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SOFT CORPORATE OFFER

We legal responsibility under penalty of perjury hereby confirm the Availability and Capability to Supply the under list products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specification and pass through the stringent requirement 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 buyer's representative and mandates will be considered

PRODUCTS AND PRICES

ULTRA-LOW SULPHUR DIESEL (EN590)

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH**MAXIMUM QUANTITY:** 500,000 METRIC TONS PER MONTH**CIF PRICE:** \$450.00USD GROSS / \$440.00 USD NET**FOB PRICE:** \$420.00USD GROSS/410.00 USD NET**COMMISSION:** SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT.

AVIATION KEROSENE COLONIAL (GRADE A1) JET FUEL

MINIMUM QUANTITY: 2,000,000 BARRELS PER MONTH**MAXIMUM QUANTITY:** 5,000,000 BARRELS PER MONTH**FOB PRICE:** \$79.00 USD GROSS / \$77.00 USD NET**COMMISSION:** SELLER SIDE \$2.00USD BUYER SIDE \$2.00USD PER BBL.

AVIATION KEROSENE COLONIAL (GRADE 54) JET FUEL

MINIMUM QUANTITY: 2,000,000 BARRELS PER MONTH**MAXIMUM QUANTITY:** 5,000,000 BARRELS PER MONTH**FOB PRICE:** \$85.00USD GROSS / \$80.00 USD NET**COMMISSION:** SELLER SIDE \$2.00USD BUYER SIDE \$2.00USD PER BBL.

D6 VIRGIN FUEL OIL

MINIMUM QUANTITY: 100.000.000 GALLONS PER MONTH**MAXIMUM QUANTITY:** 800.000.000 GALLONS PER MONTH**FOB PRICE:** \$0.78 USD GROSS / \$0.73 USD NET**COMMISSION:** SELLER SIDE \$0.025USD BUYER SIDE \$0.025USD PER GL.



LIQUIDIFIED NATURAL GAS (LNG)

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH

MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH

CIF PRICE: \$360.00 USD GROSS / \$ 350.00 USD NET

COMMISSION: SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT

BITUMEN GRADES: 40/50, 60/70 & 80/100

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH

MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH

CIF PRICE: GROSS \$290.00 USD GROSS / \$280.00 USD NET

COMMISSION: SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT

UREA 46% PRILLED & GRANULAR

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH

MAXIMUM QUANTITY: 500,000 METRIC TONS MONTH

FOB PRICE: USD 390/MT GROSS USD 370/MT NET

CIF PRICE: \$280.00USD GROSS / \$270.00USD NET

COMMISSION: SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT

DIESEL GAS D2 OIL GOST 305-82

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH

MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH

FOB PRICE: USD 400/MT GROSS USD 390/MT NET

CIF PRICE: \$380.00USD GROSS / \$370.00 USD NET

COMMISSION: SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT

EASTERN SIBERIA-PACIFIC OCEAN OIL (ESPO)

MINIMUM QUANTITY: 1,000,000 PER BARREL PER MONTH

MAXIMUM QUANTITY: 5,000,000 PER BARREL PER MONTH

FOB PRICE: \$76.00USD GROSS / \$74.00USD NET

COMMISSION: SELLER SIDE \$1.00USD BUYER SIDE \$1.00USD PER BBL.

MAZUT

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH

MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH

FOB PRICE: \$ 410 USD GROSS \$ 400USD NET

CIF PRICE: \$370.00USD GROSS / \$350.00 USD NET



COMMISSION: SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT.

LIQUIDIFIED PETROLEUM GAS. (LPG)

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH**MAXIMUM QUANTITY:** 500,000 METRIC TONS PER MONTH**FOB PRICE:** USD 450/MT GROSS USD 430/MT NET**CIF PRICE:** \$350.00USD GROSS / \$340.00 USD NET**COMMISSION:** SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT.

GASOLINE RON 91

MINIMUM QUANTITY: 100,000 METRIC TONS PER MONTH**MAXIMUM QUANTITY:** 500,000 METRIC TONS PER MONTH**FOB PRICE:** USD 420/MT GROSS USD 400/MT NET**CIF PRICE:** \$390.00 USD GROSS / \$380.00 USD NET**COMMISSION:** SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT.

