



Limited Liability Company

ALLIANCE PETROLEUM

SOFT CORPORATE OFFER (SCO)

We, LLC "ALLIANCE PETROLEUM", a registered mandated, on behalf of our end seller, confirm our seller's readiness and capability to supply the listed Russian energy products below for immediate sales and spot deal with the specified purchase:

1). D2 Diesel Gas Oil L-0.2-62 GOST 305-82, HSD2

Technical Standard: GOST 305-82

Price: Gross \$474.00 USD / \$464.00 USD Net per Metric Ton - CIF ASWP

Price: Gross \$464.00USD / \$454.00 USD Net per Metric Ton – FOB

2). Diesel Gas Oil Ultra Low Sulfur Diesel 50 PPM

Price: Gross \$488.00 Gross USD /\$478.00 USD Net per Metric Ton – CIF ASWP

Price: Gross \$478.00 Gross USD /\$468.00 USD Net per Metric Ton – FOB

3). Automotive Gas Oil AGO Russian Origin

Price: Gross \$510.00 Gross USD /\$500.00 USD Net per Metric Ton – CIF ASWP

Price: Gross \$500.00 Gross USD /\$490.00 USD Net per Metric Ton – FOB

4). Mazut M100 GOST 10585-75

Technical Standard: GOST 10585-75

Price: Gross \$387.00 USD /\$377.00 USD Net per Metric Ton – CIF ASWP

Price: Gross \$375.00 USD /\$365.00 USD Net per Metric Ton – FOB

5). Mazut M100 GOST 10585-99

Technical Standard: GOST 10585-99

Price: Gross \$380.00 USD / \$370.00 USD Net per Metric Ton – CIF ASWP

Price: Gross \$370.00 USD / \$360.00 USD Net per Metric Ton – FOB

6). Jet Fuel JP54 (Aviation Kerosene Colonial Grade 54)

Price: Gross \$56.00 USD / \$54.00 USD Net per Barrel – CIF ASWP

Price: Gross \$54.00 USD / \$52.00 USD Net per Barrel – FOB



PURCHASE PROCEDURES – CIF (PRODUCTION CONTRACT)

- 1) Buyer issues an official ICPO with company registration license.
- 2) Seller issues FCO, buyer signs and return with a letter of acceptance stating to adhere to seller's transaction terms and procedure.
- 3) Seller issues draft contract (SPA) to buyer open for amendment; buyer review and sign mutually accepted contract and return to the seller in word format and PDF within 5 working days.
- 4) Seller reviews the signed contract and converts to PDF and sends copy to buyer with guarantee letter to supply.
- 5) Seller submits signed contract to the government ministry for registration, legalization and notarization at seller's expense.

6) Seller sends to buyer the below listed soft performance guarantee POP

documents:

- Availability Letter of Product
- Certificate of origin
- State Product Availability
- Company Registration Certificate
- Commitment Letter to Supply the Product

7) Buyer's bank issues bank instrument via SBLC MT760 or DLC MT700 for the value of first shipment to seller's nominated fiduciary bank coordinate in a format acceptable to seller/seller's bank within 10 banking days of buyer receiving final approved contract in PDF format with soft performance guarantee POP documents to enable seller commence trans- loading of product with the shipping company and release full set of POP documents after loading via bank to bank swift within five (5) working days.

Please note: if buyer fails to issue the bank instrument within 10 banking days, in alternative buyer pays via MT103/TT USD400,000.00 or equivalent in EURO/RMB as provisional guarantee performance within 72 hours and the amount will be deducted from the product first value when final payment is to be made.

8) Within 5 banking days of seller's fiduciary bank receiving buyer's bank instrument, seller's fiduciary bank issues 2%PB to buyer's bank account which is detailed and mutually agreed in the signed contract (Please note: 2% PB will not be issued by seller for alternative provisional guarantee performance payment of USD400,000.00)

9) Upon seller's fiduciary bank's successful receipt of bank instrument and buyer receipt of 2% PB from seller's fiduciary bank or in the alternative, on receipt of MT103/TT payment of USD400,000.00 by seller's nominated bank, seller commence loading of the product within 10 days and issues full POP/Shipping documents with legalized SPA to buyer's company via bank to bank and copies via e-mail; buyer shall notify the seller by official written notice of his bank receiving seller's POP documents.

- a) Copy of the CPA
- b) Copy of Vessel Q88



- c) Copy of B/L
 - d) SGS Report at loading port.
 - e) Dip test Authorization (DTA)
 - f) NOR /ETA
 - g) Certificate of Ownership Transfer
 - h) (ATPCC) by Ministry of Energy
 - i) Copy of license to export, issued by the department of the Ministry of Energy
 - j) Copy of Approval to Export, issued by the Ministry of Justice, Russian Federation
 - k) Copy of statement of availability of the product
 - l) Copy of the refinery commitment to produce the product
 - m) Copy of Transneft contract to transport the product to the loading port
 - n) Copy of the port storage agreement
- 10) Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port, buyer's inspection team carry out SGS/CIQ or Equivalent Inspection to ascertain quality and quantity of the product.
- 11) Upon successful SGS/CIQ Inspection by buyer, product is discharged into buyer's storage facility. Buyer's bank release total product payment value or balance payment via MT03/TT in USD or equivalent and title of product ownership transferred to buyer.
- 12) Seller pays all intermediaries involved in transaction as per signed NCNDA/IMFPA within 72 hours.
- 13) Subsequently monthly shipment continues as per signed SPA and product payment will be made against successful SGS/CIQ or equivalent inspection via TT/MT103.

General Director

Evgeniy Gilyazov

LLC " ALLIANCE PETROLEUM"



