



REF: PT-08 QWER08-SC/FCO-WQAZX54/2018

END-BUYER/END-USER/MANDATE/AGENT/BROKER

Date of issue: 10th of August 2018

Due Date: 10th of December 2018

FULL CORPORATE OFFER

We, Southern Oil and Gas as End-Seller Company and the Title Holder of these mention products below confirmed with full corporate responsibilities under penalty and perjury that we are ready and capable to enter into a contract to sell the commodity .All the supply is guaranteed to meet the specifications and to pass the stringent requirements of SGS or equivalent. The sales and purchase contract would be in accordance with international standards and procedures.

All products are standard export grade. Prices are negotiable. Procedures are Non-Negotiable as the same were agreed upon after lengthy discussions. We do not provide proof of past performance, but in certain cases may require proof of buyer's past purchase.

Payment instrument: MT760, MT700, MT799, MT103, MT103/23, T/T.

Ports of loading: All safe Russian ports .

Delivery / Procedures: CIF ASWP, FOB, Contract.

Price: Fixed (Negotiable)

RUSSIAN MAZUT M100 10585/75

Quantity: 100,000 MT for the first month Trail and 500,000 MT for 11 months with Roll and Extension

CIF price: USD\$240 Gross / USD\$ 230 Net

FOB price: USD\$ 220 Gross /USD \$210 Net

Commission: USD\$ 5 / USD\$ 5

RUSSIAN GAS L0.2/26 GOST 305-82

Quantity: 100,000 MT for the first month Trial and 500,000 MT for 11 months with Roll and Extension

CIF price: USD\$ 260 Gross / USD\$250 Net

FOB price: USD\$ 520 Gross / USD\$240 Net

Commission: USD\$ 5 / USD\$ 5

AVAIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Quantity: 1,000,000 BBLs for the first month Trial and 5,000,000 BBLs for 11 month with Roll and Extension

CIF price: USD\$ 60 Gross / USD\$54 Net

FOB price: USD\$ 54 Gross / USD49 Net

Commission: USD\$ 3 BBL/ USD\$ 3BBL



RUSSIA EXPORT BLEND CRUDE GOST 51 858-2 002

Quantity: 100,000 BBLs for the first month Trial and 500,000 BBLs for 11 month with Roll and Extension
CIF: USD\$ 45 Gross / USD\$40 Net.

RUSSIA EXPORT BLEND CRUDE GOST 9965-76

Quantity: 100,000 BBLs for the first month Trial and 500,000 BBLs for 11 month with Roll and Extension
CIF: USD\$ 40 Gross / USD\$35 Net.

GASOLINE 93OCTANE RUSSIAN ORIGINS AND 89

Quantity: 100,000 MT for the first month Trial and 500,000 MT for 11 month with Roll and Extension.
CIF: USD\$ 200 Gross / USD\$190 Net.
FOB: USD\$ 180 Gross / USD\$170 Net.

LIQUIDIFIED PETROLEUM GAS [LPG] GOST 2 0448 – 90

Quantity: 100,000 MT for the first month Trial and 500,000 MT for 11 month with Roll and Extension.
CIF: USD\$ 230 Gross / USD\$220 Net.
FOB: USD\$ 200 Gross / USD\$190 Net.

LIQUIDIFIED NATURAL GAS [LNG]

Quantity: 1,000,000 MT for the first month Trial and 5,000,000 MT for 11 month with Roll and Extension.
CIF: USD\$ 200 Gross / USD\$190 Net
FOB: USD\$ 190 Gross / USD\$180 Net

VIRGIN FUEL OIL D6

Quantity: 8,000,000 to 16,000,000 gallons per month
USD\$ 0.62 Gross and U\$ 0.60 Net.

Specifications: Standard Export Quality:

Quantity: Minimum Quantity 100.000MT, maximum Quantity 1 million per monthly.

Delivery: CIF ASWP/FOB

Payment: By an Irrevocable revolving non-transferable documentary letter of credit: MT 760 /MT 103/2 3
Telegraphic Transfer.

Contract: 12 Months (twelve) with possible rollovers/ .

Inspection: SGS or similar by Seller.