AUTOMATIVE GAS OIL (AGO)

MINIMUM QUANTITY: 100,000 METRIC TONS PER MONTH**MAXIMUM QUANTITY:** 500,000 METRIC TONS PER MONTH**FOB PRICE:** USD 390/MT GROSS USD 370/MT NET**CIF PRICE:** \$350.00 USD GROSS / \$340.00 USD NET**COMMISSION:** SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT.

LIGHT CYCLE OIL (LCO)

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH**MAXIMUM QUANTITY:** 500,000 METRIC TONS PER MONTH**FOB PRICE:** USD 400/MT GROSS USD 390/MT NET**CIF PRICE:** \$380.00USD GROSS / \$370.00 USD NET**COMMISSION:** SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT.

BASE OIL SN 150

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH**MAXIMUM QUANTITY:** 500,000 METRIC TONS PER MONTH**FOB PRICE:** USD 420/MT GROSS USD 400/MT NET**CIF PRICE:** \$390.00USD GROSS / \$370.00 USD NET**COMMISSION:** SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT.

BASE OIL SN 500

**MINIMUM QUANTITY:** 50,000 METRIC TONS PER MONTH**MAXIMUM QUANTITY:** 500,000 METRIC TONS PER MONTH**FOB PRICE:** USD 390/MT GROSS USD 370/MT NET**CIF PRICE:** \$370.00USD GROSS / \$350.00 USD NET**COMMISSION:** SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT.

DI-AMONIUM PHOSPHATE (DAP)

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH**MAXIMUM QUANTITY:** 500,000 METRIC TONS PER MONTH**FOB PRICE:** USD 350/MT GROSS USD 330/MT NET**CIF PRICE:** \$280.00USD GROSS / \$270.00 USD NET**COMMISSION:** SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT.

PETROLEUM COKE (PETCKE)

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH**MAXIMUM QUANTITY:** 500,000 METRIC TONS PER MONTH**FOB PRICE:** USD 200/MT GROSS USD 190/MT NET**CIF PRICE:** \$170.00USD GROSS / \$160.00 USD NET**COMMISSION:** SELLER SIDE \$5.00USD BUYER SIDE \$5.00USD PER MT.

REFINERY FOB ROTTERDAM, FUJAIH, JURONG & HOUSTON PROCEDURE

1. Buyer issues ICPO & Tank storage agreement TSA
2. Seller issue commercial invoice C.I. to the buyer, buyer sign and return commercial invoice
3. Seller lodge the finalized Commercial Invoice with the bank and seller proceeds to verify and pay two (2) days buyer tank:
storage as a commitment to supply and upon confirmation of seller payment by buyer tank operator
buyer immediately pay
additional 3 days to obtain the total of 5 days tank storage receipt needed for the transaction issued in
buyer name
4. Seller inject the product into buyer tanks and provide buyer with the below POP documents
 - a. 48 hours fresh SGS report (Analysis report Q& Q of the product)
 - b. Injection Report c. DTA (Dip Test Authorization)
 - c. Certificate of Origin
 - d. ATSC (Authorization to Sell and Collect)
 - e. Statement of Availability of Product
 - f. ATV (Authorization to Verify)
5. NCNDA/IMFPA will be signed by all intermediaries involved with seller bank endorsement.
6. After confirmation of the above POP documents and product in tanks, buyer make payment for total
cost of product value via
MT103 and seller transfer to buyer the product title and one (1) year contract.
7. Seller pays all intermediaries involved in the transaction according to the signed NCNDA/IMFPA



