

DATE: 01/05/2024

EXPIRED DATE: 30/07/2024

BUYER COMPANY NAME:

REPRESENTED BY:

ADDRESS:

SOFT CORPORATE OFFER

DREOSS S.R.L. UNDER PENALTY OF THE PENALTY OF PERJURY HEREBY ISSUE THIS SOFT CORPORATE OFFER WITH FULL POWER AND AUTHORITY WITH GIVEN TERMS AND CONDITIONS AND CONFIRM OUR READINESS TO SUPPLY THE FOLLOWING COMMODITY ACCORDING TO THE TERMS AND CONDITIONS STIPULATED IN THIS SOFT CORPORATE OFFER.

LIGHT CYCLE OIL (LCO)

Minimum Quantity: 50,000 Metric Tons per month
Maximum Quantity: 500,000 Metric Tons per month
CIF Price: \$310.00 USD Gross / \$300.00 USD Net
FOB Price: \$260.00 USD Gross / \$250.00 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: \$74.00 USD Gross / \$72.00 USD Net
Commission: Seller side \$1.00USD Buyer side \$1.00USD 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: \$76.00 USD Gross / \$74.00 USD Net
Commission: Seller side \$1.00USD Buyer side \$1.00USD Per Bbl.

D6 VIRGIN FUEL OIL

Minimum Quantity: 100.000.000 Gallons per Month
Maximum Quantity: 800.000.000 Gallons per Month
FOB Price \$0.88 USD Gross / \$0.83 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: \$400.00 USD Gross / \$ 390.00 USD Net

Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

EUROPEAN PETROLEUM COKE (PETCOKE)

Minimum Quantity: 50,000 Metric Tons per Month

Maximum Quantity: 200,000 Metric Tons per Month

CIF Price: Gross \$180.00 USD / Net \$170.00USD per Metric Ton.

Commission: Seller's Side \$5.00USD Per Barrel/ Buyer's Side \$5.00USD per Metric Ton.

UREA 46% PRILLED & GRANULAR

Minimum Quantity: 50,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons Month

CIF Price: \$290.00 USD Gross / \$280.00 USD 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

CIF Price: \$380.00 USD Gross / \$370.00 USD Net

FOB Price: \$260.00 USD Gross / \$250.00 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: \$70.00 USD Gross / \$68.00 USD Net

Commission: Seller side \$1.00USD Buyer side \$1.00USD Per MT

MAZUT RUSSIA ORIGIN

Minimum Quantity: 50,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF Price: \$280.00 USD Gross / \$270.00 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

CIF Price: \$360.00 USD Gross / \$350.00 USD Net

Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

ULTRA-LOW SULPHUR DIESEL (EN590)

Minimum Quantity: 50,000 Metric Tons per month
Maximum Quantity: 500,000 Metric Tons per month
CIF Price: \$430.00 USD Gross / \$420.00 USD Net
FOB Price: \$370.00 USD Gross / \$360.00 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
CIF Price: \$310.00 USD Gross / \$300.00 USD Net
FOB Price: \$260.00 USD Gross / \$250.00 USD Net
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

AUTOMATIVE GAS OIL (AGO)

Minimum Quantity: 50,000 Metric Tons per month
Maximum Quantity: 500,000 Metric Tons per month
CIF Price: \$350.00 USD Gross / \$340.00 USD Net
FOB Price: \$270.00 USD Gross / \$260.00 USD Net.
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

EUROPEAN BASE OIL SN OIL 500)

Minimum Quantity: 10,000 Metric Tons per month
Maximum Quantity: 500,000 Metric Tons per month
FOB Price: \$807.00 USD Gross / \$801.00 USD Net.
Commission: Seller side \$3.00USD Buyer side \$3.00USD Per MT

