

LIMITED LIABILITY COMPANY "AVALAN"

Address: 115551 , Moscow , Domodedovskaya st.,
1, building 1, apt. 110

OGRN: 1087746562540 INN: 7737530676

KPP: 772401001 OKPO: 86418430

Email: avalan_petroleum@mail.ru

Telephone: +7 (965) 312-78-30

SKYPE: Gorbachev Sergey Yurievich

WhatsApp: +7 (965) 312-78-30



ISSUED DATE: 31TH AUGUST. 2021

EXPIRED DATE: 31TH AUGUST 2022

TO: END BUYER/BUYER MANDATE

VIA: Gorbachev Sergey Yurievich

SOFT CORPORATE OFFER

We LIMITED LIABILITY COMPANY "AVALAN, with full legal responsibility under penalty of perjury hereby issue this Soft Corporate Offer with given terms and conditions on behalf of our end Seller/Refinery we ready to supply the following commodities according to the terms and conditions stipulated in this soft corporate offer.

GASOLINE 95 OCTANES

Minimum Quantity: 50.000MT

Maximum Quantity:500.000MT

Price: Gross \$220.00 USD/\$210 .00 USD Net on FOB

Price: Gross \$230.00 USD/\$220.00 USD Net on CIF

Commission: Buyer's Side \$5.00 USD / Seller's Side \$5.00 USD

LIQUIDIFIED NATURAL GAS

Minimum Quantity: 50,000 MT

Maximum Quantity: 500,000 MT

Price: Gross \$240.00 USD/\$230 .00 USD Net on FOB

Price: Gross \$250.00 USD/\$240 .00 USD Net on CIF

Commission: Buyer's Side \$5.00 USD / Seller's Side \$5.00 USD

LIQUIDIFIED PETROLEUM GAS (LPG). GOST 20448-90

Minimum Quantity: 50,000 MT

Maximum Quantity: 500,000 MT

Price: Gross \$250.00 USD/\$240 .00 USD Net on FOB

Price: Gross \$260.00 USD/\$250 .00 USD Net on CIF

Commission: Buyer's Side \$5.00 USD / Seller's Side \$5.00 USD

HSD2 GAS OIL L-0.2-62 GOST 305-82 AGO (AUTOMATIVE GAS OIL)

Minimum Quantity: 50,000 MT

Maximum Quantity: 500,000 MT

Price: Gross \$270.00 USD/\$260 .00 USD Net on FOB

Price: Gross \$280.00 USD/\$270 .00 USD Net on CIF

Commission: Buyer's Side \$5.00 USD / Seller's Side \$5.00 USD

ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ "АВАЛАН"

Юридический адрес: 115551, город Москва, Домодедовская ул., д.1 к.1, кв.110



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RUSSIA VIRGIN FUEL OIL D6

Minimum Quantity: 25,000,000 Gallon

Quantity: 800,000,000 Gallon

Price: Gross \$0.58 USD / \$0.54 USD Net on FOB

Price: Gross \$0.60 USD / \$0.56 USD Net on CIF

Commission: Buyer's Side \$0.2 USD / Seller's Side \$0.2 USD

AVIATION KEROSENE COLONIAL GRADE A1 JET FUEL A1

Minimum Quantity: 500,000 Barrels

Maximum Quantity: 8,000,000 Barrels

Price: Gross \$44.00USD / \$40.00USD Net on FOB

Price: Gross \$48.00USD / \$44.00USD Net on CIF

Commission: Buyer's Side \$2.00 USD / Seller's Side \$2.00 USD

AVIATION KEROSENE COLONIAL GRADE JP54

Minimum Quantity: 600,000 Barrels

Maximum Quantity: 8,000,000 Barrels

Price: Gross \$44.00USD / \$40.00USD Net on FOB

Price: Gross \$48.00USD / \$44.00USD Net on CIF

Commission: Buyer's Side \$2.00 USD / Seller's Side \$2.00 USD

RUSSIAN EXPORT BLEND CRUDE OIL GOST 51 858-2002 / 9965-76 [R.E.B.C.O]

