



ISSUE DATE: 2sec JULY 2025.

VALID TILL: 30th DECEMBER 2025.

TO: BUYER'S MANDATE / POTENTIAL END BUYERS.

SOFT CORPORATE OFFER

WE AS THE REP / MANDATE FOR THE END-SELLER OWNING HIS REFINERY, HEREWITH FULL AUTHORITY / RESPONSIBILITY PROVIDE TO YOU / YOUR COMPANY A SOFT OFFER FOR PETROLEUM PRODUCTS.

PRODUCTS ORIGIN: Russian Federation / Kazakhstan Origin

DELIVERY: CIF, FOB, CI DIP & PAY.

INSPECTION: SGS test report will be conducted at the loading port by SGS

PAYMENT METHOD: DLC MT 700/ 760 /SBLC MT700/760 /BG 700 / 760 /TT, MT103-23

CONDITIONAL

LOADING PORT: Any Russia Safe Port, Rotterdam, Houston.

PERFORMANCE BOND (PB): 2% PB to be issued by Seller's Bank in favor of the Buyer.

SHIPMENT METHOD: Via Pipeline, Tanker Vessel, Bulk, Truck, and Rail Way

DELIVERY PORT: Any Safe World Port of Buyer choice.

COMMODITY LIST, PRICES AND WORKING PROCEDURES:

D2GAS OIL :

Monthly Quantity: 50,000MT-1,000,000MT.

CIF \$380 Gross / \$370 Net.

Price Per MT: FOB \$370 Gross/\$366Net.

Commission: \$5/\$5.

MAZUT M100 :

Monthly Quantity: 50,000MT- 1,000,000MT.

CIF \$440 Gross / \$330 Net.

Price per MT: FOB \$330 Gross/\$320 Net.

Commission: \$5/\$5.

YELLOW SULFUR GRANULES:

Monthly Quantity: 5,000 MT-100,000MT

Price Per MT: CIF \$350 Gross /\$340 Net.

Commission: \$5/\$5.

LIQUEFIED PETROLEUM GAZ. 50% PROPANE & 50%BUTANEMIX:

Monthly Quantity: 20,000 MT-500,000 MT.

Price Per MT: FOB \$330 Gross / \$320 Net.

CIF \$340 Gross / \$330 Net.



Commission: \$5/\$5.

LIQUEFIED NATURAL GAZ:

Monthly Quantity: 20,000MT-500,000MT

Price Per MT: FOB \$330 Gross / \$320 Net.

CIF \$340 Gross / \$330 Net.

Commission: \$5/\$5.

AVIATIONKEROSENE COLONIAL GRADE 54 JET FUEL:

Monthly Quantity: 500,000BBL-10,000,000BBL,

CIF 106Gross/ \$100 Net

Price Per Barrel: FOB \$100 Gross/\$96 Net.

Commission: \$2/\$2.

ESPO:

Monthly Quantity: 500,000BBL- 10,000,000BBL

CIF 104 Gross/ \$100 Net.

Price Per BBL: FOB \$100 Gross/\$97Net.

Commission: \$2/\$2

AUTOMOTIVE GAS OIL (AGO):

Monthly Quantity: 50,000MT-500,000MT

CIF \$380 Gross / \$370 Net.

Price Per MT: FOB \$370 Gross / \$360 Net.

Commission: \$5 / \$5.

JET FUEL A1 91/91:

Monthly Quantity: 500,000BBL-10,000,000BBL

CIF 120 Gross/ \$110 Net

Price Per BBL: FOB \$110 Gross/\$106 Net.

Commission: \$2/\$2.

BITUMEN OF ALL SPECIFICATIONS:

Monthly Quantity: 5,000MT-150,000MT

CIF \$390 Gross / \$380 Net.

Price Per MT: FOB \$380 Gross / \$370 Net.

Commission: \$5/\$5.

PETCOKE OF ALL SPECIFICATIONS:

Monthly Quantity: 5,000MT-150,000MT

Price Per MT: CIF \$250 Gross / \$240 Net.

