



ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ "ПИТЕРОИЛ"

197022, САНКТ-ПЕТЕРБУРГ, ПРОСПЕКТ МЕДИКОВА, ДОМ 5, ЛИТЕР В, ПОМ 7-Н ОФИС 220
Электронная почта: llc.piteroil@mail.ru Телефон: +7 916 6759 199 Skype: llc.piteroil@mail.ru

TO: BUYER'S / POTENTIAL END BUYERS.

SOFT CORPORATE OFFER

We **LLC "PITEROIL"** on behalf of Sellers, Refineries Company with full corporate and legal responsibility, under Penalty of perjury hereby issue this Soft Offer with confirmation that sellers refineries is ready, willing and able to supply the following product according to terms and conditions:

ORIGIN: RUSSIA

INCOTERMS: FOB /CIF

LOADING PORT: ROTTERDAM / HOUSTON / NOVOROSIYSK / VLADIVOSTOK / PRIMORSK / ASWP

PAYMENT TERMS: IRREVOCABLE LC, T/T TELEGRAPHIC TRANSFER, BG OR SBLC, MT103.

INSPECTION: SGS, CIQ OR SIMILAR

COMMISSION: SELLER'S SIDE 50% /BUYER'S SIDE 50%

PRODUCTS OFFER

LPG (LIQUID PETROLEUM GAS)

Minimum Quantity: 50,000 Metric Tons per Month

Maximum Quantity: 100,000 Metric Tons per Month

Price: Gross \$260.00 USD/ \$ 250.00 USD NET on CIF

Price: Gross \$ 240.00 USD/\$ 230.00 USD NET on FOB

BITUMEN GRADE 40/50, 60/70, 80/100

Minimum Quantity: 50,000 Metric Tons per Month

Maximum Quantity: 100,000 Metric Tons per Month

Price: Gross \$310.00 USD /\$300.00 USD NET on CIF

Price: Gross \$ 300.00 USD / \$290.00 USD NET on FOB

MAZUT M100 GOST 10585-75&10585-99

Minimum Quantity: 50,000 Metric Tons per Month

Maximum Quantity: 200,000 Metric Tons per Month

Price: Gross \$270.00 USD /\$260.00 USD NET on CIF

Price: Gross \$ 260.00 USD / \$250.00 USD NET on FOB

LIGHT CRUDE OIL

Minimum Quantity: 20,000 Metric Tons per Month

Maximum Quantity: 100,000MT

Price: Gross \$300.00 USD /\$280.00 USD NET on CIF

Price: Gross \$280.00 USD /\$270.00 USD NET on FOB



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Maximum Quantity: 300,000 Metric Tons Per Month

CIF price: Gross USD \$390.00 / NET USD \$380 on CIF

FOB Price: Gross USD \$370.00 / NET USD \$360.00

TRANSACTION PROCEDURE: FOB CI DIP & PAY

1. Buyer issues ICPO, Company Registration Certificate and Data page of buyer's Passport copy.
2. Seller receives buyer's ICPO. Seller issues Commercial Invoice (CI) for the total product in seller's leased tank in port terminal for buyer's endorsement.
3. Buyer endorsed seller's Commercial Invoice (CI) and return CI, along with buyer's own/leased Tank Storage Agreement (TSA) from buyer's Logistic Company as a proof of buyer's availability of storage facility.
4. Seller acknowledged the endorsed CI as well verifies buyer's TSA. if well satisfied, Seller issues to buyer the following PPOP documents;
 - DIP-TEST AUTHORIZATION - D.T.A. to be endorse by Buyer Tank farm.
 - Legalized Commercial Invoice.
 - Export License
 - Guarantee Letter to Supply
 - Statement of Availability of Product
5. Buyer sends copy of endorsed DTA to Seller within 48hrs. Upon receipt of endorsed DTA, seller issues the following PPOP documents to the buyer and NCNDA & IMFPA will be signed and endorsed for the protection of all intermediaries involved in the transaction:
 - Certificate of Origin;
 - Commitment to Supply;
 - Authorization to Verify
 - Authorization to Sell and Collect
 - Accreditation certificate
 - Product Allocation Certificate
 - Product Passport
 - Fresh SGS Report
 - Injection Report
 - Tank Storage Receipt/Reservoir Receipt
 - GPS coordinates/ location of Seller tanks at loading port including tank details, tank farm contact person and telephone number.
 - NCNDA & IMFPA document.
6. Buyer immediately conducts SGS at buyer's expense in Seller's Tank.
7. Seller begins injection of product into Buyer Tank/Vessel.
8. Buyer and Seller sign one-year Sales Purchase Agreement (SPA) optional.
9. Buyer pays for product via MT 103.

