



SOFT CORPORATE OFFER

- **Commodity: D2 DIESEL GAS OIL L-02-62 GOST 305-82**

Price Discount: US\$35/US\$40/MT Platt's ARA CIF Rotterdam) --> The arithmetic average price per each delivered metric ton CIF & FOB ASWP is calculated as the high and low quotations for the three (3) consecutive quotations around the B/L date for Gas Oil as published per Platt's European Marketscan (<http://www.platts.com>).

- **Commodity: MAZUT M100 GOST 10585-75**

Price: US\$480/US\$475 PER MT CIF ASWP-FOB ASWP US\$470/US\$465

- **Commodity: MAZUT M100 GOST 10585-99**

Price: US\$480/US\$475 PER MT CIF ASWP-FOB ASWP US\$470/US\$465

- **Commodity: JET FUEL (AVIATION KEROSENE COLONIAL GRADE 51 and 54)**

Price Discount: The price of Crude Oil, sold under this Agreement on terms of CIF & FOB ASWP, will be calculated in U.S. dollars per barrel on the basis of the "mean" arithmetic average of 3 (three) successive quotations as published in "Platt's Crude Oil Marketwire" (hereinafter "Platt's Market Price") for Ural Med, one day before, one day following and the day of the date of the bill of lading less a Net US\$9,00 /Barrel, Gross US\$11,00 /Barrel shall be fixed for the whole period of delivery time 12 months, CIF & FOB ASWP and calculated per each one delivered Barrel.

- **Commodity: REBCO RUSSIAN EXPORT BLENDED CRUDE OIL GOST 9965-76**

Price Discount: The price of Crude Oil, sold under this Agreement on terms of CIF & FOB ASWP, will be calculated in U.S. dollars per barrel on the basis of the "mean" arithmetic average of 3 (three) successive quotations as published in "Platt's Crude Oil Marketwire" (hereinafter "Platt's Market Price") for Ural Med, one day before, one day following and the day of the date of the bill of lading less a Net US \$7,00 /Barrel, Gross US\$8,00 /Barrel shall be fixed for the whole period of delivery time 12 months, CIF & FOB ASWP and calculated per each one delivered Barrel. (<http://www.platts.com>).

- **Commodity: LPG (LIQUEFIED PETROLEUM GAS) GOST 20448-90**

Price: US\$490/US\$480 PER MT CIF ASWP-FOB ASWP US\$470/US\$465

- **Commodity: LIQUIFIED PETROLEUM GAS 50% PROPANE & 50% BUTANE MIX RUSSIAN ORIGIN**

Price: US\$490/US\$480 PER MT CIF ASWP-FOB ASWP US\$470/US\$465

- **Commodity: GASOLINE 93 OCTANE RUSSIAN ORIGINS**

Price: US\$720/US\$710 PER MT CIF ASWP-FOB ASWP US\$695/US\$680

- **Commodity: CST-180 FUEL OIL RUSSIAN ORIGIN**

Price: US\$460/US\$450 PER MT CIF ASWP-FOB ASWP US\$440/US\$340

- **Commodity: D6 VIRGIN FUEL OIL**

Price: US\$2,25/US\$2,20 PER GALLON CIF ASWP-FOB ASWP US\$1,93/US\$1,81

IMMEDIATE LIFT:

D2=300,000MT, JP54=3,000.000BBLs,
JPA1=3,000.000BBLs & D6=300,000.000
GALLONS



NON-NEGOTIABLE
CI, DIP & PAY
PROCEDURES

- 1:- Buyer submits ICPO with Full Banking Co-ordinates plus BCL + NCNDA/IMFPA.
- 2:- Seller releases FCO + Contract to the buyer; buyer verifies FCO + Contract and adds amendments, if necessary.
- 3:- Seller Legalizes and Registers Contract with its Allocation to obtain Transaction Deal Passport and Contract from Logistics/Transportation Company.
- 4:- Seller issues Commercial Invoice, Tank Receipt, Dip-Test Authorization, Title Holder Certificate, POP with Non-Operative 2% Performance Bond.
- 5:- After confirmation of DIP-TEST, Buyer pay MT103 for total liftable goods to seller.
- 6:- Buyer lifts product as per Contract.
- 7:- Seller pays Commissions.

SPECIAL NOTE:

The procedures must be included in the buyer's ICPO as confirmation of accepting the Seller's procedures; otherwise seller will not issue FCO and or Draft Contract.

COMMISSIONS (Paid by Seller)

Buyer-Side commission share formula for MFPA
1/3 to Group 1 - Mandate Group (Mandate and Consultants)
1/3 to Group 2 - Facilitator Group (Closed)
1/3 to Group 3 - Consulting Group(s) / Intermediary Group(s)

Commission split is 50/50 between Seller Team and Buyer Team - Seller pays commission.



CONTRACT PROCEDURES

- 1: Seller issues SOFT CORPORATE OFFER (SCO) to the Buyer.
- 2: Buyer issue IRREVOCABLE CORPORATE PURCHASE ORDER (ICPO).
- 3: Seller releases FULL CORPORATE OFFER and CONTRACT to the buyer.
- 4: Upon receipt of endorsed FCO and Completed Contract, the Seller issues to buyer "Transfer of Ownership" of the product allocation issued by the department of the Ministry of Energy.
- 5: Seller Legalizes and Registers Contract with its Allocation to obtain Transaction Deal Passport and Contract from Logistics/Transportation Company.
- 6: Seller and Buyer Meet for TABLE TOP MEETING (TTM) to discuss terms of Contract and Shipment in Seller or Buyer's Office. (This Clause is OPTIONAL).
 - Buyer shows the funds for the purchase of goods,
 - The seller shows POP.
7. After verification of POF and POP signing.
8. Seller's bank releases Non-Operative 2% Performance Bond to buyer's account.
9. Buyer issues Stand-By Letter of Credit on a one delivery.
10. Seller will release the POP documents:
11. Buyer issues DLC, MT103 or other acceptable method of Payment agreed between Seller and Buyer.