Commission: \$5/\$5

EN590 10 PPM -50PPM

Monthly Quantity: 10,000MT - 300,000MT,



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CIF Price: \$420 Gross/ \$410 Net.

Price Per MT: FOB Price: \$410 Gross / \$406 Net PER MT.

Commission: \$5/\$5 Per MT.

GASOLINE 95 OCTANES:

Monthly Quantity: 50,000MT-500,000MT

CIF \$390 Gross / \$380 Net.

Price Per MT: FOB \$380 Gross/\$376 Net.

Commission: \$5/\$5.

EXPORT BLEND CRUDE OIL GOST 9965-76:

Monthly Quantity: 500,000BBL- 10,000,000BBL

CIF \$100 Gross /\$90 Net.

Price Per BBL: FOB \$90 Gross/\$96 Net.

Commission: \$2/\$2.

DI-AMMONIUM PHOSPHATE (DAP) :

Monthly Quantity: 5,000 MT-100,000MT

Price Per MT:

CIF \$375 Gross /\$365 Net.

Commission: \$5/\$5.

UREA GRANULAR AND PRILLED :

Monthly Quantity: 5,000 MT-100,000MT

Price Per MT: CIF \$380 Gross /\$370 Net.

Commission: \$5/\$5.

DIESEL D6 VIRGIN LOW POUR FUEL OIL :

MIN: Quantity: 25,000,000 Gallon.

Max: Quantity : 50.000.000 Gallon Per Week,

FOB Price: \$4.66 Gross/\$4.62 Net Per Gallon,

CIF Price: \$4.62 Gross/\$4.58 Net.

Commission: 0.2 Seller Side/0.2 Buyer Side.

LIGHT CRUDE OIL:

Monthly Quantity: 10,000MT - 300,000MT,

Price Per MT: FOB \$390 Gross /\$380 Net.

CIF \$400 Gross / \$390 Net.

Commission: \$5/\$5 Per MT.

Virgin Fuel Oil D6

PRICE CIF ASWP: GROSS \$ 4.54/NET \$ 4.50

PRICE FOB : GROSS \$ 4.50/ NET \$ 4.46

QUANTITY : Min 50,000,000 GLLN / Max 500,000,000 GLLN

Commission : US \$ 0 2/ US \$ 0.2



(HEAVY FUEL OIL (HFO))

PRICE CIF ASWP: GROSS \$ 390.00/NET \$ 380.00

PRICE FOB ASWP GROSS \$380.00/NET \$376.00

QUANTITY : Min 50,000 MT / Max 500,000 MT

Commission : US \$5/ US \$5

Base Oil SN 150

PRICE CIF ASWP: GROSS \$ 420.00/NET \$ 410.00 PER MT

PRICE FOB : GROSS \$ 410.00/ NET \$ 400.00 PER MT

QUANTITY : Min 50,000 MT / Max 500,000 MT

Commission : US \$5/ US \$5

FOB ROTTERDAM AND HOUSTON (DIP/PAY) TRANSACTION PROCEDURE:

1. Buyer issues ICPO, and company registration certificate and data page of buyer's Passport or any I.D.
2. Seller issue Commercial Invoice (CI) & Warning Letter, buyer's signs and returns to seller with his TSA.
Seller will complete verification on the TANK FARM of the buyer before making their three (3) days tank lease payment.
3. Seller leases and pays the buyer's tank for 3 days for the Injection Process. Buyer pays his Tank Farm Company for his two (2) days' tank storage costs, (totaling a five (5) day TSR) after his Tank Farm Company has received the payment from Seller Company three (3) days cost.
4. Seller issues Unconditional DTA and SGS report.
5. Buyer conducts Dip test on the product and makes the payment for the total value of product injected into the tanks through the means of MT103- TT.
6. Seller pays all intermediaries involved in the transaction and subsequently monthly shipment continues as per terms and conditions of the sales and purchase agreement contract between buyer and seller.