Minimum Quantity: 600,000 Barrels

Maximum Quantity: 8,000,000 Barrels

Price: Gross \$46.00USD / \$42.00USD Net on FOB

Price: Gross \$50.00USD / \$46.00USD Net on CIF

Commission: Buyer's Side \$2.00 USD / Seller's Side \$2.00 USD

ULTRA LOW SULFUR DIESEL FUEL (EN590) 10PPM/50PPM

Minimum Quantity: 50,000 MT

Maximum Quantity: 500,000 MT

Price: Gross \$270.00 USD/\$260.00 USD Net on FOB

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

Commission: Buyer's Side \$5.00 USD / Seller's Side \$5.00 USD

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АВАЛАН

ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ

LIGHT CYCLE OIL (LCO)

Minimum Quantity: 50,000 MT

Maximum Quantity: 500,000 MT

Price: Gross \$220.00 USD/\$210 .00 USD Net on FOB

Price: Gross USD \$ 230.00MT NET / USD \$ 220.00MT CIF

Commission: Buyer's Side \$5.00 USD / Seller's Side \$5.00 USD

UREA 46% PRILLED & GRANULAR (RUSSIAN ORIGIN)

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 50,000 Metric Tons Month

Price: Gross USD \$ 240.00MT NET / USD \$ 230.00MT CIF

Price: Gross USD \$ 220.00MT NET / USD \$ 210.00MT FOB

Commission: Buyer's Side \$5.00 USD / Seller's Side \$5.00 USD

SULPHURGRANULAR

Minimum Quantity: 50,000 MT

Maximum Quantity: 500,000 MT

Price: Gross USD \$57.00 /NET USD \$55.00 on CIF

Commission: Buyer's Side \$1.00 USD / Seller's Side \$1.00 USD

BITUMEN GRADE 60/70 AND 80/100

PRICE CIF ASWP: GROSS \$190/NET \$180

PRICE FOB ASWP: GROSS \$170/NET \$160

Commission: Buyer's Side \$5.00 USD / Seller's Side \$5.00 USD

FOB (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 issues Draft Contract, Commercial Invoice (CI) & Warning Letter, buyer 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.



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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 (DIP/PAY) TRANSACTION PROCEDURE (B)

1. Seller Issue SCO for buyer Review and Acceptance.

2. Buyer issue ICPO, and sends company certificate of registration and import license data page of buyer's passport and his representatives or any I.D.

3. Seller Issue Draft Sales and Purchase Agreement Contract, Commercial Invoiced, buyer signs and Return Back to seller.

4. Seller Issue to Buyer the NOR (Notice of Readiness) to Commence the Injection of the product.

5. Buyer provide to Seller its Leased TANK STORAGE AGREEMENT and ATV.

6. Seller pays for 3 days for lease of buyer tank. After seller payment confirmation by buyer tank farm, buyer pay 5 days to get TSR and submit it to seller.

7. Seller moves the fuel from refinery reservoir and injects fuel to buyer tank in ROTTERDAM and furnish Buyer with the following:

(A) Fresh SGS Report

(B) Injection Report



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АВАЛАН
ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ

(C) Certificate of Origin

(E) Certificate of Ownership

(F) DTA (G) ATSC

8. Buyer Successful Q&Q Dip Test on the product, Buyer makes the payment for the Total Value of the Product Injected into the Tanks Through the means of MT103-TT.

9. Upon Seller Receipt of the Payment for the Product from the buyer, Seller issue to Buyer the Title Ownership of the product and all Exporting Document of the product.

10. Buyer Lift the product with its Vessel Tanker. 11. Seller pays commissions to all intermediaries involve in the transaction according to the signed NCNDA/IMFPA. TANK TO TANK

TANK TO TANK FOB

1. BUYER ISSUE ICPO WITH TANK STORAGE AGREEMENT (TSA)

2. SELLER ISSUE COMMERICAL INVOICE (CI) FOR THE AVAILABLE QUANTITY IN THE STORAGE TANK IN ROTTERDAM WITH ICC WARNING LETTER.

3. BUYERSIGNS AND THEN RETURN THE CI WITH NCNDA/IMFPA SIGNED BY THE BUYER GROUPS WITH COMMISSION STRUCTURES AND THE ATV AUTHORIZATION TO VERIFY ON THE BUYER TANK FARM COMPANY LETTERHEAD.

