

## SOFT CORPORATE OFFER

### FOB – ROTTERDAM B.V.

As per product specifications detailed herein, \*\*\*\*\* confirms that we are authorized to sell petroleum products to buyers who are ready, willing and able to purchase and take delivery of the commodity identified below, based on the following terms and conditions. We may offer final information which may amend the items listed below under the final SPA:

Commodity/Product:	D-2 Diesel Gasoil L-0.2-62 GOST 305-82
Origin:	Russian Federation
Specification:	Standard Export Quality Specification
Quantity:	50,000 metric tons first trial lift (FOB), and, then 500,000 metric tons per month thereafter, for twelve (12) months term contract, with increases, rolls and extensions.
Delivery Terms:	FOB PORT OF ROTTERDAM B.V.
Price:	The final sales price is variable base on the prior three (3) consecutive days average of NWE Platts -\$50.00 a metric ton. This price is capped in a minus swing of no lower that -\$50.00 a metric ton below the price of first delivery, during the duration of the contract.
Commission:	Seller's Side \$5.00 (Five-and NO/100 Dollars) (closed) and Buyer's Side \$5.00 (Five-and NO/100 Dollars).
Terms of Payment:	Buyer's bank to activate the payment by normal MT103 to Seller's bank. On execution of the SPA, within five (5) days, Buyer's bank issues transferrable Standby Letter of Credit MT760 or transferrable Documentary Letter of Credit MT700 to Seller's Bank.
Commissions:	The sales price to the Buyer (above) is NET.

### **FOB PURCHASING PROCEDURE – PORTS OF ROTTERDAM OR NOVOROSIYSK**

1. Buyer sends ICPO on receipt of Seller's Soft Offer. Seller issue SPA to Buyer, Buyer executes SPA.
2. Seller issues Commercial Invoice/CI, for the available quantity in the Seller's storage tank in delivery port to Buyer, Buyer signs and returns it to Seller within 24 hours. Buyer posts its bank credit instrument in accordance with the terms as stated in "Terms of Payment," above.
3. Seller issues Dip Test Authorization letter signed by Buyer and Seller only
4. Seller issues Tank Storage Receipt (TSR) to Buyer. Product Injection Report (PIR) Authority to Verify (ATV) with Terminal Control Tower Complete DTA attached with fresh SGS Report and Tank receipt to Buyer, Buyer order SGS to conduct Dip Test of the product in the Seller's Tank on Buyer's expense.
5. Upon successful Dip Test, Buyer has up to three days to inject the fuel into Buyer's Lease Storage Tank and Sellers submit the full injection report to the Buyer.

6. Upon confirmation of successful SGS, Buyer immediately make 100% payment by MT103 TT wire transfer for the total product and Seller pays commission to all intermediaries involved in the transaction within 24 hours after confirmation of the Buyer's payment.
7. The subsequent delivery shall commence according to the terms and conditions of the contract.

(NOTE: This procedure must be copied into Buyer's ICPO, "word-per-word," with no changes allowed. The procedures are subject to final change at time of delivery of the SPA to Buyer, as Seller purchases from numerous refineries.)

**Additional Special Terms and Conditions:**

The above stated Buyer's Procedure is subject to Seller's final Procedures with its supplier of the D-2. Should any changes in these terms be required, any such changes are subject to the final acceptance of the Buyer.

The Final Contract signed by both Seller and Buyer is the binding document. This FCO is non-binding and is valid for three (3) business days of this SCO

Prices are subject to change without prior notice. Product availability is subject to prior sale.

**D-2 DIESEL GASOIL L-0.2-62 GOST 305-82**

Density@20°C Kg/m <sup>3</sup>	0.87	Kg/m <sup>3</sup>	max 0.87
Color			Max 2
Flash Point PMCC	Degrees C	Min 57	max 62
Kinematic Viscosity@20, mm <sup>2</sup> /CST	CST	Min 3	max 6
Pour Point	Degrees C	(*)	max -10
Cloud Point	Degrees C	(*)	max -5
MercaptanSulphur			Max 0.01
Acidity, mg/1000 cm <sup>3</sup> of gasoil			Max 5
Lodine Number	g/100g		Max 6
Ash	%wt		Max 0.01
Total Sulphur	%wt	Min 0.02	max 0.05
Copper Corrosion (3hrs@50°C)			Max a1
CCR on 10% residues	%wt		Max 0.2
4 Cetane Index	45		Min 45
15 Distillation Range			
50% Recovered Volume	Degrees C		Max 280
90% Recovered Volume	Degrees C		Max 360
Bacteria MBC	Fibre/lt		Max 500
Bacteria CFU	Fibre/lt		Max 1000
Water			Max abs
Sediments			Max abs
Summer, From April to September	(Pour Point -5.0 degrees C)		
Summer, From April to September	(Cloud Point -0 degrees C)		
Winter, From October to March	(Pour Point -10.0 degrees C)		
Winter, From October to March	(Cloud Point -5.0 degrees C)		