STANDARD CIF PROCEDURE

1. Buyer issues ICPO & CP to the refinery.
2. Seller issues draft SPA for buyer signature and returns to seller for final endorsement. Seller confirms by returning contract to Buyer along with following documents.
3. List of the document
 - A. Quality passport.
 - B. Certificate of Origin.
 - C. Attestation of Allocation.
 - D. Export License.
 - E. Refinery Registration Certificate.
4. Seven working (7) days after receipt of PPOP and SPA from seller, buyer's bank issues financial instrument DLC MT700 or SBLC MT760 to Seller's bank, Seller issues 2% PB after receipt of DLC MT700 or SBLC MT760, Shipment commences as scheduled in the contract. (NOTE, IF THE BUYER FAILS TO ISSUE DLC MT700 OR THE SBLC MT760 TO SELLER WITHIN SEVEN TO TEN WORKING DAYS OF RECEIVING THE PPOP DOCUMENTS, BUYER WILL PAY 1.5% TO 2% OF TOTAL AMOUNT OF THE PRODUCT TO THE SELLER TO COMMENCE SHIPMENT).
5. On confirmation of successful exchange of instruments, seller sends Full POP documents in buyer's company name to buyer's bank via bank to bank swift and a copy via email to buyer and representative
 - A. Commercial Invoice.
 - B. Storage Tank Receipt
 - C. Quality passport.
 - D. CPA/Q88
 - E. Company tax payer's certificate.
 - F. Bill of Lading.
 - G. Approval to Export.
 - H. Statement of availability of the product.
 - I. Refinery's commitment to produce the product.
 - J. Fresh SGS report.
 - K. Refinery's commitment to supply.
 - L. ETA EXPECTED ARRIVAL DATE.
6. Upon arrival of the cargo at the discharge port, buyer's team carries out CIQ/SGS inspection. Seller releases Title Transfer to Buyer's name
7. Buyer's bank releases product payment via MT 103/TT after successful inspection...
8. Seller pays commission to intermediaries involved in the transaction according to signed IMFPA.

STANDARD CIF PROCEDURE

1. Buyers issues Irrevocable Corporate Purchase Order (ICPO) addressed to the Seller's Refinery along with company profile and buyer passport.
2. Seller issues the draft SPA for buyer's review and signing
- 3: Seller legalizes and registers the contracts with the insurance company and notarizes them with the appropriate Authorities of the ministry of energy along with the below PPOP document.
 - a. Product Quality Passport Quality Certificate.
 - b. Certificate of Product Origin.
 - c. Product availability
 - d. Commitment letter to supply the product from Ministry of Energy.
 - e. [ATSC].
4. Buyer's bank per seller's verbiage shall issue SBLC within five to ten (7 TO 10) working days for first shipment's value to seller's financial bank to enable the seller to commence loading of a product with the shipping company. Seller to finalize loading within five (5) working days. But if the buyer fails to issue SBLC within five (5) working days, as an alternative provision buyer pays \$250,000 directly to the shipping company via MT103 as a transaction guarantee which will be deducted from the product's invoice value of the product at the destination port.
5. After confirmation by seller's bank, the seller at own expense, charters with shipping/logistic company and alert buyer on shipment ordered graphic/schedule accompanied with the submission of nominated Vessel details to the buyer.
6. Seller's bank responds with contractual operative 2% PB and full POP to buyer's bank within seventy -Two (72) hours since buyer's instrument confirmed by seller's bank
 - a) Copy of the Port Storage Agreement.
 - b) Copy of the CPA, to Transport the Product to Discharge Port.
 - c) Vessel Q88.
 - d) Original BL (full set).
 - e) Copy of SGS Report.
7. Upon successful product confirmation against the SGS/CIQ Report of Quality and Quantity at the destination port, the buyer makes payment by MT103.
8. Seller and buyer, within seventy-two (72) hours, the seller pays commissions to the seller side and the seller pays buyer side intermediaries involved in the transaction.

TRANSACTION PROCEDURES TANK TO TANK FOB

1. REFINERY/ TITLEHOLDER ISSUE A FULL CORPORATE OFFER AND BUYER SENDS ICPO, CP AND TANK STORAGE AGREEMENT (TSA) AS PROOF OF STORAGE AVAILABILITY.

2. REFINERY/ TITLEHOLDER VERIFIES AND ISSUED COMMERCIAL INVOICE (CI) FOR AVAILABLE QUANTITY INCLUDE ALONG WITH COMMITMENT TO SUPPLY AND CERTIFICATE OF ORIGIN OF THE PRODUCT, BUYER SIGNS AND RETURNS CI TO REFINERY/TITLEHOLDER ALONG WITH TANK STORAGE RECEIPT OF AT LEAST TWO DAYS.