**REFINERY TANK TO VESSEL FOB ROTTERDAM, FUJAIRAH, JURONG & HOUSTON PROCEDURE**

1. Buyer sends a Corporate Profile, along with a full ICPO, a current and valid (CPA) and buyer passport data page, Seller verifies and approves Buyer's CPA.
2. The seller issues a Commercial Invoice of the product in the seller's tanks at the port to the buyer. The buyer reviews, signs and returns the commercial invoice to the seller.
3. Seller submits a 48-hour old copy of fresh SGS Report to buyer logistic Company in that particular FOB port for verification of the SGS report with SGS in that port.
4. Upon confirmation of SGS Report by Buyer's Logistic Company in the port, buyer immediately provides an ATI (Authorization To Inject) from their Logistics company to seller. Seller injects product into buyer's vessel and issues following POP documents to the buyer:
 - * Q&Q analysis report done by Indigenous Lab at the port of Origin.
 - * Full Injection report
 - * ATV / UDTA
 - * Copy of product Certificate of Origin
 - * Copy of product Export License to port.
 - * Allocation transfer Certificate.
 - * Authority to sell and collect (ATSC).
5. Buyer conducts Dip test on the product at the buyer's cost for reconfirmation.
6. Upon confirmation of the SGS test by the buyer for quantity and quality, the buyer makes 100% payment via MT103 for the total value of the injected product into the buyer's vessel.
7. Seller pays all intermediaries involved via NCNDA/IMPFA and subsequently, monthly shipments continue as per terms and conditions of the sales and purchase agreement contract between the buyer and seller

REFINERY TANK TO TANK FOB ROTTERDAM, FUJAIRAH, JURONG & HOUSTON PROCEDURE

1. The buyer sends a company profile along with buyer passport and issued ICPO the TSA, Seller verify and approved TSA
- 2 Seller issue CI of the products in seller tank at the port, buyer sign and return CI with an acceptance letter and TSR of One day or more to known that buyer already buyer tank to lift the product
3. Upon received and confirmation of buyer TSR with acceptance letter of proceeding without delay in the transaction, Seller sends the copy of SGS report (not older than 48 hours) strictly to the buyer company only without any third party only to verified the SGS





4. Upon confirmation of a successful verification of the SGS report by the buyer, buyer proceed to rent his tank for the period of days that will be enough for injection of the product into buyer tank

5. Seller issue the following POP document to the buyer for buyer conducts dip test on the products at his own expenses.

Authorization to verify physically the products in the seller tank

TSR

UDTA

Product Passport

Injection Reports

Fresh SGS Report

Certificate of origin

Export license

Allocation Certificate

A TSC

6. Seller inject the product into buyer leased storage tank Following the completion of the dip test, then buyer make 100%

payment by MT103 TT wire transfer for the total products

7. After payment seller returns the title deeds to buyer and seller pays all the intermediaries

Commission on the seller side

with the buyer side

REFINERY WORKING PROCEDURES (CIF)

1. THE BUYER ISSUES OFFICIAL ICPO WITH BANKING DETAILS AND COMPANY REGISTRATION CERTIFICATE.

2. THE SELLER ISSUES DRAFT SALES AND PURCHASE AGREEMENT TO BUYER. THE BUYER RETURNS SIGNED CONTRACT TO SELLER WITH GUARANTEED LETTER AND PROOF OF FUNDS TO FULFIL THE CONTRACTUAL AGREEMENT.

3. THE SELLER ISSUES THE BELOW PARTIAL POP DOCUMENTS.

* REFINERY COMMITMENT TO SUPPLY.

* CERTIFICATE OF ORIGIN.

* SELLER CERTIFICATE OF INCORPORATION.

* QUALITY AND QUANTITY REPORT (PRODUCT PASSPORT).

* STATEMENT OF PRODUCT AVAILABILITY.

* 1% PROFORMA INVOICE.

4. THE BUYER DEPOSIT 1% OF TOTAL FIRST SHIPMENT VALUE TO SELLER NOMINATED BANK VIA TT WIRE.

5. WITHIN 48 HOURS OF RECEIVING CONFIRMATION OF THE 1% GUARANTEE DEPOSIT, THE SELLER AND BUYER SIGN THE TITLE TRANSFER AFFIDAVIT, AND THE TITLE OWNERSHIP CERTIFICATE IS ISSUED IN THE BUYER'S COMPANY NAME.

6. THE SELLER CHARTERS A VESSEL FROM A SHIPPING COMPANY AT ITS OWN EXPENSE. THE CHARTER PARTY AGREEMENT IS EXECUTED, AND THE BUYER RECEIVES NOTICE OF THE CONSIGNMENT DELIVERY SCHEDULE ALONG WITH THE NOMINATED VESSEL DATA.

