



SOFT COOPERATE OFFER

PETROLEUM PRODUCT

COAL: Minimum Quantity CIF: 5000 Metric Tons per Month Maximum Quantity: 200,000 Metric Tons per Month Price: Gross \$ 185.00 USD /per metric ton.
Commissions: \$10, Seller side -\$ 5.00 per Metric Tons | Buyer side - \$ 5.00 per Metric Tons, Payable by Seller.

AVIATION KEROSENE JP54

LIFTABLE QUANTITY: 1.000.000 BBL. R&E 2.000.000 BBL. MONTHLY
PRICE: GROSS USD \$ 64. BBL NET: USD \$ 60. BBL FOB
CIF PRICE: GROSS: USD\$ 98.00 BBL. NET: \$93.00MT CIF

JET FUEL A1

LIFTABLE QUANTITY: 1.000.000 BBL. R&E 2.000.000 BBL. MONTHLY
PRICE: GROSS USD \$ 64.00 BBL NET: USD \$ 60.00 BBL FOB
CIF PRICE: GROSS: USD\$ 98.00 MT NET: \$94.00MT CIF

DIESEL GAS D2 OIL GOST 305-82

LIFTABLE QUANTITY: 50.000 MT, MAXIMUM 200.000 MT MONTHLY
PRICE: GROSS USD \$ 300.00 MT NET: USD \$ 290.00 MT FOB
CIF PRICE: GROSS: USD\$ 350.00 MT NET: \$340.00MT CIF.

AGO (AUTOMOTIVE GAS OIL

LIFTABLE QUANTITY: 50.000 MT, MAXIMUM 100.000 MT MONTHLY
PRICE: GROSS USD \$ 300.00 MT NET: USD \$ 310.00 MT FOB
CIF PRICE: GROSS: USD\$ 360.00 MT NET: \$350.00MT CIF.





EXPORT BLEND CRUDE (RE.B.C.O) *SOKOL Minimum Quantity CIF: 500,000 Barrels per Month Maximum Quantity: 3,000,000 Barrels per Month CIF Price: Gross\$ 35.00 USD /per barrels Commissions: \$4, Seller side -\$ 2 per Barrels / Buyer side -\$ 2 per Barrels, Payable by Seller.

EXPORT BLEND CRUDE (ESPO) Minimum Quantity CIF: 500,000 Barrels per Month Maximum Quantity: 3,000,000 Barrels per Month CIF Price: Gross \$ 35 .00 USD / per barrel. Commissions: \$4, Seller side -\$ 2 per Barrel/ Buyer side -\$ 2 per Barrel, Payable by Seller.

BUSINESS PROCEDURE CIF

1. Seller issues the Sale and Purchase Agreement for signing by Buyer.
2. Buyer sends back the signed and sealed contract to the seller.
3. The signed contract (hand signed or electronically signed) will be lodged with the respective banks and Seller send following documents to the Buyer as a Partial Proof of Product:
 - A. Performa invoice as confirmed and approved by Buyer/Buyer Bank.
 - B. Product passport
 - C. Consignment note
 - D. Sample of the Fully Funded LC to be signed back by Buyer's Bank as accepted and approved.
4. The Buyer's Bank, within max 5 banking days, upon the acceptance of the wordings, Texts and formats, the Buyer's Bank issues transferable SBLC/DLC via SWIFT MT700MT760 /MT103 TT. The text of the SBLC/ DLC to follow, should state the validity for 180 -365 days, in the amount of the average monthly deliveries, with the price calculated according to discount from the date of issuance of the Pro-forma Invoice. The Advising, Negotiating and Executing Bank is the Seller's Bank. If buyer can not cooperate with the time of issuing the SBLC/ DLC buyer option to issue 5-10% cash deposit of the total product value before ship load and route to buyer destination
5. Upon confirming the SBLC/DLC or the 5-10% cash deposit in the seller's fiduciary Bank, Seller issues a NOR along with the following details of the loading port o loading schedule Details of the vessel and charter / shipping company ETA (Estimated Date of Arrival) at the port of destination
- 6.Seller makes shipment of Product in accordance with the delivery schedule and conditions of the signed Sales and Purchase Agreement.
7. Loading commences within 21 days, after confirming buyer's LC, and Seller hence will Forward the full shipping documents after compliance before sailing of the vessel to the buyer's Discharge port. The documents not limited to:
 - A) Copy of the beneficiary's unpaid final Commercial Invoice, duly signed
 - B) Certificate of Quality issued by SGS, Intertek, Say bolt or equivalent
 - C) Certificate of Quantity issued by SGS, Intertek, Say bolt or equivalent
 - D) Full set of Bill of Lading (03 original copies)
 - E) Vessel Notice of Readiness (NOR)
 - F) Marine Insurance Certificate
 - G) Certificate of Origin
 - I) Cargo Manifest



8. Upon arrival of the product at buyer's destination port, the buyer conducts Inspection of the product by SGS or similar at his expense, and Buyer transfers the full payment for the seller's commercial invoice by MT 103 with respect to Q/Q reports issued at the port of dispatch. Seller transfers title and ownership to the buyer.

9. Seller pays commission to intermediaries as per IMFPA within three (3) banking days after confirming the remittance of full payment for the contract.

10. After successful delivery of the first monthly shipment of The Product, Buyer transfers

the full amount of the shipment to maintain the Letter of Credit and contract continues for subsequent 6-12 months subject to this Contract.

REFINERY APPROVED PROCEDURE FOB

1. The buyer sends a Corporate Profile, along with a FULL ICPO, a current and valid (TSA) not older than 30 days Validity from issued date and buyer passport data page, Seller verify and approve Buyer's TSA.

2. The seller issues Commercial Invoice of the product in the seller's tanks at the port, the buyer signs and returns commercial invoice with an acceptance letter.

3. Seller submit a 48 hours old hard copy of fresh SGS Report to buyer Tank farm company in Rotterdam for verification of the SGS report with SGS in Rotterdam.

4. Upon confirmation of SGS Report by buyer Buyer's Tank Company in Rotterdam, Seller request for buyer's active & operational TSR for injection program. (TSR days depends on the quantity to be injected).

5. Seller inject product to buyers tank and issues following POP documents to buyer:

a) Q&Q analysis report done by Indigenous Lab at port of Origin.

b) Full Injection report

c) ATV / UDTA

d) Copy of product Certificate of Origin

e) Copy of product Export License to port.

f) Allocation transfer Certificate.

g) Authority to sell and collect (ATSC).

6. Buyer conducts Dip test on the product at buyers cost for reconfirmation.

7. Upon confirmation of SGS test by buyer for quantity and quality, buyer makes 100% payment via MT103 for the total value of product injected into buyer's tanks.

8. 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 buyer and seller.