FOB ROTTERDAM/HOUTON PORT TRANSACTION PROCEDURE

- 1 The Buyer sends ICPO on receipt and acceptance of the Seller's SCO Offer alongside with the
- 2 The Seller Issues Commercial Invoice (C I) for the Buyer's endorsement, alongside with passport Product (Quality Certificate).
- 3 The Buyer signs and returns the C I to Seller
- 4 The Seller issues the ATV to the Buyer.
- 5 The Buyer contacts the Seller Tank Administrator to execute the Quality & Quantity, and to register in the Tank Farm Terminal prior to the Inspection.
- 6 Upon the Successful Dip Test Inspection in the Sellers Tank, UDTA, ATSC the Buyer Submits NOR from his Shipping Company and Seller Injects the product into the Buyer Vessel.
- 7 The Seller releases the Complete POP Documents to the Buyer, including the following documents: • Resource Confirmation Letter (issued by the End-Refinery).
- 8 The Buyer issues 100% payment for the total product by MT103/TT Wire Transfer to the Seller.



9 The Seller transfers the product title with the complete POP Documents to the Buyer and pays the Commission to his Seller Side Intermediaries as

per Master Fee Agreement and Buyer pays also directly his Buyer's Side intermediaries

10 The Seller issues annual (12 months) delivery contract for review and acceptance.

CIF TRANSACTION PROCEDURE (ALLOCATION PROCUREMENT)

1. Buyer issue ICPO with letter of acceptance to seller upon receipt of soft corporate offer
And produce letter of acceptance payment on allocation of ministry Energy.

2. Seller issue sales purchase agreement, (SPA) and open for amendment, Buyer signs and return
Back the signed SPA to seller with the official acceptance letter for the payment of allocation
procurement fee.

3. The seller issue payment invoice under fiduciary company for the allocation procurement
With letter of authorization to buyer remitting the payment under fiduciary account
(BANKING PURPOSE). Upon executed by the buyer and confirmation of the payment the seller
Issue the following PPOP documents.

Seller issue letter of authorization to buyer remitting the payment under fiduciary account
(BANKING PUPOSE).

Seller issue letter of commitment of delivery and guarantee of the products to buyer

A. Seller irrevocable commitment to supply

B. Statement of available of product

C. Certificate of origin

D. Commercial invoice for the first value shipment

4. Buyer review draft agreement and then returns to seller sign in word format and PDF format,
Seller

Acknowledged and submit the contract to the ministry of Energy for legalization on seller's
expenses.

5. Upon the confirmation of the listed partial PPOP, Buyer bank issue irrevocable, Non-operative,
Non-Transferable, Indivisible letter of credit (SBLC) according to seller's fiduciary bank verbiage
to seller

Nominated fiduciary offshore bank account for first month shipment. Should buyer fails to issue
payment

Instrument within 7 working banking days buyer will make cash deposit of \$310,000 USD by TT
wire transfer

For security guarantee to enable seller charter vessel and commence shipment, and this payment
will be

Deducted from the total cost of the product after inspection at discharge port, or legal action will be
Taken against buyer for default.

6. Seller is not allowed delivering TTO cargo for the first shipment. TTO cargo only able to offer to
buyer

After completing first trial shipment with concern of buyer before seller committing any TTO
shipment.



7. Seller's bank replied with 2% PB to active the letter of credit issued by buyer bank. Seller's bank Issue full POP documents to the buyer's bank alongside with 2% performance bond (PB2%).

- a) Copy of license to export, issued by the department of the ministry of Energy.
- b) Copy of approval to export, issued by the ministry of justice.
- c) Copy of statement of availability of the product.
- d) Copy of the refinery commitment to produce the product.
- e) Copy of transnet contract to transport the product to loading port.
- f) Copy of the port storage agreement.
- g) Copy of the charter party agreement to transport the product to discharge port.
- h) Copy of vessel questionnaire 88.
- i) Copy of bill of loading.
- j) SGS report at loading port.
- k) Dip test authorization (DTA) & ATB.
- l) NOR/ETA.
- m) Certificate of ownership transfer.
- n) Allocation transaction passport code certificate (ATPCC) by ministry of Energy.

