



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

FOB HOUSTON, ROTTERDAM, ALL RUSSIAN PORT, TERMS AND PROCEDURE

1. Buyer sends LOI and NCNDA to ARZOIN LLC
2. Seller sends SCO with fixed price and commissions
3. Buyer sends ICPO/CP to Seller on receipt of Seller's Soft Offer.
4. Seller issues draft contract along with commercial invoice, Buyer Signs and returns to Seller for final endorsement.
5. Seller issue: Partial Pop Document:
 - I. Product Passport (analysis)
 - II. Statement of Product Availability
 - III. Commitment letter to supply
 - IV. Authority to sell (ATS)
 - V. REFINERY REGISTRATION CERTIFICATE
 - VI. TAX CERTIFICATE
6. Buyer provides for seller, buyer's Tank Storage Agreement (TSA) for seller approval, upon the approval of buyer TSA, buyer provide to the seller their Tank Storage Receipt (TSR)
7. Seller issues the following FULL POP to buyer upon successful verification of the TSR by the seller.
 - I. DIP TEST AUTHORIZATION (DTA)
 - II. Notice of Readiness (NOR)
 - III. Delivery Schedule
 - IV. Pre-Injection Report
8. Upon Confirmation of act of transfer in buyers' name, seller issues to the buyer, Title of ownership certificate to be followed by all export documentation, Buyer Conduct DIP TEST.
9. Upon receipt of the DTA Buyer conducts dip test, after successful dip test, buyer Lift the product and pay at sight via MT103.
10. Lifting commence and buyers release payment instruments as agreed by both parties.
11. Seller pays commission to all involved mandates and intermediaries within 48 hours of receipt of payment for any lift by T/T wire transfer as mutually agreed in the NCNDA/IMFPA

NOTICE.- Upon presentation of the Injection Schedule, it is very possible that the Russian Ministry of Energy, request the following documents that must be submitted and that are very important for the completion of the transaction and presentation of the DTA, such documents may be the following:

PTAP.- Port Terminal Access Permit.

PTCC.- Port Terminal Clearance Code.

These documents, if requested, must be requested from your Tank Farm and must be submitted to access the Port.

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.