7. THE SELLER WILL RELEASE FULL POP DOCUMENT AND 2% PB TO BUYER'S BANK.





- * SHIP CERTIFICATES.
- * CARGO DECLARATION.
- * FRESH Q&Q REPORT.
- * CHARTER PARTY AGREEMENT.
- * OWNERSHIP CERTIFICATE.
- * TITLE TRANSFER AFFIDAVIT.
- * PRODUCT ALLOCATION CERTIFICATE.
- * ULLAGE REPORT.
- * NOTICE OF READINESS.
- * CUSTOMS DECLARATION CERTIFICATE.
- * BILL OF LADING.
- * VESSEL Q88.

8. THE CARGO IS INSURED, AND SHIPMENT COMMENCES AS PER CONTRACT SCHEDULE. ALL PARTIES INVOLVED SIGN NCNDA/IMFPA.

9. PRIOR TO ARRIVAL OF THE VESSEL TO THE DESTINATION PORT, THE SELLER ISSUE ATB (AUTHORIZATION TO BOARD) AND DTA (DIP TEST AUTHORIZATION) TO ENABLE THE BUYER BOARD THE VESSEL AND PERFORM THE CIQ INSPECTION.

10. UPON ARRIVAL OF THE VESSEL AT THE DESTINATION PORT AND COMPLETION OF CIQ INSPECTION, BUYER PAYS THE REMAINDER 99% OF THE TOTAL PRODUCT VALUE VIA MT103/TT WIRE WITHIN 48HOURS.

11. THE SELLER PAYS ALL INTERMEDIARIES INVOLVED WITHIN 72 HOURS AFTER RECEIPT OF PAYMENT OF THE PRODUCT FROM THE BUYER.

REFINERY WORKING PROCEDURES (CIF)

1. BUYER ISSUES ICPO / LOI WITH FULL BANKING DETAILS ALONG WITH PASSPORT COPY
2. SELLER ISSUE SALES AND PURCHASE AGREEMENT SPA
3. UPON SIGNING THE CONTRACT, THE SELLER WILL LEGALIZE AND REGISTER THE HARDCOPIES OF THE CONTRACT
4. SELLER TRANSFERS TITLE TO BUYER'S NAME AND BOTH PARTIES ENDORSES THE CHARTER PARTY AGREEMENT WITH THE SHIPPING COMPANY
5. SELLER SENDS TO BUYER THE LEGALIZED AND NOTARIZED HARD COPIES SPA ALONGSIDE THE SHIPPING DOCUMENTS AND (PPOP) AS LISTED BELOW VIA EMAIL
 - A. PARTIAL PROOF OF PRODUCT
 - B. AUTHORIZATION TO SELL (ATS)
 - C. LETTER OF COMMITMENT TO SUPPLY
 - D. PRODUCT PASSPORT
 - E. CERTIFICATE OF ORIGIN
 - F. COMPANY REGISTRATION CERTIFICATE
 - G. LETTER OF CONFORMITY
6. UPON RECEIPT OF THE PPOP DOCUMENTS FROM THE SELLER, SELLER AND BUYER PAYS FOR THE FREIGHT COST TO THE SHIPPING COMPANY WILL BE DEDUCTED FROM THE PAYMENT OF THE PRODUCT
7. UPON CONFIRMATION OF THE PAYMENT TO THE SHIPPING COMPANY, SELLER BANK SENDS SHIPPING {BILL OF LADING & VESSEL'S Q88} AND POP DOCUMENTS TO THE BUYER'S BANK
8. SELLER ISSUES 2% PERFORMANCE BOND AND SSG REPORT AT LOADING PORT.
9. SHIPMENT WILL COMMENCE WITHIN 10-14 DAYS UPON 2% PERFORMANCE BOND GUARANTEE FROM THE BUYER'S BANK AND UPON ARRIVAL OF THE CARGO AT THE DISCHARGE PORT, PAYMENT WILL BE



MADE FOR THE PRODUCT BY THE BUYER VIA T/T WIRE TRANSFER AFTER CIQ/SGS INSPECTION AT DISCHARGE PORT.

10. SELLER WILL RELEASE PAYMENTS TO THE INTERMEDIARIES INVOLVED WITHIN 48 HOURS OF RECEIVING THE PAYMENT FOR THE PRODUCT FROM THE BUYER'S BANK.