8. Shipment commence as per signed contract delivery schedule and the shipment should arrive at buyer's discharge

Port within 5-24 days. The SGS inspection will be borne by the seller at loading seaport and buyer At the unloading seaport before loading the cargo into vessel.

9. Buyer's bank upon arrival of the cargo at the discharge port, payment will be made for the product by the buyer

Via MT103 within 48 banking hours, after (Q & Q OR CIQ) Report inspection at discharge port.

TRANSACTION PROCEDURES FOR CIF DELIVERY

1. Buyer Company issues Irrevocable Corporate Purchase Order (ICPO) on its official company letterhead to the seller.
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 registers and legalizes contract officially with the appropriate authorities to facilitate booking of allocation and securing a legitimate approval for the Transfer of Ownership Title/Allocation to buyer's Company name at seller's expense.
4. Seller Company sends 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.



5. 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 and Buyer makes payment for the Chartered Freight Cost with the appointed shipping company for the transportation of the product to the buyer's designated discharge port.

Note: Fee made by buyer will be deducted when making payment for the total cost of the product at the discharge port after a successful

CIQ/SGS test at the discharge port.

6. 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.

Product Analysis Report.

Certificate of Origin.

Bill of Lading

Tank Receipt.

Vessel Q88.

SGS Report.

Certificate of Product.

7. Buyer's bank sends the Irrevocable Documentary Letter of Credit (IRDL) non-operative issued by the buyer's bank to seller's bank for the face value of the first whole month shipment.

8. 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.

9. Seller's bank will confirm to seller and to buyer that the irrevocable documentary letter of credit has been accepted and the shipping commences as scheduled in the contract for the CIF delivery.

10. 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.

11. Seller releases the commission of the intermediaries immediate.

TANK TO VESSEL REFINERY SELLING PROCEDURES FOB NINGBO/FUJIAIRAH AND JURONG

1. BUYER ISSUES ICPO CONTAINING THE SELLER'S WORKING PROCEDURE WITH BANKING DETAILS AND SCANNED COPY OF PASSPORT.

2. SELLER ISSUES COMMERCIAL INVOICE OF THE PRODUCT AT THE PORT; BUYER SIGN AND RETURN BACK THE COMMERCIAL INVOICE TO SELLER.

3. SELLER ISSUED THE BELLOW PARTIAL POP DOCUMENTS:

A. COPY COMMITMENT TO SUPPLY

B. COPY STATEMENT OF AVAILABILITY OF PRODUCT



- C. AUTHORIZATION TO VERIFY THE PRODUCT IN THE SELLER'S TANK (ATV)
D. COPY AUTHORITY TO SELL AND COLLECT (ATSC)

4. THE BUYER EXTEND THE SELLER TANK FOR 2 DAYS TO ENABLE DIP TEST CONDUCT IN THE SELLER TANK BEFORE INJECTING ON THE BUYER VESSEL.

5 AFTER EXTENDING THE SELLER TANK, SELLER ISSUE TO BUYER PPOP LISTED BELOW:

- A. GPS COORDINATE-TANK STORAGE RECEIPT (TSR) WITH SCANNED BARCODE,
B. INJECTION REPORT.
C. DIP TEST AUTHORIZATION LETTER (DTA)
D. FRESH SGS REPORT.
E. AUTHORIZATION TO VERIFY THE PRODUCT IN THE SELLER'S TANK (ATV).
6. BUYER INSPECT BY SGS ON BUYER'S EXPENSES AND SENDS TSR.

7. SELLER ISSUES THE FOLLOWING DOCUMENT TO ALL INTERMEDIARIES INVOLVE IN THE TRANSACTION AND TO BUYER ENDORSED NCNDA/IMFPA.