FOB TRANSACTION PROCEDURE (DIRECT INJECTION INTO BUYER'S TANK)

1. Buyer issues ICPO, Company Registration Certificate and Data page of buyer's Passport copy.
2. Seller receives buyer's ICPO. Seller issues Commercial Invoice (CI) for the total product in seller's

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leased

tank in port terminal. Buyer sign and return to seller signed and sealed Commercial Invoice along with buyer's own or leased Tank Storage Agreement (TSA) as a proof of buyer's availability of storage facility.

3. Seller accept the signed and sealed Commercial Invoice (CI) and verify buyer's Tank Storage Agreement (TSA) and make 3days tank lease payment to the buyer tank farm for the Injection Process.
4. Buyer pays his Tank Farm Company for 2 days tank storage costs, (bringing it to a total of 5day TSR) after his Tank Farm Company has received the payment from Seller Company 3 days cost.
5. Seller inject into buyer tank and issues ATV and Unconditional DTA.
6. Buyer conducts Dip Test and makes the payment for the total value of product injected into the tanks through the means of MT103-TT.
7. Seller pays all intermediaries involved in the transaction, and subsequently monthly shipment continues asper terms and Conditions of the sales and purchase agreement contract between buyer and seller.

TRANSACTION PROCEDURES FOR CIF DELIVERY

1. Buyer Company issues Irrevocable Corporate Purchase Order (ICPO) on its official company letterhead and Data page of Buyer's Passport.
2. Seller Company issue Draft Contract / Sales & Purchase Agreement (SPA Open for amendments if any). Both parties sign and seal the present contract and exchange the copies electronically.
3. Seller Company present its Export License, buyer Company also provides Company Registration information and documentary details of its storage booking at unloading port upon confirmation of the seller's document.
4. Seller Company registers and legalizes 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's Company name at buyer's expense.
5. Seller Company sends hard copy of the notarized and insured POP documents along with the legalized Contract to buyer Company. The Partial POP documents to be send along with the legalized Contract include:
 - Certificate of Origin.
 - Company Registration Certificate.
 - Statement of Product Availability.
 - Product Quality Passport (Dip Test Analysis).
 - Refinery Commitment to Produce / Supply.
 - Refinery Legalized Draft Contract.
6. Seller Company appoints a tested/reliable shipping and World-Renowned Logistic Company. Both end seller and end buyer will sign the Charter Party Agreement (CPA) together with the Shipping and Logistic Company (A three parties CPA) Seller/Buyer negotiate and makes arrangement for the Chartered Freight Cost with the appointed shipping company for the transportation of the product to the buyer's designated discharge port.
7. Seller Company releases copies of POP and Shipping documents to buyer Company.
 - Copy of the Charter Party Agreement to transport the product to discharge port.
 - Copy of Shipping Schedule Document.

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- Product Analysis Report.
 - Certificate of Origin.
 - Bill of Lading
 - Tank Receipt.
 - Vessel Q88.
 - SGS Report.
 - Certificate of Product.
8. Buyer's bank sends the Documentary Letter of Credit (DLC) non-operative issued by the buyer's bank to seller's bank for the face value of the first whole month shipment.
 9. Seller's bank sends through swift the original and full Proof of Product (POP) documents along with the 2% operative performance bond to the buyer's bank and the irrevocable documentary letter of credit issued by the buyer's bank on to the seller's bank will become immediately operative.
 10. Seller's bank will confirm to seller and to buyer that the irrevocable documentary letter of credit has been accept and the shipping commences as scheduled in the contract for the CIF delivery.
 11. Payment will be made for the product by the buyer's Bank via T/T MT103 Wire Transfer to the seller's bank after the CIQ/SGS Inspection at port of discharge and the delivery to the buyer's bank of all documents required by the contract.
 12. Seller releases the commission of the intermediaries immediately.

Best Regard



Alexey Makarov
ALEXEY MAKAROV
GENERAL DIRECTOR