3. THE REFINERY/TITLEHOLDER ISSUES THE BELOW POP DOCUMENTS AS TO ALLOW THE BUYER DIP TEST IN SELLER'S EX-SHORE TANK.

- UNCONDITIONAL DIP TEST AUTHORIZATION (UDTA)
- AUTHORIZATION TO SELL & COLLECT (ATSC)
- TANK STORAGE RECEIPT (TSR)
- STATEMENT OF PRODUCT AVAILABILITY
- AUTHORIZATION LETTER TO VERIFY

4. BUYER ORDERS SGS TO CONDUCT DIP TEST OF THE PRODUCT IN THE SELLER'S EX-SHORE TANKS AT BUYERS EXPENSES WITHIN THE VALIDITY OF THE TANK STORAGE RECEIPT.

5A. BUYER PROVIDES LOGISTICS DETAILS EITHER THEIR VESSEL DETAILS OR TANK STORAGE AGREEMENT AS TO COMMENCE INJECTION OF PRODUCT.

5B. UPON SUCCESSFUL RECEIVE OF SGS ANALYSIS REPORT OF THE PRODUCT SELLER PROVIDES TO BUYER THE FOLLOWING DOCUMENTS:

- LOADING PORT INJECTION REPORT.
- PRODUCT PASSPORT.
- BILL OF LADING.
- CERTIFICATE OF ORIGIN.
- CERTIFICATE OF OWNERSHIP.
- Q88

6. BUYER MAKES 100% PAYMENT BY MT 103 TT WIRE TRANSFER FOR THE TOTAL COST OF THE PRODUCT AND REFINERY PAYS COMMISSION TO ALL SELLER AND BUYER INTERMEDIARIES INVOLVED IN THE TRANSACTION WITHIN 48 HOURS AFTER CONFIRMATION OF THE BUYER'S PAYMENT.

7. REFINERY ISSUES DRAFT SALES AND PURCHASE AGREEMENT TO BUYER TO REVIEW FOR ROLL OVER AND EXTENSION MONTHLY OF DELIVERIES FOR ONE YEAR.

8. THE SUBSEQUENT DELIVERY SHALL COMMENCE ACCORDING TO THE TERMS AND CONDITIONS OF THE SALES AND PURCHASE AGREEMENT, AND MANDATES / INTERMEDIARIES RECEIVE THEIR COMMISSIONS ACCORDING TO MONTHLY DELIVERIES.

FOB ROTTERDAM TANK TO TANK PROCEDURE

1. BUYER SENDS ICPO, SELLER/TITLEHOLDER ISSUES FCO AND BUYER SENDS CP AND TSA (TANK STORAGE AGREEMENT) AS PROOF OF STORAGE AVAILABILITY WITH BUYER.

2. SELLER/TITLEHOLDER VERIFIES CP AND TSA, ISSUES CI (COMMERCIAL INVOICE) FOR AVAILABLE QUANTITY IN STORAGE TANK, BUYER SIGNS CI AND RETURNS TO SELLER/TITLEHOLDER. SELLER/TITLEHOLDER PROVIDES THE BELOW DOCUMENTS FOR BUYER VERIFICATION.

- a. COMMITMENT LETTER TO SUPPLY
- b. STATEMENT OF PRODUCT AVAILABILITY
- c. AVAILABILITY GUARANTEE LETTER
- d. AUTHORISATION LETTER TO VERIFY
- e. INJECTION SCHEDULE (TO BE SIGNED BY BUYER STORAGE COMPANY)

3. TITLE HOLDER/ SELLER ISSUES THE BELOW POP DOCUMENTS, SO AS TO ALLOW THE BUYER DIP TEST IN TITLEHOLDER STORAGE TANK.

- a. DIP TEST AUTHORIZATION
- b. AUTHORISATION TO SELL AND COLLECT (ATSC)
- c. STORAGE RECEIPT (TSR)

4. BUYER ORDERS SGS TO CONDUCT DIP TEST OF THE PRODUCT IN THE TITLE HOLDER STORAGE TANKS AT BUYERS EXPENSE WITHIN THE VALIDITY OF THE TSR.