8. UPON SUCCESSFUL DIP TEST IN SELLER TANKS, PRODUCT WILL IMMEDIATELY BE INJECTED INTO BUYER'S VESSEL, BUYER MAKES PAYMENT FOR THE PRODUCT VIA MT103 AND SELLER TRANSFERS' TITLE OWNERSHIP TO BUYER. IF THE ABOVE NEGOTIATION TERMS AND WORKING PROCEDURES ARE ACCEPTABLE BY YOUR COMPANY KINDLY ISSUE AN ICPO INSERTING THE ABOVE WORKING PROCEDURES IN ORDER FOR AN ACCEPTED BUYER.

(TTO PROCEDURE)
NON-NEGOTIABLE TANK TAKE OVER

1. BUYER ISSUES OFFICIAL ICPO
2. SELLER ISSUES MOU
3. BOTH PARTIES SIGN MOU, COMMERCIAL INVOICE, AND MARKET RIGHTS PROTECTION AGREEMENT.
4. UPON THE RECEIPT OF THE COUNTERSIGNED MOU FROM THE BUYER, THE SELLER EMAILS TO THE BUYER THE LISTED DOCUMENTS
 - A) PRODUCT PASSPORT (QUANTITY AND QUALITY DIP TEST ANALYSIS REPORT)
 - B) VESSEL QUESTIONNAIRE 88
 - C) CARGO MANIFEST
 - D) E.T.A (ESTIMATED TIME OF ARRIVAL) OF VESSEL
 - E) VESSEL (N.O.R) NOTICE OF READINESS
 - F) INVOICE FOR 5% PAYMENT
5. BUYER CONDUCTS DUE DILIGENCE ON THE AVAILABILITY OF THE PRODUCT INSIDE THE VESSEL AND MAKES PAYMENT OF 5% OF THE MASTER INVOICE VALUE TO THE SELLER FIDUCIARY ACCOUNT VIA MT103 T/T WIRE TRANSFER WITHIN 48 HOURS FOR THE CHANGE OF THE CONSIGNMENT RIGHTS AND TRANSFER OF TITLE OF OWNERSHIP TO BUYER'S NAME.



6. UPON SELLER RECEIPT OF THE PAYMENT OF 5%, SELLER SHALL TRANSFER PRODUCT TITLE TO BUYER'S COMPANY NAME, REISSUES ALL OTHER OUTSTANDING DOCUMENTS TO THE BUYER'S NAME, AND SEND VIA SWIFT FROM SELLER'S BANK TO THE BUYER'S BANK FULL PROOF OF PRODUCT.

7. BUYER CONTACT THE SHIPPING COMPANY TO RE-DIRECT THE ROUTE OF THE VESSEL TANKER TO THE BUYER'S DESTINATION PORT. UPON THE ARRIVAL OF THE VESSEL AT THE BUYER'S DISCHARGE PORT, SELLER IS-SUES AN AUTHORIZATION FOR THE BUYER'S REPRESENTATIVES AND INSPECTION TEAM TO BOARD THE VESSEL AND CONDUCT Q&Q INSPECTION.

8. UPON THE SUCCESSFUL INSPECTION, THE BUYER MAKES THE PAYMENT FOR THE PRODUCT VIA TT WIRE OR MT103 TO THE SELLER AND TAKES OVER THE VESSEL TANKER.

9. SELLER AND BUYER SIGNS CONTRACT FOR 12 MONTHS SHIPMENT.

10. BUYER ISSUES THEIR BANK GUARANTEE SBLC MT760/DLC MT700 TO THE SELLER'S BANK TO GUARANTEE THE MONTHLY SHIPMENTS, SELLER ISSUES A 2% PERFORMANCE BOND WITHIN 3 DAYS FOR THE MONTHLY CONTRACT SHIPMENTS.

