



ООО "ШАДРИНСКАЯ НЕФТЯНАЯ КОМПАНИЯ"

641882, Область Курганская, Город Шадринск,
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SOFT CORPORATE OFFER (SCO)

We SHADRINSKAYA OIL COMPANY, with legal responsibility under penalty of Perjury hereby Confirm the Availability and Capability to Supply the under list Product for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specifications and pass through the stringent requirements of SGS or Equivalent. Financial Statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiations. Only direct negotiations from end buyers, representative and mandates will be considered.

DESTINATION FOR SPOT: ANY SAFE WORLD PORT (ASWP) INCOTERMS: CIF
INSURANCE: PAID BY SELLER, COVERING 100% OF SHIPMENT VALUE
DISCHARGE PORT FOR FOB RUSSIA: NOVO / VLADIVOSTOK / NAKHODKA / PRIMOSK / KOZMINO
DISCHARGE PORT OF THE WORLD HOUSTON AND ROTHERDAM
INSPECTION: SGS ON SELLER'S COST AT THE LOADING PORT
COMMISSION STRUCTURE: SELLER'S SIDE – 50% BUYER'S SIDE – 50%

PRODUCT: Russian Aviation Kerosene Colonial Grade (54)
ORIGIN: Russian Federation
GRADE: Export Standard Blend
QUANTITY: 1,000,000 BBL SPOT CIF Any Safe World Port with R&E into Yearly CONTRACT
SPOT PRICE: US\$ 40.00 GROSS / US\$36.00 NET per BBL
QUANTITY: 1 Million BBL Trial Shipments & 2 Million BBL x 12 Months
FOB PRICE: US\$ 44.00 GROSS/ US\$ 32.00 NET per BBL

PRODUCT: D2 Diesel Gasoil GOST LO-02-62-305-82
ORIGIN: Russian Federation
GRADE: Export Standard Blend
QUANTITY: 50.000MT SPOT CIF Any Safe World Port with R&E into Yearly Contract
SPOT PRICE: US\$330.00 GROSS / US\$320.00 NET per MT
QUANTITY: 50.000MT Trial Shipment & 100.000 X 12 Months
FOB PRICE: US\$310.00 GROSS / US\$300.00 NET per MT

PRODUCT: Mazut M100 GOST 10585-75 or 99
ORIGIN: Russian Federation
GRADE: Export Standard Blend
QUANTITY: 50.000MT SPOT CIF Any Safe World Port with R&E into Yearly Contract
SPOT PRICE: US\$220.00 GROSS / US\$210.00 NET per MT
QUANTITY: 50.000MT Trial Shipment & 150.000 X 12 Months
FOB PRICE: US\$200.00 GROSS / US\$190.00 NET per MT

PRODUCT: Russian Virgin Fuel Oil (D6)
ORIGIN: Russian Federation
GRADE: Export Standard Blend
QUANTITY: 400,000,000 GAL SPOT CIF Any Safe World Port with R&E into Yearly CONTRACT
SPOT PRICE: US\$ 2.00 GROSS / US\$1.60 NET per GAL
QUANTITY: 400 Million GAL Trial Shipments & 800 Million GAL x 12 Months
FOB PRICE: US\$ _____ GROSS/ US\$ _____ NET per GAL



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1. BUYER ISSUES ICPO MUST BE WITH BUYER COMPANY LETTERHEAD AND BUYER BANKING INFORMATION AND THE PASSPORT OF COMPANY REPRESENTATIVE.
2. SELLER ISSUES CONTRACT COMMERCIAL INVOICE AND ICC WARNING LETTER. BUYER SIGN AND RETURNS BACK TO SELLER
3. SELLER PROVIDES FOLLOWING PPOP DOCUMENTS:
 - 3.1 TANK STORAGE RECEIPT (TSR)
 - 3.2 PIPELINE ENERGY TRANSFER ANALYTICAL REPORT (INJECTION REPORT)
 - 3.3 AUTHORITY TO VERIFY(ATV)
 - 3.4 AUTHORITY TO SELL AND COLLECT (OPTIONAL)
4. BUYER CONTACT THE STORAGE COMPANY IN ROTTERDAM AND OBTAIN TANK TERMINAL CLEARANCE PERMIT TO ENABLE BUYER'S INSPECTION TEAM GAIN ACCESS INTO TANK YARD FOR Q&Q TEST REPORT AT BUYER'S EXPENSE.
5. SELLER ISSUED TO BUYER DIP TEST AUTHORIZATION FOR BUYER TO CONDUCT DIP TEST IN SELLER'S LEASE TANK AT BUYER'S EXPENSE.
6. AFTER THE TEST HAS BEEN CONDUCTED, THE INSPECTION TEAM SHALL SEND Q&Q REPORT DIRECTLY TO THE BUYER'S SECURED EMAIL AND BUYER PROVIDES VESSEL DETAILS/PORT CLEARANCE OR TAKEOVER THE SELLER'S TANK.
7. UPON SIGNING THE TANK TAKEOVER AGREEMENT, THE BUYER SHALL WITHIN 48HRS PAY FOR THE TOTAL COST OF THE PRODUCT VIA MT103/TT WIRE TRANSFER.
8. SELLER CHANGE TITLE HOLDER OF PRODUCTS TO BUYER COMPANY NAME AND ISSUE THE TITLE HOLDER CERTIFICATE TO BUYER COMPANY.

SELLER IS RESPONSIBLE TO PAY ANY AND ALL BENEFICIARY/CONSULTING FEES ASSOCIATED WITH THIS TRANSACTION/CONTRACT TO THE POINT OF LOADING BUYER'S VESSEL/TANKAGE. BUYER RESERVES THE RIGHT TO CHANGE BANKS AS NEEDED, WITH PROPER NOTIFICATION TO SELLER. THIS OFFER EXPIRES WITHIN SEVEN (7) DAYS FROM ISSUE, IF CONTRACT/SPA HAS NOT BEEN FINALIZED BETWEEN PARTIES AND/OR IS NOT IN-PROCESS WITHIN THIS TIMEFRAME; THIS DOCUMENT WILL BE RENDERED NULL AND VOID. BUYER'S FINAL TRANSACTION APPROVAL IS DEPENDENT UPON A POSITIVE OUTCOME OF FINAL CONTRACT/SPA/CI NEGOTIATIONS.

"UPON ACCEPTANCE OF THE ABOVE TERMS FOR TRANSACTING; THE BUYER IS EXPECTED TO INSERT THE REFINERY'S TERMS & TRANSACTION PROCEDURES AS ABOVE EITHER FOR SPOT, FOB OR FOR CIF BASIS IN HIS ICPO FOR SELLER'S IMMEDIATE PROCEEDINGS"

SELLER REPRESENTATIVE



Mr Semovskikh Vitya Olegovich
CEO SHADRINSKAYA OIL COMPANY