5. A. INJECTION OF PRODUCT COMMENCES INTO BUYER'S STORAGE TANKS IN ACCORDANCE WITH THE INJECTION SCHEDULE B. UPON SUCCESSFUL RECEIPT OF SGS ANALYSIS REPORT OF THE PRODUCT, TITLE HOLDER PROVIDES TO BUYER THE FOLLOWING DOCUMENTS

- a. LOADING PORT INJECTION REPORT

- b. PRODUCT PASSPORT
- c. BILL OF LADING
- d. CERTIFICATE OF ORIGIN
- e. CERTIFICATE OF OWNERSHIP
- f. Q88
- g. TITLE TRANSFER CERTIFICATE

6. IMMEDIATELY ON RECEIPT OF PT.5 DOCUMENTS, THE BUYER MAKES 100% PAYMENT TO THE SELLER BY TT / MT103 TO ACCOUNT FOR TOTAL COST OF THE PRODUCT. AT THIS STAGE THE REFINERY PAYS COMMISSIONS TO ALL TITLE HOLDER / BUYER SIDE INTERMEDIARIES INVOLVED IN THE TRANSACTION WITHIN 48 HOURS UPON CONFIRMATION OF THE BUYER'S PAYMENT TRANSFER.

7. TITLE HOLDER ISSUES SPA DRAFT TO THE BUYER TO REVIEW FOR ROLLOVER AND EXTENSIONS OF MONTHLY DELIVERIES FOR ONE YEAR INCLUDING COMMISSION AGREEMENT FOR INTERMEDIARIES.

8. THE SUBSEQUENT DELIVERIES SHALL COMMENCE ACCORDING TO THE TERMS AND CONDITIONS OF THE SALES & PURCHASE AGREEMENT. MANDATES/ INTERMEDIARIES RECEIVE THE COMMISSIONS ACCORDING TO MONTHLY DELIVERIES.

FOB ROTTERDAM DIP AND PAY PROCEDURE

1. BUYER ISSUE ICPO CONTAINING THE SELLER'S WORKING PROCEDURE AND BANKING DETAILS ALONG WITH BUYER'S NOMINATED TSA, COMPANY REGISTRATION CERTIFICATE.

2. SELLER ISSUES A COMMERCIAL INVOICE OF THE PRODUCT IN TANKS AT THE PORT, BUYER SIGN AND RETURN THE COMMERCIAL INVOICE ALONG WITH AN ACCEPTANCE LETTER.

3. SELLER ISSUES APPOINTMENT LETTER FOR SELLER REPRESENTATIVE TO PRESENT A FRESH SGS REPORT OF LESS THAN 24 HOURS TO BUYERS AND BUYERS LOGISTICS FOR PROPER VERIFICATION AT THE BUYER'S TANK TERMINAL. BUYERS' ISSUES TSR ON SELLER NAME TO ENABLE IMMEDIATE INJECTION, UPON SUCCESSFUL SGS VERIFICATION SELLER INSPECT BUYERS TANK FOR INJECTIONS.

4. UPON CONFIRMATION OF SUCCESSFUL VERIFICATION OF THE SGS REPORT BY THE BUYER COMPANY AND BUYERS TANK FARM COMPANY, THE SELLER ISSUE.

- a. INJECTION PERMISSION AGREEMENT SIGNED BY BUYERS AND BUYERS TANK FARM
- b. AUTHORIZATION TO SELL AND COLLECT

- c. COMMITMENT TO SUPPLY
- d. STATEMENT OF AVAILABILITIES OF PRODUCT

5. UPON CONFIRMATION OF THE SIGNED INJECTION PERMISSION AGREEMENT SELLER ISSUE TO BUYERS.

- a. FRESH SGS REPORT OF LESS THAN 24 HOURS ON THE BUYER'S COMPANY NAME
- b. Q&Q REPORT. AND INJECTION REPORT.
- c. AUTHORIZATION TO VERIFY PHYSICALLY THE PRODUCT IN THE SELLERS' TANK (ATV)
- d. TANK STORAGE RECEIPT TSR

6. BUYER CONDUCTS A DIP TEST ON THE PRODUCT IN THE SELLER TANK AND MAKES THE PAYMENT FOR THE TOTAL VALUE OF THE PRODUCT VIA MT103-TT TO ENABLE THE INJECTION PROCESS INTO THEIR NOMINATED TANKS.

7. SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND SUBSEQUENTLY MONTHLY SHIPMENTS CONTINUE AS PER TERMS AND CONDITIONS OF THE SALES AND PURCHASE AGREEMENT CONTRACT BETWEEN BUYER AND SELLER.

FREE ON BOARD INTERNATIONAL PROCEDURES

1. TITLEHOLDER ISSUES A FULL CORPORATE OFFER AND BUYER SENDS ICPO, CP AND TANK STORAGE AGREEMENT (TSA) AS PROOF OF STORAGE AVAILABILITY.

2. TITLEHOLDER VERIFIES AND ISSUES COMMERCIAL INVOICE (CI) FOR AVAILABLE QUANTITY IN STORAGE TANK, BUYER SIGNS AND RETURNS (CI).

- a. COMMITMENT LETTER TO SUPPLY.
- b. STATEMENT OF PRODUCT AVAILABILITY.
- c. LETTER GUARANTEE.
- d. AUTHORIZATION LETTER TO VERIFY.
- e. PRODUCT PASSPORT.
- f. UNCONDITIONAL DIP TEST AUTHORIZATION (UDTA).

3. AFTER RECEIVING SIGNED UNCONDITIONAL DIP TEST AUTHORIZATION TITLEHOLDER ISSUES THE BELOW PPOP DOCUMENTS AS TO ALLOW THE BUYER/ INSPECTION TEAM COLLECT SAMPLE FROM THE TITLEHOLDER STORAGE TANK.

- a. AUTHORIZATION TO SELL & COLLECT (ATSC).
- b. TANK STORAGE RECEIPT (TSR) WITH COORDINATE.
- c. CERTIFICATE OF ORIGIN.

4. BUYER ORDERS SGS TO CONDUCT DIP TEST OF THE PRODUCT IN TITLEHOLDER STORAGE TANKS AT BUYERS EXPENSES WITHIN THE VALIDITY OF THE TANK STORAGE RECEIPT.

NOTE: BUYER CAN CONTACT STORAGE COMPANY AS TO REQUEST SGS APPLICATION FROM SGS OFFICE AT ROTTERDAM.

5A. INJECTION OF PRODUCT COMMENCE INTO THE BUYER STORAGE TANK IN ACCORDANCE TO THE INJECTION SCHEDULE.

5B. UPON SUCCESSFUL RECEIVE OF SGS ANALYSIS REPORT OF THE PRODUCT TITLEHOLDER PROVIDES TO BUYER THE FOLLOWING DOCUMENTS:

- a. LOADING PORT INJECTION REPORT.
- b. BILL OF LADING.
- c. CERTIFICATE OF TITLEHOLDER.
- d. Q88

6. BUYER MAKES 100% PAYMENT BY MT 103 TT WIRE TRANSFER FOR THE TOTAL COST OF THE PRODUCT AND REFINERY PAYS COMMISSION TO ALL TITLEHOLDER AND BUYER INTERMEDIARIES INVOLVED IN THE TRANSACTION WITHIN 48 HOURS AFTER CONFIRMATION OF THE BUYER'S PAYMENT.

7. TITLEHOLDER ISSUES DRAFT SALES AND PURCHASE AGREEMENT TO BUYER TO REVIEW FOR ROLL OVER AND EXTENSION MONTHLY OF DELIVERIES FOR ONE YEAR.

8. THE SUBSEQUENT DELIVERY SHALL COMMENCE ACCORDING TO THE TERMS AND CONDITIONS OF THE SALES AND PURCHASE AGREEMENT, AND MANDATES/ INTERMEDIARIES RECEIVE THEIR COMMISSIONS ACCORDING TO MONTHLY DELIVERIES.



DREOSSO S.R.L
Marco Mancini