4. SELLER PROGRAMS THE INJECTION AND THEN ISSUES BUYER THE FOLLOWING DOCUMENTS

- *THREE DAY UNCONDITIONAL DIP TEST AUTHORIZATION DTA
- *FRESH SGS REPORT INSPECTED IN ROTTERDAM
- *SHORE TANK STORAGE RECEIPT (TSR)
- *(ATV) AUTHORIZATION FOR PHYSICAL VERIFICATION OF THE PRODUCT
- *INJECTION REPORT SHORE TANK ROTTERDAM
- *CERTIFICATE IN ORIGIN *PRODUCT PASSPORT
- *NOTARIZED AND ENDORSE NCNDA/IMFPA BY THE SELLER AND THEIR BANK
- *AUTHORIZATION TO SELL AND COLLECT

5. BUYER UPON PHYSICAL VERIFICATION OF THE PRODUCT AND PPOP CONFIRMATION ORDER SGS TO CONDUCT DIP TEST AND IN SELLER STORAGE TANK ON BUYER EXPENSE.



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6. UPON SUCCESSFUL DIP TEST, BUYER PRESENT TANK STORAGE RECEIPT (TSR) OR VESEL DETAILS.

7. SELLER COMMENCE INJECTION IMMEDIAATELY INTO BUYER TANK "ISSUE BUYER TITLE OWNERSHIP CERTIFICATE TO BE FOLLOWED BY ALL EXPORT DOCUMENTATION

8 BUYERS MAKE PAYMENT BY MT103 OR TT WIRE TRANSFER FOR TOTAL PRODUCT AND LIFTS THE PRDUCT AND SELLER PAYS ALL INTERMEDIARIES INVOLVE IN THE TRANSCATI

TERMS & OPERATIONAL PROCEDURE: C.I.F (A)

1. Buyer Issue ICPO
2. Seller Issue Draft Contract (SPA) Sales and Purchase Agreement for Both Parties Final Endorsement
3. Seller Issue to Buyer:
 - a. CONFIRMATION / COMMITMENT LETTER TO SUPPLY
 - b. TANK RECEIPT
 - c. CERTIFICATE OF ORIGIN OF THE PRODUCT
 - d. STATEMENT OF AVAILABILITY OF THE PRODUCT IN RESERVOIR
 - e. PRODUCT PASSPORT.
4. After successful proper verifications of the above documents within 48hours buyer pays injection fee directly to the Logistics Company for the Injection of the pumping of the product into sellers hired vessel that will transport the product to buyer's nominated port.
5. Upon successful confirmation of buyer's payment to the Logistics Company. The logistics loads the products into seller's vessel and shipment commences. And seller sends to buyer all shipping documents vessel Q88, bill of landing etc. (Seller also endorses NCNDA/IMFPA signed by all parties and lodge to their bank respectively.
6. After successful Q&Q by buyer at the discharge port, buyer pays seller through MT103/TT
7. After successful confirmation of buyer payment to seller nominated bank account, seller pays intermediaries' commissions within 72 hours of receiving of receiving buyer's payment for the product.

TRANSACTION PROCEDURES CIF (BANK GUARANTEE BASIS). (B)

ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ "АВАЛАН"
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1. Buyer issues ICPO with this procedure incorporated on the ICPO along with Buyer's company registration certificate.
2. Seller Issues Sale & Purchase Agreement (SPA), and ICC warning letter Buyer review, amend (if necessary), signs and return the SPA in WORD format to Seller within 3 banking days. Seller sends final SPA to Buyer in PDF format; Buyer confirms final SPA and issues letter of acceptance of the final SPA.
3. Seller issues to Buyer via email the following transaction documents: A. commitment to supply B. statement of product availability C. product passport D. ATSC, Buyer confirms the receipt of the documents by mail and issue confirmation letter within 24hrs.
4. Buyer issues their Financial Guarantee (SBLC MT760) to cover the first shipment to seller's bank in 10 working days If the buyer fails to issue SBLC in 10 working days, Buyer shall make guarantee deposit of 3% TT Wire from total value of the Contract to seller's fiduciary bank account as performance to secure the allocation which will be deducted from the first shipment.
5. After completion of the above, Seller issues to Buyer product title transfer agreement, Buyer signs, and returns. Seller legalizes the joint Contract with the authorities in charge and sends to the buyer the legalized contract, the certificate of product title transfer, and then proceeds with the port & custom clearance of product and all internal routines operations accordingly.
6. Upon completion of the above and confirmation of this export approval by the Authority to Seller endorsement of the Charter Party Agreement (CPA) and the Shipping Schedule by the Port Authority, to enable Seller to release the below Proof of Product Documents: ~ Legalized Charter Party Agreement (CPA) with the Loading Port Authority. ~ Injection Report ~ Product Allocation Certificate. ~ Allocation Title Transfer Certificate. ~ Export License. ~ Export Approval ~ Tank Receipt. ~ Dip Test Authorization
7. Seller issues the commercial invoice and sends to Buyer and within 5 working days, Buyer's bank issues to Seller's bank swift operative Standby Letter of Credit (SBLC) via Swift MT760, Letter of Credit (LC), Bank Guarantee (BG) or Documentary Letter of Credit (DLC) via Swift MT700 for the entire 1st shipment total product value, and for Seller to lodge and activate a 2% PB (Performance Bond/Performance Guarantee) in the favor of the Buyer. If Seller fails to supply the cargo/ shipment of the product to the Buyer this 2% Performance Bond will be paid/forfeited to the Buyer.
8. The product SGS inspection charges will be borne by the Seller at the loading port. Seller invites buyer for visitation to Witness the final inspection and TTM for negotiation of the future transaction (Optional to Buyer). Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank
9. Loading & Shipment of the product commences as per schedule. Upon Vessel's arrival and finalization of SGS at the destination port, Buyer release payment via swift fund transfer within 3 to 5 banking days to Seller for total shipment



