

SOFT CORPORATE OFFER

WE AS THE END-SELLER/REFINERY, HERE WITH FULL AUTHORITY/RESPONSIBILITY PROVIDE TO YOUR COMPANY A SOFT OFFER FOR PETROLEUM PRODUCTS.

RUSSIA ORIGIN DIESEL GAS D2 OIL GOST 305-82

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 500,000 Metric Tons per Month CIF Price:

Gross USD \$ 240.00MT NET /USD \$230.00MT on CIF

FOB Price: Gross USD \$ 220.00MT NET / USD \$ 210.00MT on FOB/Novorossiysk/Rotterdam

RUSSIA ORIGIN MAZUT M100 GOST -10585/75/99

Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF Price: Gross USD \$ 240.00MT NET / USD \$ 230.00MT on CIF

FOB Price: Gross USD \$ 220.00MT NET / USD \$ 210.00MT on FOB/Novorossiysk/Rotterdam

RUSSIA ORIGIN AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Minimum Quantity: 500,000 Barrels per Month Maximum Quantity: 5,000,000 Barrels per Month CIF Price:

GrossUSD\$36.00BBL NET/USD\$34.00 NET on CIF

FOB Price: Gross USD \$ 32.00BBL NET / USD \$30.00 NET on FOB/Novorossiysk/Rotterdam

VIRGIN FUEL OIL D6

Minimum Quantity: 400,000,000 Gallons per Month Maximum Quantity: 800,000,000 Gallons per Month CIF Price:

Gross USD \$ 0.55 / USD \$0.53 NET on CIF

FOB Price: Gross USD \$ 0.51 / USD \$0.49 NET on FOB/Novorossiysk/Rotterdam RUSSIA

EXPORT BLEND CRUDE GOST 51 858-2002 / GOST9965-76

Minimum Quantity: 10,000 Barrels per Month Maximum Quantity: 3,000,000 Barrels per Month CIF Price:Gross

USD\$36.00BBL NET/USD 34.00 NET on CIF

FOB Price: Gross USD \$ 32.00BBL NET / USD \$30.00 NET on FOB/Novorossiysk/Rotterdam

LIQUIDIFIED PETROLEUM GAS. GOST 20448-90

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 1,000,000 Metric Tons per Month CIF Price:

Gross USD \$240.00MT NET /USD \$ 230.00MT on CIF

FOB Price: Gross USD \$ 220.00MT NET / USD \$ 210.00MT on FOB/Novorossiysk/Rotterdam

LIQUEFIED NATURAL GAS (LNG) LIFTABLE QUANTITY

Minimum Quantity: 100,000Metric Tons Per Month Maximum Quantity: 400,000Metric Tons Per Month CIF Price:

Gross USD \$240.00MT NET /USD \$230.00MT on CIF

FOB Price: Gross USD \$ 220.00MT NET / USD \$ 210.00MT on FOB/Novorossiysk/Rotterdam

FUEL OIL CST-180

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 500,000 Metric Tons per Month CIF Price:

Gross USD \$240.00MT NET /USD \$230.00MT on CIF

FOB Price: Gross USD \$ 220.00MT NET / USD \$ 210.00MT on FOB/Novorossiysk/Rotterdam

UREA 46% PRILLED & GRANULAR (RUSSIAN ORIGIN)

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 50,000 Metric Tons Month CIF Price: Gross

USD\$240.00MTNET/USD\$230.00MTonCIF

FOB Price: Gross USD\$220.00MTNET/USD\$210.00MTon FOB/Novorossiysk/Rotterdam

SULPHUR GRANULAR

Minimum Quantity: 50,000 metric tons per month Maximum Quantity: 500,000 metric tons per month CIF Price:

Gross USD \$75.00 /NET USD \$65.00 on CIF

RUSSIA ORIGIN JET A1 FUEL

Minimum Quantity: 500,000 Barrels per Month Maximum Quantity: 5,000,000 Barrels per Month CIF Price:

GrossUSD\$36.00BBL NET/USD\$34.00 NET on CIF

FOB Price: Gross USD \$ 32.00BBL NET / USD \$30.00 NET on FOB/Novorossiysk/Rotterdam

DIESEL GAS OIL ULTRA-LOW SULPHUR DIESEL

Minimum Quantity: 100,000 metric tons Maximum Quantity: 300,000 metric tons CIF Price: Gross USD \$240.00MT NET/USD\$230.00MT on CIF

FOB Price: Gross USD \$ 220.00MT NET / USD \$ 210.00MT on FOB/Novorossiysk/Rotterdam

RUSSIAN EASTERN SIBERIA PACIFIC OCEAN (ESPO)

Minimum Quantity: 20,000 Metric Tons per Month Maximum Quantity: 300,000 Metric Tons per Month CIF Price:

Gross USD \$240.00MT NET /USD \$230.00MT on CIF

FOB Price: Gross USD \$ 220.00MT NET / USD \$ 210.00MT on FOB/Novorossiysk/Rotterdam

EN590

Minimum Quantity: 25,000 Metric Tons per Month Maximum Quantity: 300,000 Metric Tons per Month CIF Price:

