



АЛЬФА-ПЕТРОСПЕКТ

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SOFT CORPORATE OFFER (SCO)

We, ALFA-PETROSPEKT, the issuer on behalf of our end seller hereby confirm with full legal and corporate responsibility, our end sellers readiness and capability to supply Russian crude oil and refined petroleum products listed below, on yearly a contract under the specified terms and conditions.

AVAILABLE PRODUCTS AND PRICES (RUSSIAN ORIGIN)

Mazut M100 GOST 10585-75

- Technical Standard: GOST 10585-75
- CIF Price: Gross \$203 USD / \$193.00 USD Net per Metric Ton
- FOB Price: Gross \$194.00 USD / \$184.00 USD Net per Metric Ton

Mazut M100 GOST 10585-99

- Technical Standard: GOST 10585-99
- CIF Price: Gross \$208.00 USD / \$198.00 USD Net per Metric Ton
- FOB Price: Gross \$199.00 USD / \$189.00 USD Net per Metric Ton

Marine Fuel Oil CST-180

- CIF Price: Gross \$219.00 USD / \$209.00 USD Net per Metric Ton
- FOB Price: Gross \$210.00 USD / \$200.00 USD Net per Metric Ton

Marine Fuel Oil CST-380

- CIF Price: Gross \$222.00 USD / \$212.00 USD Net per Metric Ton
- FOB Price: Gross \$213.00 USD / \$203.00 USD Net per Metric Ton

PURCHASE PROCEDURES – CIF (WITHOUT PAYMENT INSTRUMENTS)

1. Buyer confirms SCO and issues ICPO in accordance with Seller's procedure and terms with Buyer banking details and scanned copy of Buyer's passport.
2. Seller acknowledges Buyer's ICPO and issues draft Contract to Buyer for preview and amendment if required, both parties confirm the draft Contract by endorsing it.
3. Seller registers and legalizes the Contract officially with the appropriate authorities to facilitate booking of allocation, obtaining transaction code and securing a legitimate approval for the Transfer of Ownership Title/Allocation to buyer by the relevant authorities.
4. Seller sends legalized copy of the official approved Contract along with the NCNDA/IMFPA and the Attestation Act of Transfer for buyer's endorsement to facilitate the Transfer of Ownership Title/Allocation to buyer's name from the relevant authorities.
5. Buyer/Seller appoints reliable shipping and logistics company for the transportation of the product to buyer designated discharge port and buyer submit the official legalized Contract with the shipping company. Both Seller and Buyer sign the CPA (Charter Party Agreement) together with the logistics company (A three parties' CPA). Buyer and Seller borne the shipping cost 50/50
6. Upon confirmation and finalization of Charter Party Agreement (CPA), Seller sends the notarized transaction PPOP (Partial Proof of Product) documents to buyer:
 - Certificate of Origin/Conformity
 - Ocean Bill of lading with Vessel IMO/MMSI tracking information
 - Company Registration Certificate
 - Statement of Product Availability
 - Charter Party Agreement
 - Storage Agreement
 - Refinery Commitment to Supply endorsed by the Ministry of energy
7. Upon Buyer confirmation of the above PPOP document, Title Ownership will be transfer to Buyer's name to commence vessel loading, and before vessel is schedule to sail, Seller sends Full POP and export documents to Buyer:
 - Export License Certificate
 - Inspection Report by SGS or equivalent
 - Full Set of Bill of Lading 3 Original Copies
 - Vessel Notice of Readiness (NOR)
 - Marine Insurance Certificate

8. Buyer makes 100% payment by MT 103 TT wire transfer for the total product and Seller pays commission to all Intermediaries involved in the transaction within 24 hours after confirmation of the Buyer's payment.
9. Seller issues draft SPA to Buyer to review for Roll & Extension monthly deliveries
10. The subsequent delivery shall commence according to the terms and conditions of the contract, and intermediaries receive their commissions according to monthly deliveries



Lobanov Arseniy Andreevich
Director of Marketing
ALFA-PETROSPEKT