PROCEDURE OF TRANSACTION A

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) with seller procedures along with Buyer Company Profile.
2. Seller issues draft Contract along with Commercial Invoice, Buyer sign and return.
3. All parties sign NCNDA/IMFPA.
4. Seller sends to Buyer, Commitment to supply and product availability in storage reservoir, Product Passport and Company registration certificate.
5. Buyer issue TSA & ATV for his leased Tank for Seller verification and confirmation. Then buyer proceeds to obtain the TSR from the hired tank farm after seller verification of the tank farm.
6. Injection commence as schedule and upon Completion of Product Injection, Seller releases Product Injection Report along with Dip Test Authorization (DTA) to buyer.
7. Upon satisfactory Dip Test Inspection carried out by the buyer / SGS, Buyer releases full cost of the product via MT103 TT wire transfer to Seller's nominated Account within 48 hours.
8. Seller immediately issues the Title Transfer of Product Ownership /Certificate of Ownership to buyer's company alongside with all necessary Export Document.
9. Seller pays all intermediaries involved in the transaction





PROCEDURE OF TRANSACTION B

1. Buyer issues official ICPO/LOI with CP
2. Seller issues draft contract with commercial invoice to buyer, buyer sign and return to seller for final endorsement.
3. Seller issues POP document to buyer.
 - a) Products Quality Passport,
 - b) Copy of Refinery Commitment,
 - c) Copy of Export License,
 - d) Copy of statement of availability of the Product,
 - e) Refinery Affidavit,
4. Buyer to utilize the services of nominated and approved tank farm for temporary storage in Primorsk.
5. Within a maximum of 72 hours Buyer sends to Seller the Tank Storage Agreement (TSA). Then Seller verifies the TSA and asks Buyer to provide Tank Storage Receipts (TSR) to receive the product in Primorsk.
6. Seller issue to Buyer the Dip Test Authorization (DTA).
7. Buyer conducts Dip Test and makes payment for the total product value and Seller transfer ownership title to Buyer and issues ATS simultaneously.
8. Seller pays commissions to Seller side and Buyer side intermediaries via MT103.





PROCEDURE OF TRANSACTION C

1. Buyer issues ICPO along with Company profile, Refinery verifies Buyer's ICPO with Company profile.
2. Seller issues Commercial Invoice, Buyer countersigns and returns Commercial Invoice.
3. Seller issues to Buyer POP document below;
 - Statement of Product Availability.
 - Analytical Report (Quantity and Quality of Product).
 - Bill Of Lading
4. Buyer extends tank storage for 5 days in Rotterdam Port to obtain current TSR and Inspection Permit for Buyer to perform SGS Inspection.
5. Upon successful dip test, buyer pays at sight via MT-103 or T/T.
6. Seller issues C.I.F contracts to be signed by seller and buyer.
7. Buyer lift product and Seller's bank release the commission to the mandates and intermediaries involved according to signed NCNDA & IMFPA agreement.





PROCEDURE OF TRANSACTION D

- 1.) Buyer issues ICPO along with Company profile, Seller verifies Buyer's ICPO with Company profile.
- 2.) Seller Issues Commercial Invoice (CI) and NCNDA Agreement.
- 3.) Buyer return countersigned Commercial Invoice to Seller with Tank Storage Agreement for due diligent.
- 4.) Seller verifies with the Tank Storage Agreement and proceeds with PPOP to Buyer:
 - (a) Statement of Availability of the Product,
 - (b) Passport Certificate of the Product,
 - (c) Bill Of Lading,
- 5.) Buyer verify with the PPOP and provide issue to Seller their valid and verifiable Tank Storage Receipt (TSR) and Authorization to inject (ATI) into tanks. Subsequent to receipt of buyer TSR and ATI, seller injects the product to the buyers' tanks.
- 6.) Subsequent to injection of the product in buyer tank, Buyer conduct DIP TEST (SGS OR EQUIVALENT) if needed, and confirms the Q&Q of the product injected into the storage tanks and releases payment for the product via Swift MT103. Seller issues to Buyer the Certificate of Title Ownership of the product in Buyer name and all documents relating to the exportation of the fuel and Buyer lifts the product.
- 7.) Seller issues C.I.F contracts to be signed by seller and buyer.
- 8.) Buyer issues revolving Financial Instrument valid for contract period within 5 days to Seller's Bank and monthly delivery commences as per agreed delivery schedule, terms and conditions by Contract.
- 9.) Buyer lift product and Seller's bank release the commission to the mandates and intermediaries involved according to signed NCNDA & IMFPA agreement.