11. MONTHLY SHIPMENT COMMENCES TO THE BUYER'S DISCHARGE PORT AS STIPULATED IN THE CONTRACT

TANK TO VESSEL REFINERY SELLING PROCEDURES FOB ROTTERDAM/HOUSTON

1. BUYER ISSUE ICPO CONTAINING THE SELLER'S WORKING PROCEDURE WITH BANKING DETAILS AND SCANNED COPY OF PASSPORT.

2. SELLER ISSUE COMMERCIAL INVOICE OF THE PRODUCT AT THE PORT; BUYER SIGN AND RETURN BACK THE COMMERCIAL INVOICE TO SELLER.

3. SELLER ISSUED THE BELLOW PARTIAL POP DOCUMENTS:

- A. COPY COMMITMENT TO SUPPLY
- B. COPY STATEMENT OF AVAILABILITY OF PRODUCT
- C. AUTHORIZATION TO VERIFY THE PRODUCT IN THE SELLER'S TANK (ATV)
- D. COPY AUTHORITY TO SELL AND COLLECT (ATSC)

4. THE BUYER EXTEND SELLER TANK FOR 2 DAYS TO ENABLE DIP TEXT CONDUCT IN THE SELLER TANK BEFORE INJECTING ON THE BUYER VESSEL.

5 AFTER EXTENDING THE SELLER TANK, SELLER ISSUE TO BUYER PPOP LISTED BELOW:

- A. GPS COORDINATE-TANK STORAGE RECEIPT (TSR) WITH SCANNED BARCODE,
- B. INJECTION REPORT.
- C. DIP TEST AUTHORIZATION LETTER (DTA)
- D. FRESH SGS REPORT.
- E. AUTHORIZATION TO VERIFY THE PRODUCT IN THE SELLER'S TANK (ATV).



6. BUYER INSPECT BY SGS ON BUYER'S EXPENSES AND SENDS TSR.

7. SELLER ISSUES THE FOLLOWING DOCUMENT TO ALL INTERMEDIARIES INVOLVE IN THE TRANSACTION AND TO BUYER ENDORSED NCNDA/IMFPA.

8. UPON SUCCESSFUL DIP TEST IN SELLER TANKS, PRODUCT WILL IMMEDIATELY BE INJECTED INTO BUYER'S VESSEL, BUYER MAKES PAYMENT FOR THE PRODUCT VIA MT103 AND SELLER TRANSFERS' TITLE OWNERSHIP TO BUYER. IF THE ABOVE NEGOTIATION TERMS AND WORKING PROCEDURES ARE ACCEPTABLE BY YOUR COMPANY KINDLY ISSUE AN ICPO INSERTING THE ABOVE WORKING PROCEDURES IN ORDER FOR AN ACCEPT BUYER.

TRANSACTION PROCEDURES ON CIF

1. Buyer Company issues Irrevocable Corporate Purchase Order (ICPO) on its official company letterhead to the seller.

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 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.
- ☐ Statement of Product Availability.
- ☐ Product Quality Passport
- ☐ Refinery Commitment to Produce / Supply.
- ☐ Export License

4. On confirmation of the receipt of the partial POP, buyer must within five (8) banking days issue the Bank Guarantee in the form of (SBLC/MT760). Failure to issue the said bank guarantee within the stipulated days. Buyer issues a Performance security financial deposit of \$320,000.00USD (Three Hundred and Twenty Thousand United State Dollars). This is to enable the seller secure the service of the Vessel for the transportation of the product to buyer's destination port.

Note: This payment serves as a guarantee as well as buyer's commitment to this transaction. Whatever fee paid by the buyer to secure the service of this Vessel will be reimbursed when buyer is making payment for the total cost of the product at the discharge port.

5. 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.
- ☐ Product Analysis Report.



- ☐ Certificate of Origin.
- ☐ Bill of Lading
- ☐ Vessel Q88.
- ☐ Certificate of Product.

6. 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.

7. 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.

8. Seller's bank will confirm to seller and to buyer that the irrevocable documentary letter of credit been accepted and the shipping commences as scheduled in the contract for the CIF delivery.