12. UPON THE FIRST SHIPMENT DELIVERY AND RECEIPT OF PAYMENT, BUYER'S BANK WILL ISSUE AN IRDLC WHICH WILL BE REVOLVING FOR 11 MONTHS TO THE SELLER'S BANK AND PAYMENTS WILL BE MADE AT SIGHT AGAINST CIQ / SGS INSPECTION AT THE DISCHARGE PORT

VESSEL TO TANK/VTT PROCEDURE

1. Buyer sends ICPO on receipt of seller's soft offer along with buyer's CP and tank storage agreement (TSA).
2. Seller issues commercial invoice (CI) for the available quantity in the storage tank to buyer. Buyer signs and returns to seller the commercial invoice and a scan copy of the buyer's passport.}
3. Seller receives the signed (CI) and issues to Buyer the PPOP documents:
 - a. Bill of Lading
 - b. Vessel Details
 - c. Cargo Manifest
 - d. Product Passport
 - e. (Analysis Report).
4. Buyer contacts their tank farm to obtain the BOOKING CONFIRMATION LETTER and NOR from Their tank farm confirming 5 days' tank lease and their readiness to receive the product in their storage tank and send to the seller.
5. Seller discharges the product into the shore tank and issue DTA for buyer and its SGS Agents to proceeds with the dip Test inspection process on seller's tank.
6. Upon successful dip test, Seller proceeds with the vessel-to-tank transfer of the product to the Buyers secured shore tank at the loading port.
7. Buyer makes 100% payment by MT103 TT Wire Transfer for the total product injected into the tank.
8. Seller pays All Intermediary 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.
9. Seller issues draft contract to buyer to review for R&E monthly deliveries

TTV PROCEDURE

1. Buyer issues ICPO on buyer company letterhead containing the seller's working procedure with banking details, scanned copy of buyer's passport data page and certificate of incorporation, along with Charter Party Agreement (CPA) for seller's validation.
2. Seller issues a commercial invoice of the product in tanks at the port, and Buyer signs and returns a Commercial Invoice to Seller.
3. Upon return of the endorsed CI, Seller releases to Buyer the following Partial Proof of Product (PPOP)



documents;

a) Authorization to verify (ATV) by email or call.

b) Commitment Letter to Supply

c) Certificate of Origin

d) Statement of Product Availability

e) TSR

4. Buyer leases Seller's tank extension payment to enable tank clearance and for Buyer to gain a port legal access permit to execute a dip test for quantity and quality inspection and fresh inspection/report by SGS in Seller's Tank.

Note: The amount paid for 3 days tank extension to secure tank clearance and the invoice will be issue with a with a refund policy, and port legal access permit will be deducted when Buyer is paying for the full product.

5. Upon confirmation of the buyer securing tank clearance and port legal access permit to the product seller issues to Buyer a signed Tank to Vessel Injection Agreement (TTVIA) to be endorsed by both Seller and

Buyer's Logistics Company.

6. Upon confirmation of the signed Tank to Vessel Injection Agreement (TTVIA), Seller issues DTA for Buyer to proceed with the dip test and Buyer and his SGS Inspection team conduct a dip test on the product in the seller tank.

7. Upon the satisfactory result of the dip test, the Seller's storage Company issues Buyer the Notice of Readiness

(NOR) to inject the product.

8. Buyer provides Q88 and ATI from his logistics/Shipping Company and makes the Vessel available for the injection process to commence as scheduled.

Note: Injection fees will be paid if Buyer does not have their injection personnel.

9. Upon completion of the Injection, Seller releases to the buyer the below POP documents.

a) Product SGS Report.

b) Pipeline Injection Report.

c) Authority to Sell and Collect (ATSC)

d) Product passport (analysis test report).

e) NCNDA/IMFPA to all intermediaries involved in the Transaction and to the buyer. •Endorsed NCNDA/IMFPA.

10. Upon confirmation of the above POP documents by Buyer and the Endorsement of NCNDA/IMFPA Buyer

immediately pays for the total cost of the product value injected into the Ship/vessel through MT103 TT wire

transfer. Seller pays all intermediaries involved in the transaction upon receipt of the payment within 24 hours and transfers the Title of Ownership certificate of the product to the entity nominated by Buyer.

11. Second and succeeding shipments continue





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