



LLC "OVERAL SERVICE"

614068, Perm region, city of Perm, Sergei Danshchina street,
building 4, office 37a

T/Whats App: +7-925-815-23-27

Skype ID: Overal service

E-mail: serviceoveral@gmail.com

INN: 5903999833 OGRN 1145958059059

To: BUYER INTERMEDIARY OR END BUYER

Soft Corporate Offer for your buyers

We are Overal Service Oil and Gas Passing Company marketer on behalf of core Russian oil and gas exploiting, producing and exporting company, 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 readiness to execute a Sales and Purchase Agreement with end buyer, with the ability to supply the following commodity according to the terms and conditions stipulated in this soft corporate offer.

TERMS OF NEGOTIATION:

Delivery: CIF/FOB

Payment Term: DLC, SBLC/MT103

Performance Bond: 2% operative PB will be issued from Seller's bank to the buyer bank.

Quality: Q&Q test report will be conducted at the loading port by SGS or Equivalent at the expense of Seller.

Products Origin: Russia Federation.

PRODUCTS AND PRICE LIST

DIESEL GAS D2 OIL GOST 305-82

Minimum Quantity: 50,000MT – 100,000MT – Per Month

FOB Price: Gross \$320- Net \$ 310/ CIF Price: Gross \$ 350- Net \$ 340

Quality: SGS or similar inspection

Commissions: \$5 Buy side (open) Seller side \$5 (open)

Loading Port: Vladivostok / Novorossiysk/Primorsk

MAZUT 100 GOST-10585 75 RUSSIAN ORIGINS

Minimum Quantity: 50,000MT – 100,000MT – Per Month

FOB Price: Gross \$310 - Net \$300/CIF Price: Gross \$ 340- Net \$ 330

Quality: SGS or similar inspection

Commissions: \$5 Buy side (open) Seller side \$5 (open)

Payment Term: MT103

Loading Port: Vladivostok / Vanino/ Primorsk

GASOLINE 93 OCTANE

Minimum Quantity: 100,000MT – 500,000MT – Per Month

FOB Price: Gross \$ 400- Net \$ 490/CIF Price: Gross \$ 450- Net \$ 440

Quality: SGS or similar inspection

Commissions: \$5 Buy side (open) Seller side \$5 (open)

Payment Term: MT103

Loading Port: Vladivostok / Novorossiysk/Primorsk

CST-180 FUEL OIL

Minimum Quantity: 100,000MT – 500,000MT – Per Month

FOB Price: Gross \$ 370 - Net \$ 360/CIF Price: Gross \$ 420- Net \$ 410

Quality: SGS or similar inspection

Commissions: \$5 Buy side (open) Seller side \$5 (open)



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NON-NEGOTIABLE OFFICIAL TRANSACTION PROCEDURES ON FOB 1:

1. BUYER SENDS ICPO TO SELLER ALONG WITH A COPY OF INTERNATIONAL PASSPORT.
2. SELLER ISSUES COMMERCIAL INVOICE FOR ENDORSEMENT, ALONG WITH ICC WANING LETTER
3. BUYER SIGN AND RETURN BACK COMMERCIAL INVOICE, ICC LETTER WARNING.
4. SELLER RECEIVES COMMERCIAL INVOICE AND SEND BUYER THE BELOW POP DOCUMENTS
 - PIPELINE ENERGY TRANSFER ANALYSIS REPORT (PETAR)
 - TANK STORAGE RECEIPT (TSR) WITH
 - TANK NUMBER,
 - GPS COORDINATE,
 - HUB NUMBER
 - TERMINAL ACCESS CODE
 - ATTESTATION OF PRODUCT ALLOCATION CERTIFICATE (AOPAC)
5. BUYER TO CONFIRM THE ABOVE POP AND REQUEST FOR THE BELOW POP
 - UNCONDITIONAL DIP TEST AUTHORIZATION LETTER (UDTA).
 - AUTHORIZATION TO VERIFY (ATV)
 - AUTHORIZATION TO SELL AND COLLECT. (ATSC)
6. BUYER CONTACT SELLER TANK FARM TO ARRANGE DIP TEST ON THE PRODUCT IN HIS EXPENSE.
7. UPON SUCCESSFUL DIP TEST, BUYER MAKES PAYMENT ON THE PRODUCT BY MT103 TO SELLER'S DESIGNATED ACCOUNT AND LOADING PROCEED AS AGREED, OR BUYER TAKEOVER SELLER TANK. SELLER ISSUE TRANSFER CERTIFICATE OF OWNERSHIP DOCUMENTS TO BUYER IN BUYER'S NAME.
8. SELLER PAY ALL BENEFICIARY AGENTS PER IMFPA; BOTH PARTIES PROCEED WITH SIGNING OF THE CONTRACT/SPA FOR FOB ROTTERDAM ON-GOING WITH (R&E) FOR SIXTY (60) MONTHS AS AGREED ALL INTERMEDIARIES PER IMFPA SIGNED BETWEEN THE BENEFICIARIES.

NON-NEGOTIABLE OFFICIAL TRANSACTION PROCEDURES ON TTO:

1. Seller and Buyer signed Sales and Purchase Agreement (SPA) base on the name of vessel and IMO.
2. After Buyer signed SPA, Seller will send to Buyer's secured email the listed document issued under the name of the existingbuyer as below:
 - Product Passport (Quantity & Quality Dip Test Analysis Report)
 - Certificate of Origin
 - Bill of Lading
 - Tanker Vessel Q88 Document
 - Vessel (N.O.R) Notice of Readiness
 - Ullage Report



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• Cargo Manifest

• Invoice for title transfer and securing guarantee. It's can be done by MT103 TT Cash Transfer with guarantee issued by the Refinery invoice to change all the documents under the name of the End Buyer.

3. Buyer checking and confirm documents authenticity with the refinery. After that, the refinery issue the entrustment letter together with shipping company to confirm and notify to buyer the product is available for Buyer.

4. Buyer will make the payment USD200, 000 to the refinery's invoice to securing guarantee product and change title to report for Oil and Gas Energy Ministry in Russia.

5. After received all the documents under the name of Buyer, Buyer will do the process with Buyer's Port Authority. In addition, the Buyer's freight forwarding agency and Seller/Refinery shipping agency together proceed all port formalities and move vessel then discharge product into Buyer Ship via Ship-to-Ship (STS) basis.

6. Buyer will make the transfer 10% of the total product cost to Seller's account before starting pumping the cargoes to Buyer's storage tanks or the to another tanker/vessel and payment slip will be forwarded to Seller.

7. Buyer make the balance ninety percent (90%) payment of the total product cost base of the real quantity after closed the pump valves within 72 hours according to SGS or equivalent report issued and deduct the amount that was paid in advance is USD200,000 plus ten percent (10%) before to the Seller/Refinery.

8. After Seller/Refinery received full amount from the Buyer then the Seller will hand over all title documents to Buyer and transaction is closed.

9. Mandates/ intermediaries receive their commissions according to spot delivery.

Kindly issue your ICPO/LOI upon acceptance of the above transacting terms and procedures.

Please study the procedure to avoid misunderstanding. So let's move forward to finalize this business successful.

Should you have any further questions, please do not hesitate to contact me. I look forward to hearing from you.

Thanks for your help and understanding.

Best Regards.

For and on Behalf Of Overal service Oil and Gas

General Director.

Degesov Dmitriy Vyacheslavovich

Skype: Overal service

Email: serviceoveral@gmail.com