APPENDIX SPOT FOB BANKING & PAYMENT PROCEDURE:
FOB CHINA, SINGAPORE, FUJAIH, ROTTERDAM, HOUSTON

1. Buyer issues icpo containing the seller's working procedure with banking details and scanned copy of passport.
 2. Seller issues commercial invoice of the product at the port; buyer sign and return back the commercial invoice to seller.
 3. Seller issued the bellow partial pop documents:
 - A. Copy commitment to supply
 - B. Copy statement of availability of product
 - C. Authorization to verify the product in the seller's tank (atv).
 - D. Copy authority to sell and collect (atsc).
 4. The buyer extend the seller tank for 2 days to enable dip test conduct in the seller tank before injecting on the buyer vessel / buyer's tank.
 5. After extending the seller tank, seller issue to buyer ppop listed below:
 - A. Gps coordinate-tank storage receipt (tsr) with scanned barcode,
 - B. Injection report.
 - C. Dip test authorization letter (dta)
 - D. Fresh sgs report.
 - E. Authorization to verify the product in the seller's tank (atv).
 6. Buyer inspect by sgs on buyer's expenses and sends tsr.
 7. Seller issues the following document to all intermediaries involve in the transaction and to buyer endorsed ncnda/imfpa.
 8. Upon successful dip test in seller tanks, product will immediately be injected into buyer's vessel, buyer makes payment for the product via mt103 and seller transfers' title ownership to buyer. If the above negotiation terms and working procedures are acceptable by your company kindly issue an icpo inserting the above working procedures in order for an accepted buyer.
- REFINERY TANK TO TANK (TTT) FOB



TANK TO TANK PROCEDURE

1. Buyer issues ICPO and the Company Registration Certificate, Company Profile and I.D.
2. Seller issue Draft Commercial Invoice along with ICC Letter, Buyer signs and returns to Seller with his Tank Storage Agreement.
3. Buyer lease and pays the his tank for 3 days for the Injection Process, Seller do pay buyer Tank Farm Company for 2 days after his Tank Farm Company has received the payment from Seller Company.
4. Seller provides buyer with FULL POP Documents:
 - A. Fresh SGS Report
 - B. Dip Test Authorization- Unconditional
 - C. Injection Report
 - D. Tank Storage Agreement
 - E. Tank Storage Receipt
 - F. Tank Farm Bar-code Information
 - G. Letter of Commitment to Supply
 - H. Passport of the Product (Q&Q)
 - I. Certificate of Origin Report
 - J. Registration Certificate
 - K. Confirming Warrant
 - L. Authority to Sell & Collect (ATSC)
5. Buyer conducts Dip Test, Q&Q via SGS and after Dip-Test buyer issues TSR or extends seller's Tank or issue his Vessel Q88. Buyer makes payment in Full as per MT103 wire transfer / TT according to the Commercial Invoice Buyer lift the product.
6. Seller transfers the title of owner ship as per Buyer's instruction. Buyer lifts the product.
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.
8. Upon Successful Dip Test In Seller Tanks, Product Will Immediately Be Injected Into Buyer's Vessel, Buyer Makes Payment For The Product Via Mt103 And Seller Transfers' Title Ownership To Buyer. If The Above Negotiation Terms And Working Procedures Are Acceptable By Your Company Kindly Issue 9An ICPO Inserting The Above Working Procedures In Order For An Accepted Buyer.

FOB CHINA TANK-TO-VESSEL (TTV) STANDARD PROCEDURES:

1. Buyer issues ICPO containing the Seller's working procedure with Banking Details and Scanned Copy of Passport and Company Certificate.
2. Seller issues Commercial Invoice (CI) for the product at the port. Buyer signs and returns the Commercial Invoice to Seller.
3. Seller issues the below copies of Partial Proof of Product (PPOP) Documents:
 - a) Letter of Commitment to Supply.
 - b) Statement of Availability of Product.
 - c) Authority to Verify (ATV) via Email or Phone Call.
 - d) Authority to Sell and Collect (ATSC).
4. The Buyer pays the tank operator directly to extend the Seller's tank for 2 days to enable SGS to conduct Dip Test in the Seller's Tank before injecting into the Buyer's vessel.
5. After extending the Seller's Tank, Seller issues to Buyer copies of Proof of Product (POP) Documents Listed below:
 - a) GPS Coordinate-Tank Storage Receipt (TSR) with Scanned Barcode.
 - b) Injection Report.
 - c) Dip Test Authorization Letter (DTA).
 - d) Fresh SGS (Dip Test) Report.
 - e) Export License.
6. Buyer inspects by SGS on Buyer's expenses and sends Charter Party Agreement (CPA) to



Seller.