PROCEDURE OF TRANSACTION F

1. upon acceptance of seller operational terms and procedure. Buyer Provides Irrevocable Corporate Purchase Order & Tank Storage Agreement addressed to the seller representative.
2. Seller verify Tank Storage Agreement and issue commercial invoice to buyer, buyer countersign and return back commercial invoice to seller.
3. Upon the receipt of countersigned commercial invoice, Seller issue the below proof of product to buyer:
 - * Product passport (Analysis Report)
 - * Q88.
 - * Ocean Bill Of Lading
4. Buyer provides Tank Receipt & Authorization to Inject into buyer tank from seller vessel, before Transhipment and provide to commence on transhipment.
5. Seller issue DTA to buyer, buyer visit port with their own SGS survivor to conduct Dip Test at Rotterdam port.
6. After SGS inspection is successful, buyer makes payment by MT103 or TT Wire transfer for the total product available after the result of buyer dip test result.
7. Seller change title of ownership to buyer's name and seller pays all intermediaries according to the signed NCNDA/IMFPA for monthly deliveries.

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PROCEDURE OF TRANSACTION G

1. upon acceptance of seller operational terms and procedure, Buyer Provides Irrevocable Corporate Purchase Order address to the seller representative.
2. Seller issues the TAKE OVER ADDENDUM to the buyer's, which The Buyer endorses and return.
3. Seller sends the previous buyer signed Sales & Purchase Agreement and Proof of Product PPOP listed above to the buyer alongside with Invoice for the Vessel Charter fees to re-route.
Vessel's Q88,
Bill Of Lading,
Re-Routing Payment Invoice,
Product Analysis Report.
4. Upon the Verification of the above documents by the Buyer, The buyer's pays Wire transfer of the total Vessel Charter fees to re-route the course of the Vessel Tanker within 48 hours to account nominate by Shipping Company.
5. Upon receipt of the payment, the Refinery transfers title to Buyers name and re-issue the Documents in Buyers name before the Vessel Tanker will be re-routed to the Buyer's discharge port.
6. Upon arrival of the cargo at the discharge port, the Buyer make payment for the product via T/T Wire transfer after CIQ/SGS Inspection before offloading commences.

Important Note: The original hard copies of the POP documents including the SGS Certificate or CIQ Clearance Certificate will be handover to the buyer's `by the vessel Captain at the discharge port.

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INSTRUCTION TO QUANLIFY BUYER FOR ALLOCATION.

Buyers who want to have (a) product(s) delivered quickly should at their own expense be ready to travel to Moscow from where they will be flown to the oil refinery for TTM, product inspection/ verification, dip test, etc. Those interested should contact the undersigned in order for us to arrange visa/invitation letter for them.

Please provide the following minimum info to receive the procedure/soft corporate offer. From one of our Refineries:

Product(s)
Specifications (If different from Russian export grade)
Quantity
Target Price (Every serious buyer must have a target price)
Spot or Contract
FOB or CIF
Port of Destination, if CIF
Preferred Payment Instrument.

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Your full introduction [name, experience, contact details, etc.] & exact relationship with the buyer (Mandate, Rep, etc.)

A valid ICPO with minimum 10-day validity should be addressed to the name (refinery official's/ mandates) to be advised only to the signatory buyer who officially confirms an unqualified acceptance of the seller's procedure. ICPO with pasted signature and/or cluttered with unrecognized names will not be acceptable. It should be clearly understood that an ICPO should be complete in every respect, such as, signatory buyer's complete physical address [No P.O. Box #], company registration number/VAT #, at least one alternate email, landline phone, mobile phone, color passport, banking details, etc.

The Our company will identify itself when issuing FCO/Draft Contract subject to satisfactory due diligence of the buyer company after receipt of a valid ICPO with seller's procedure incorporated therein verbatim. None of our Refineries will agree to work with a buyer's proposed procedure since our Refineries' procedures are fair, balanced and workable.

Should you have any questions, please contact. We mean business and hope you do, too.

Professionals with a minimum fifteen years' experience of the oil industry are invited to work with us as associates.

Warmest regards.

Dr.Pavel Igor Medev. (MBA. PhD)

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