



LIMITED LIABILITY COMPANY " REGIONSERVISNEFT"

Юридический адрес: 628681.Ханты-Мансийский автономный округ-Югра,город Мегион,Новая улица, 2.

E-mail: igor.leontievich@bk.ru / Tel: +79262428357

INN / KPP: 860501001, 8620010853

ISSUED DATE: XXXXXXXXXX

RECIPIENT: BUYERS/BUYER'S MANDATES

SOFT CORPORATE OFFER

We, LLC "REGIONSERVISNEFT", on behalf of our end Seller / Refinery, with full legal responsibility under penalty of Perjury hereby issue this soft corporate offer with given terms and conditions as stated in this offer to confirm our and to execute a Sales and Purchase Agreement with the end buyer, with the ability to supply the commodities according to the terms and conditions stipulated herein SCO;

AVAILABLE PRODUCTS TO SUPPLY

Pet Coke

CIF Price: Gross \$ 85.00 USD/\$ 80 .00 USD NET

COMMISSION STRUCTURE: \$ 2.5 / \$ 2.5

C.I.F COST INSURANCE, FREIGHT PROCEDURE:

1. Buyer issues Purchase Order upon receipt in acceptance of seller's Soft Offer.
2. Seller issues Draft Sales and Purchase Agreement Contract and, Commercial Invoice for buyer's review and signing.
3. Buyer signs the Sales and Purchase Agreement Contract and Commercial Invoice back to the seller.
4. Seller registers and legalizes the signed Sales and Purchase Agreement contract.
5. Seller sends legalized contract and below Partial POP Documents to buyer as listed below:
 - Certificate of Origin.
 - Commitment to Supply.
 - Product Passport
 - Statement of Availability of the product.
 - Commercial invoice for the first Value Shipment.
6. Buyer issues their Financial Guarantee (SBLC MT760) to cover the first shipment to seller's bank in 5 working days.
7. If buyer fails to issue SBLC MT760 in 5 working days, in alternative buyer shall make guarantee deposit of 4% 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.
8. Upon confirmation of buyer's SBLCMT760 or guarantee deposit of 4% TT Wire Transfer to seller's bank, seller will issue 2% Performance Bond, Full POP and Shipping Documents via SWIFT bank to bank as shown below:
 - Product Allocation Export Permit.
 - Allocation Title Ownership certificate
 - Transneft 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. Shipment commences and upon arrival of the vessel tanker at the discharge port, buyer conducts SGS Inspection and makes operative SBLC MT760 or makes payment for the full shipment via TT Wire or MT103.



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Managing Director
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