7. Seller issues NCNDA to Buyer and all Intermediaries involved in the Transaction as well as IMFPA to the Intermediaries.

8. Upon successful Dip Test in Seller's Tank, injection of the Product into Buyer's Vessel proceeds. Simultaneously, Buyer makes Payment for the Product via TT/MT103 and Seller Transfers Title Ownership to Buyer upon receipt of full payment.

9. Seller pays all Intermediaries involved in the Transaction within three banking days according to the IMFPA.

10. Seller issues and Buyer Signs back Sale and Purchase Agreement (SPA) for subsequent deliveries for the year (and Beyond).

FOB ROTTERDAM / HOUSTON AND FUJAIRAH DIP AND PAY TRANSACTION PROCEDURE :

1. Buyer issues ICPO, and company registration certificate and data page of buyer's valid identity card
2. Seller issues commercial invoice (ci) for the available quantity in storage tank in port along with the allocation of where the product is stored, along with the following documents:

- (a) authorization to sell and collect.
- (c) copy of statement of product availability in the tank in port.
- (d) product passport
- (e) commitment to supply
- (h) certificate of origin
- (g) sellers issue a payment invoice to the buyer
- (h) upon receipt of the above document.

3. Buyer make payment of the sum of \$150,000 to secure the allocation to enable seller to issue the ownership certificate on buyer company name, upon confirmation of the payment by the seller, buyer contact the seller shipping agent in china to make arrangement for the transportation of the product to buyers' destination

4. Seller proceed with injection & issues to the buyer the following documents before injection.

- (a) three days (3) unconditional dip test authorization (DTA)
- (b) fresh SGS report inspected in tank in tanks
- (c) authorization for physical verification of the product (ATV)
- (d) injection report shore tank
- (e) title transfer certificate
- (f) passport code certificate of energy distribution transaction (ATPCC)
- (g) notarized & endorsed NCNDA/IMFPA by the seller & their bank.
- (h) inspection and quarantine (CIQ) analysis test report.
- (i) copy of ship questionnaire 88
- (j) immersion test and authorization (DTB)

5. Buyer upon physical verification of the product & PPOP confirmation order SGS to conduct dip test in the seller's tank at buyer's expense and issue SGS certificates and CIQ of Q&Q in the buyer's name.

6. Seller commences immediately the injection into buyer's tank and issues the title of ownership certificate to be followed by all export documentation

7. Buyer makes payment by MT103/TT wire transfer for the total product & lifts the product. Seller pays all intermediaries involved in the transaction and subsequently monthly shipment continues as per terms and conditions of the commercial invoice and extension of transaction by issuing 12 months' contract to buyer for proceeding.



ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ КОМПАНИЯ "ФИНК ОЙЛ"

Адрес: 117261, Г МОСКВА, УЛ ВАВИЛОВА, Д 70, КОРП 3, КОМН ПРАВЛЕНИЯ

Тел: +7 926 801-3342, Skype: ZVEREV.SEMEN

Email: zverevsemenrostislavovich@mail.ru



ZVEREV SEMEN ROSTISLAVOVICH
GeneralDirector

ОКАТО: 45293558000
ОКПО: 46813085

Адрес 117261, Г МОСКВА, УЛ ВАВИЛОВА, Д 70, КОРП 3, КОМН ПРАВЛЕНИЯ

Тел: +7 926 801-3342

E-Mail: zverevsemenrostislavovich@mail.ru