

SOFT CORPORATE OFFER

Date: 16/01/2018

Expires: 25/01/2018

We "JSC ACHINSKY REFINERY" hereinafter refers as Oil & gas Refinery company with full legal and corporate responsibility under penalty of perjury, confirmed that we are ready, willing and able to enter into a contract sale and transfer the commodity with the following terms, conditions as specified below.

D2 GAS OIL RUSSIAN GOST 305-82

Quantity: Minimum 10,000 MT Maximum 200,000 MT
CIF PRICE: \$ 350 GROSS / \$ 340

MAZUT 100 GOST-1058575 RUSSIA ORIGINS

Quantity: Minimum 10,000 MT Maximum 300,000 MT
PRICE: 210 GROSS / \$200 Net

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL RUSSIAN ORIGIN

Quantity: Minimum 1,000,000 BBLs, Maximum 2,000,000 BBLs
FOB PRICE: \$47 GROSS / 45\$ Net
COMMISSION: \$2

LIQUIDIFIED NATURAL GAS GOST 5542-87

Quantity: Minimum 50,000 CUB, Maximum 300,000
CUB FOB PRICE: \$350 GROSS / \$340 Net

D6 Virgin oil

Quantity: Minimum, 1,000,000 Gals, Maximum 5,000,000 Gals
FOB PRICE: \$0.78 GROSS / \$ 0.75 Net per Gals

RUSSIAN ORIGIN BLEND CRUDE REBCO

Quantity: Minimum 500,000 MT Maximum 1000,000 Bbls
FOB PRICE: \$45 / \$ \$42
COMMISSION: \$ 2

EN 590 10 PPM DIESEL

Quantity: Minimum 30,000 MT, Maximum 300,000 MT
CIF PRICE: \$320 GROSS / \$310 NET

ORIGINS: *Russian Origin.*

INSPECTION: *SGS or Similar*

LOADING PORT: *CIF KOZMINO, NOVOROSIYSK, RUSSIA PORT)*

PAYMENT: *T/T WIRE TRANSFER, MT103, SBLC MT760, MT 700 DLC*

REFINERY PROCEDURES

1. *Buyer Issue ICPO + COMPANY PROFILE as confirmation and Acceptance terms and conditions for sales and supply*
2. *Seller issues SPA (Draft Contract) and CI (Commercial Invoice) for Buyer to sign and return.*
3. *Seller register and legal the executed contract and send to the buyer along with below PPOP Document;*
 - a) *Copy of Export License*
 - b) *Product Passport and Analysis Report*
 - c) *Refinery commitment to supply*
 - d) *Refinery Statement of Product Availability*
 - e) *Certificate of product origin*
 - f) *Refinery Guarantee Letter*
 - g) *Letter of TRANSNEFT commitment to perform injection*
4. *Seller issue to Buyer NOR (Notice of Readiness) to Commence the Injection of the product to shipping vessel.*
5. *Buyer issue payments instrument (SBLC, BG, M760, DLC MT700) to Seller's Bank covering total product value for the first month shipment. Seller's Bank respond with 2% PB to buyer's bank immediately.*
6. *Upon confirmation of buyer's payment Instrument (SBLC/BG MT760, DLC MT700) Seller shall re-assign the Allocation Ownership to the buyer and sign Charter Party Agreement with the Shipping Company responsible for the transportation of the product to buyer's nominated destination port, and lodge bank to bank the executed SPA & CI along with:*
 - a. **Tank receipt**
 - b. **Bill of lading**
 - c. **SGS report**
 - d. **Vessel Q88 and other shipping documents**
 - e. **Copy of insurance**
 - f. **Certificate of ownership**

7. *Shipment and delivery commences as scheduled.*
8. *Within 2 working days of Vessel arrival, buyer release full payment via MT103 after CIQ or SGS at the destination port.*
9. *Seller releases payment to all intermediaries within 24 hours of payment as mutually agreed in the IMFPA*

DEMYANENKO EGOR ALEXANDROVICH
General Director



ПОДПИСЬ