



"OOO "МАИОРСКОЕ"

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107023, МОСКВА, ЭЛЕКТРОЗАВОДСКАЯ УЛ, ДОМ 52

INN: 9718076757 OKPO: 77180100 1ISSUE: 23/11/2021 Valid: 23 /05/2022

SOFT CORPORATE OFFER

We the undersigned "OOO "МАИОРСКОЕ" representative to leading vertically integrated Oil & Gas Companies, here by issue this Soft Corporate Offer with presented term condition sand confirm our irrevocable corporate and legal responsibility, under penalty of perjury that we are ready, willing and able to supply the below mentioned products herein and issue a draft Contract, then a Sales Purchase Agreement (SPA) upon acceptance of the Seller Procedures, term and conditions stipulated herein. The procedures, Term and conditions stipulated herein are in accordance with the procedures, terms and conditions of Procuring Oil & Gas Products from the Russian Federation terms and conditions.

REBCO GOST 9965-76

Minimum Quantity: 500,000 BAREL Per Month

Maximum Quantity: 1,000,000 BAREL Per Month

CIF ASWP: GROSS \$60/NET 58\$ FOB GROSS \$50 NET 48\$

ORIGIN: RUSSIA LOADING PORT: PRIMORSK / VLADIVOSTOK/ ROTTERDAM

BASE OIL/SN 500

MINIMUM LIFTABLE QUANTITY: 50,000 MT,

MAXIMUM 400,000 MT MONTHLY

PRICE FOB: GROSS USD \$ 200.00 MT NET: USD \$190.00MT

CIF Price: Gross USD \$220.00/ USD \$210.00 NET

ORIGIN: RUSSIA LOADING PORT: PRIMORSK / VLADIVOSTOK/ ROTTERDAM

RUSSIAN MAZUT M10010585/75

Quantity: Minimum 50,000 MT Trial Shipment / Maximum:

200,000 MT Monthly FOB: \$200.USD Gross / \$190USD Net per Metric Tons

CIF: \$210USD Gross/\$200 USD Net Metric Tons COMMISSION: \$5 Buyer side and \$5 Seller Side

ORIGIN: RUSSIA LOADING PORT: PRIMORSK / UST-LUGA/ ROTTERDAM

BITUMEN 60/70

Quantity: 50,000 Metric Tons CIF:

\$220 Gross/ \$210 Net Per MT FOB: \$210Gross/\$190Net Per MT

COMMISSION: \$5 Buyer side and \$5 Seller Side

ORIGIN: RUSSIA LOADING PORT: PRIMORSK / UST-LUGA/ ROTTERDAM

EN590 GOST 52368-2005

Quantity: Minimum 50,000 MT Trial Shipment / Maximum 500,000 MT Monthly

CIF: \$210 Gross / \$200 Net per Metric Tons

FOB: \$200Gross / \$190 Net per Metric Tons

Commission: \$5 / \$5 per Metric Ton

ORIGIN: RUSSIA : LOADING PORT: PRIMORSK / UST-LUGA/ ROTTERDAM



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STANDARD FOB ACCEPTED TERMS AND PROCEDURE.

1. Buyer issue ICPO, and addressee to the Seller

2. Seller issues Commercial Invoice. Buyer signs and returns back to the Seller with tank storage agreement (TSA)

3. Seller provide buyer with the below listed PPOP:

a Authorization to verify (ATV)

b Product passport

c product analysis report;

d commitment letter to supplier;

d ICC warning letter to be signed by all parties. Seller, Buyer and Buyers Tank Farm.

4. Upon total execution and confirmation of the ICC warning letter, Seller provides Buyer with the following:

a Injection report of production in Rotterdam with GPS coordinates;

b Fresh SGS Q&Q report done in Rotterdam certifying the quantity and quality in reservoir;

d NCND/IMFPA. Will be signed by the Buyer within 24 hours after successful DIP test in Sellers tanks, injection commenced and Seller provide to the Buyer with the injection report of product into Buyers tanks.

5. Buyer make the payment for the total cost of product injected into Buyers tank, the payment is made by swift MT103. Seller transfer title ownership to buyer with all exportation documents required of Buyer for the transaction.

6. Upon conclusion of first transaction Seller pays all intermediates involved in the transaction and proceeds with the signing of contract with the Buyer.

TANK TAKE OVER (TTO) PROCEDURE

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) with Guarantee Letter to take over Title of the product.

2. Seller issue draft (MOU) agreement to Buyer counter-sign and return back to seller.

3. Upon Seller receipt of sign MOU-contract from the buyer, Seller legalizes the agreement with the ministry of energy, agriculture & trade Russian federation.

4. Seller sends to Buyer the following documents for Buyer's confirmation.

- Seller's Export License
- Bill Of Lading- (in the name of Buyer as Consignee.)
- Vessel Tanker Details.
- Product Passport



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7.If buyer fails to issue SBLC/DLC in 7 working days bank, buyer shall make guarantee deposit of 5% 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. Alternatively, the buyer shall make the payment for the freight delivery to the buyers nominated port.

8.Upon confirmation of buyer's SBLC/DLC or guarantee deposit of 5% to seller's bank OR Freight / Transportation payment, seller will issue 5% Performance Bond, Full POP and Shipping Documents via SWIFT bank - to-bank as shown below:

Product Allocation Export Permit

Allocation Title Ownership Certificate

Trans-Neft 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.Seller/ buyer signs the CPA with a shipping company and issues the Full POP documents to buyer's bank.

10.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



KHOMUTOV DENIS VIKTOROVICH
GENERAL DIRECTOR
OOO MAIORSKOE