Gross USD \$240.00MT NET /USD \$230.00MT on CIF

FOB Price: Gross USD \$ 220.00MT NET / USD \$ 210.00MT on FOB/Novorossiysk/Rotterdam

PETROLEUM COKE Minimum Quantity: 50,000MT per Month Maximum Quantity: 400,000MT per Month CIF Price: USD \$ 75.00MT/USD \$ 65.00 NET on CIF

LIGHT CYCLE OIL(LCO)

Minimum Quantity: 50,000MTperMonthMaximumQuantity: 400,000MTperMonth CIF Price: Gross USD \$ 240.00MT NET / USD \$ 230.00MT on CIF

FOB Price: Gross USD \$ 220.00MT NET / USD \$ 210.00MT on FOB/Novorossiysk/Rotterdam

OTHER PRODUCTS

BITUMEN GRADE60/70 AND 80/100: PRICE CIF ASWP: GROSS \$190/NET \$180 PRICEFOBASWP: GROSS\$170/NET \$160

GASOLENE 89 OCTANES

PRICE CIF ASWP: GROSS \$190/NET \$180 PRICE FOB ASWP: GROSS \$170/NET \$160

TRANSACTION PROCEDURE FOB VESSEL TO TANK

1. Buyer issues Purchase ICPO and Tank Storage Agreement.
2. Upon acceptance of buyer ICPO, Seller issues Commercial Invoice/ICC Warning Letter for Buyer's review and signing.
3. Buyer signs the Commercial Invoice and returns to Seller, the signed CI/ICC Warning Letter.
4. The seller verifies the Tank storage agreement (TSA) provided by the buyer and upon successful verification of the buyer TSA, the Buyer issues an acceptance letter confirming its readiness to secure and provide its storage tank facility details within 48 hours and storage tanks details must include the following for seller confirmation.
 - * Tank Receipt valid for 5 days, depends on the buyer's storage Tank destination, Seller lease buyer tank for 2 days and buyer completes the 3 days for full injection.
 - * Notice of Readiness (Storage Tank)
 - * Authority letter to Verify/inject.
5. Upon successful verification and approval of the authenticity and availability of the storage facility in favour of the buyer. Seller release the below POP documents directly to the end buyer's secure email.
 - Legalized Commercial Invoice.
 - Loading Port SGS
 - Commitment to Supply.
 - Statement of Product Availability.
 - ATSC -Authorization to Sell & Collect
 - Authorization to Verify (ATV)
 - Dip Test Authorization (DTA)

- Export License issued by the Ministry of Energy;
- Passport Product with Q&Q;
- Certificate of Origin GOST Certificate;
- Bill of Lading
- Vessel Q88
- Cargo manifest
- ETA
- Uuilage Report

6 Buyer conducts due diligence on the arriving loaded vessel and Upon vessel arrival at Buyer's Tank Terminal, Vessel Captain shall issue ATB to Buyer's cargo and inspectors inviting them to board the loaded vessel for Q&Q.

7 Upon successful Q&Q including Dip Test, Buyer pays for product by Wire Transfer / Swift MT-103 into the Seller's account.

8 Seller releases full POP documents in Buyer's name and Trans-loading commences.

9 Seller pays commissions to all intermediaries, Both Parties proceed with the signing for a 12 Months FOB contract upon completion of the first trial order.

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.
 - EXPORT LICENSE.
6. BUYER ISSUES THEIR FINANCIAL GUARANTEE (SBLC MT760 OR DLC 700) TO COVER THE FIRST SHIPMENT TO SELLER'S BANK IN 5 WORKING DAYS.
7. IF BUYER FAILS TO ISSUE SBLC OR DLC IN 5 WORKING DAYS, IN ALTERNATIVE BUYER AND SELLER SHALL ENGAGE IN SIGNING THE CPA AS CO-CONSIGNEE AND BEAR COST TO CHARTER VESSEL TO ENABLE SELLER CHARTER VESSEL AND COMMENCE SHIPMENT UPON SUCCEEDFUL ASSIGNMENT OF VESSEL TO THE SELLER BY THE SHIPPING COMPANY. BUYER OWN SIDE PAYMENT WILL BE DEDUCTED FROM THE FIRST SHIPMENT.
8. UPON CONFIRMATION OF BUYER'S SBLC/DLC, 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/DLC OR MAKES PAYMENT FOR THE FULL SHIPMENT VIA TT WIRE OR MT103.

TANKER TAKE OVER (TTO) PROCEDURE

1. Buyer issues an official ICPO inserting seller's terms and procedures.
2. Seller issues MOU TITLE TANKER TAKE 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. Certificate of Origin
 - d. Bill of Lading
 - e. Ullage Report
 - f. Vessel Notice
 - g. Cargo Manifest
 - h. 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.
5. Buyer makes 3%-part payment of the total product value within 48 hours via T/T MT103 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/Buyer pays commission to Agencies, Broker and intermediary as per signed NCNDA/IMFPA.



CEO: ANTYSHEV SERGEY VLADIMIROVICH
Organization OOO "ALFASNAB"