCT INTO THE BUYER'S TANK.
 5. WITHIN FORTY-EIGHT (48) HOURS UPON THE COMPLETE INJECTION OF THE PRODUCT INTO THE BUYER'S STORAGE TANK, THE BUYER ISSUES 100% TT WIRE TRANSFER PAYMENT TO THE SELLER. THE SELLER TRANSFERS THE TITLE OWNERSHIP TO THE BUYER.
 6. THE SELLER PAYS COMMISSION TO THE INTERMEDIARIES.
 7. THE SELLER ISSUES 12MONTHS CONTRACT FOR THE BUYER'S REVIEW AND EXECUTION.

PAYMENT PROCEDURE (II)

1. BUYER ACCEPTS SELLER WORKING PROCEDURE AND ISSUE ICPO ADDRESSED TO THE SELLER REFINERY.
2. SELLER ISSUES COMMERCIAL INVOICE, BUYER SIGNS AND RETURNS BACK COMMERCIAL INVOICE AND TANK STORAGE AGREEMENT (TSA).
3. SELLER PROVIDE BUYER WITH THE BELOW LISTED PPOP.
 - A) CERTIFICATE OF ORIGIN OF THE PRODUCT
 - B) IRREVOCABLE COMMITMENT LETTER TO SUPPLY
 - C) STATEMENT OF PRODUCT AVAILABILITY
 - D) INSPECTION APPROVAL LETTER TO BE SIGNED BY BUYER LOGISTICS STORAGE COMPANY.
4. SELLER PROVIDES BUYER WITH FULL POP BELOW:
 - A) FRESH 24HRS. SGS REPORT
 - B) INJECTION REPORT
 - C) UNCONDITIONAL DIP TEST AUTHORIZATION (DTA)
5. (NCNDA/IMFPA) WILL BE SIGNED, BUYER WITHIN 24 HOURS AFTER SUCCESSFUL DIP TEST IN SELLERS TANKS INJECTION COMMENCED AND SELLER PROVIDE BUYER WITH THE INJECTION REPORT OF THE PRODUCT INTO BUYERS TANKS.
6. BUYER MAKES PAYMENT FOR TOTAL COST OF PRODUCT INJECTED INTO BUYER TANKS VIA METRIC TON103, SELLER TRANSFER TITLE OWNERSHIP TO BUYER WITH ALL EXPORT DOCUMENTS REQUIRED OF BUYER FOR THE TRANSACTION. UPON CONCLUSION OF FIRST TRANSACTION SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND PROCEEDS WITH THE SIGNING OF CONTRACT WITH BUYER.

PAYMENT PROCEDURE (III)

1. UPON ACCEPTANCE OF SELLER'S OFFER, BUYER ISSUES PURCHASE ORDER (ICPO), PASSPORT COPY, LICENSE AND CPA + Q88.
2. UPON ACCEPTANCE OF BUYER ICPO SELLER ISSUES COMMERCIAL INVOICE FOR BUYER'S REVIEW AND SIGNING OF THE TRIAL LIFT ORDER FOR THE AWARDED ALLOCATION.
3. BUYER SIGNS THE COMMERCIAL INVOICE AND RETURNS IT TO THE SELLER.
4. SELLER LODGES THE SIGNED COMMERCIAL INVOICE WITH BUYER LICENSE AND Q88 WITH (MINISTRY OF ENERGY) RUSSIAN FEDERATION, UPON SUCCESSFUL ENDORSEMENT BY THE MINISTRY OF ENERGY.
5. BUYER AND SELLER EQUALLY ENDORSE THE AGREEMENT AND PAY FOR PIPELINE SERVICE WITH A PIPELINE COMPANY FOR INJECTION OF PRODUCT FROM SELLER TANK TO BUYER'S VESSEL.
6. SELLER ISSUES THE POP DOCUMENTS AS SHOWN BELOW;
 - A. DIP TEST AUTHORIZATION (DTA)
 - B. FRESH SGS REPORT
 - C. Q&Q REPORT

- D. ULLAGE REPORT
 - E. TANK STORAGE RECEIPT
 - F. TANK INJECTION REPORT
 - G. AUTHORIZATION TO VERIFY
7. SELLER COMMENCES INJECTION TO BUYER'S VESSEL, BUYER INSPECT BY SGS.
8. SELLER ISSUES DOCUMENT TO ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND TO SELLER/BUYER, ENDORSED NCNDA/IMFPA.
9. BUYER MAKES THE PAYMENT FOR THE PRODUCT VIA METRIC TON103 AFTER COMPLETED INJECTION AND RECEIVING THE COPY OF BILL OF LADING AND SELLER TRANSFER TITLE OF OWNERSHIP TO THE BUYER, SELLER PAY COMMISSION AND BOTH PARTIES SIGN YEARLY CONTRACT DELIVERY.

IF THE ABOVE TERMS AND CONDITIONS ARE ACCEPTED, KINDLY REVERT BACK WITH BUYER'S OFFICIAL ICPO ADDRESS TO SELLER

SIGNED AND SEALED ON BEHALF;



**CJSC "CHANOVSKIY-RAYTOP"
TUKSOV VITALY ILYICH
GENERAL DIRECTOR**