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value after discharge of product at destination port and receipt of the entire relevant shipping and export documents. Seller within 48 hours pays the intermediaries involved according to signed & notarized IMFPA.

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 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
 - Company Registration Certificate.
 - Statement of Product Availability.
 - Product Quality Passport (Dip Test Analysis).
 - Refinery Commitment to Produce / Supply.
 - Refinery Legalized Draft Contract.
4. 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/Buyer pays for the Chartered Freight Cost with the appointed shipping company for the transportation of the product to the buyer's designated discharge port.

N/B: Any fee borne by the buyer in the above clause will be reimburse when buyer is making payment for the total cost of the product at the discharge port upon completion of the CIQ/SGS test on the product.
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
 - Tank Receipt.
 - Vessel's Q88.
 - SGS Report.
 - Certificate of Product.
6. 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.

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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 has been accepted and the shipping commences as scheduled in the contract for the CIF delivery.
9. 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.
10. Seller releases the commission of the intermediaries immediately

PROCEDURE FOR LOADED VESSEL TANKER TAKE OVER(TTO)

1. Buyer issues official ICPO to the exact quantity in the sanitized MOU to the Seller.
2. Seller issues original MOU to the Buyer within 24.
3. Buyer countersigns the original MOU and forward back to the Seller.
4. Seller issues below documents to the Buyer:
 - A) Certificate of Product Origin
 - B) Storage Tank Receipt
 - C) Product Passport (Quantity & Quality Dip Test Analysis Report)
 - D) Bill of Lading
 - E) Tanker Vessel Q88 Document
 - F) Ullage Report
 - G) Cargo Manifest
 - H) Invoice for Title Takeover Payment fee of \$650,000 USD/OR 5% OF TOTAL AMOUNT OF TH PRODUCT
5. Buyer's shipping agent makes contact with vessel master to verify and confirm above POP documents/vessel position. Buyer's bank transmits US\$650,000 OR 5% OF THE TOTAL AMOUNT OF PRODUCT via SWIFT MT103/TT to the Seller's nominated bank as transaction guarantee for the total product value within 48 hours.
6. Seller's transfers Title ownership to the Buyer after payment receipt confirmation by the Seller's bank. Seller's bank transmits full POP documents to the Buyer's bank.



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7. Buyer's bank transmits payment for the balance cargo value to Seller's bank via SWIFT MT103/TT after successful Quality and Quantity inspection and at sight of complete set of original shipping documents at Buyer's discharge port within 24 hours.

8. Seller's bank transmits commission payment to all Intermediaries as per IMFPA within 24 hours on confirmation of receipt of payment from Buyer's bank. Look forward to hear from you at your earliest.

DELIVERY TERM: CIF AND FOB

LOADING PORTS (RUSSIAN PORTS): NOVOROSIYSK, VLADIVOSTOK, PRIMORSK, ETC. ROTTERDAM PORT (NETHERLAND). HOUSTON PORTS (USATEXAS).

PAYMENT TERMS: SBLC/ DLC/ T/T. For TTO only TT/MT103 wire transfer''

DESTINATION PORTS: ANY WORLD SAFE PORT (AWSP).

CONTRACTUAL PERIOD: SPOT / 12 MONTHS CONTRACT+ ROLLS/EXTENTION.



Gorbachev Sergey Yurievich
Director

