



To: **Mandates/Agents and Exit Buyers**

We as authorized collaborative of our seller and representant of a Russian Petroleum Company, whos in legal representation of Russian Oil Refinery as authority in all Negotiation of Sales and Marketing of your products globally, hereby issue this Soft Corporate Offer with given terms and conditions and confirm our readiness and willingness to proceed straight to Sales Purchase Agreement upon acceptance of our term and conditions stipulated herein for the below products:

Grade: Russian Export Grade

Origin: Russian Federation

Commission structure: (conven)

Contract Term: 12 months minimum (with rolls and extensions)

Payments Term: MT103, BG or SBLC via MT760

POP: Provided as per documents list in contract

Inspection by: SGS/CIQ

CIF STANDARD TERMS AND PROCEDURE

1. Buyer sends LOI and NCNDA to ARZOIN LLC
2. Seller sends SCO with fixed price and commissions
3. Buyer confirms Soft Offer and acceptance of the Seller's procedures, issues ICPO with Seller's Procedures incorporated on the ICPO.
4. Seller issues Draft Contract and sends it to the Buyer. Buyer returns the counter signed Contract duly signed to Seller Company, with a letter of acknowledgement and scanned copies of the buyer's company registration and international passport copy of buyer.
5. Seller reviews signed contract, seal and return a copy of the signed and sealed contract, both parties lodge with their respective banks.
6. Buyer to provide the company BCL from the company's bank account, before they proceed in the issuance of Swift. Buyer issues according to method of payment to Sellers account the SWIFT MT199 (for cash payments) or SWIFT MT799 (for letter of credit payments), notifying the availability of funds and readiness to issue the instrument before receiving of the partial POP (PPOP).
7. Seller releases to the Buyer the Partial POP Documents:
 - a. Company Registration Certificate.
 - b. Company tax identification/registration Certificate.
 - c. Refinery Commitment to produce.
 - d. Refinery affidavit.
 - e. Statement of availability of product.
 - f. Refinery Product quality passport (Analysis).
8. On confirmation of the receipt of the partial POP buyer must within 5 banking days issue the SBLC or BG (SWIFT MT760).
9. On confirmation of clause 6 by seller bank, Seller bank issues the Full POP documents listed below to buyer bank and the 2% PB.
 - a. Copy of License to Export, Issued By the Department of the Ministry of Energy.
 - b. Copy of Approval to Export, Issued By the Department of the Ministry of Justice.
 - c. Copy Of Statement of Availability of the Product.
 - d. Copy of the Refinery Commitment to Produce the Product.
 - e. Copy of the Transnet Contract to Transport the Product to the Port.
 - f. Copy of the Port Storage Agreement.
 - g. Copy of the Charter Party Agreement(S) To Transport the Product to Discharge Port.
 - h. Dip test Authorization, Tank receipt and SGS report.
 - i. Copy of Vessel Questionnaire 88
 - j. Copy of Bill of Loading.
 - k. Certificate of Origin.
10. Upon the confirmation of the buyer's SBLC by the seller's bank, both parties will sign NCNDA/IMFPA.
11. Upon receipt of the 2% PB & Full (POP) by buyer's bank, Buyer immediately notifies seller refinery of readiness.
12. Shipment commences as per contract schedule.
13. Within 5 working days of Vessel arrival, buyer release full payment via MT103 after CIQ or SGS at the destination port.
14. Seller pays all intermediaries accordingly within 72 hours.

Important Special Clause:

Buyer's Target prices are allowed for negotiation, all ICPO must be issued according to supplier's terms and procedures for better understanding and swift transaction.

Regards

Ing. José F. Moros
ARZOIN LLC

Our seller its Authorized to sell Crude Oil and Derivates of Russian Origin. for Logistics, Maritime, Oils, Storage Wells, Energy & Mine Sector. ANGOLA, ARGENTINA, BAHAMAS, BRAZIL, CHINA, CHILE, IRELAND, MOROCCO, MEXICO, PANAMA, PORTUGAL, QATAR, SENEGAL, SPAIN, UK and USA.