



CLOSED JOINT STOCK COMPANY "SARTRANSNEFTEGAZ"

ЗАО <<САРТРАНСНЕФТЕГАЗ>>

Адрес: 410005, ОБЛАСТЬ САРАТОВСКАЯ, ГОРОД САРАТОВ, УЛИЦА ИМ ПУГАЧЕВА Е.И., 161, 210

Телефон: +7 (499)-397-8326

Почта: sales@stneftegaz.ru

Факс: +7 (458)-004-7120

info@stneftegaz.ru

Веб-сайт: www.stneftegaz.ru

sartransneftegaz@stneftegaz.ru

To: Capable buyers / Buyers Mandate
Registration No: 1066450110814

SOFT CORPORATE OFFER

We CJSC "SARTRANSNEFTEGAZ" is a Russian Based oil and gas exploration, development production and exporting company, with full legal responsibility, due hereby issue this Soft Corporate Offer with given terms and conditions as stated in this offer to confirm our readiness to execute a Sales and Purchase Agreement with end buyer, with the ability to supply the following commodity according to the terms and conditions stipulated in this soft corporate offer.

DIESEL ULTRA-LOW SULPHUR (ULSD 500 PPM)

Min. Quantity: 15,000 MT

Max. Quantity: 1,000,000 MT per Month

Price: \$235 Gross/ \$225 Net per MT on CIF

Price: GROSS \$225 USD / NET \$215 USD on FOB

COMMISSION STRUCTURE: \$5 USD per MT Buyer Side / \$5 USD per MT Seller Side.

DIESEL FUEL EN 590 (ULSD 10 PPM)

Min. Quantity: 15,000 MT

Max. Quantity: 1,000,000 MT per Month

Price: \$245 Gross/ \$235 Net per MT on CIF

Price: GROSS \$235 USD / NET \$225 USD on FOB

COMMISSION STRUCTURE: \$5 USD per MT Buyer Side / \$5 USD per MT Seller Side.

VIRGIN FUEL D6:

Quantity: From 500,000,000 -800,000,000 Gallons per Month

Price: GROSS \$0.65 USD / NET \$0.61 USD on CIF.

Quantity: Above 800,000,000 Gallons per Month

Price: GROSS \$0.63 USD / NET \$0.59 USD on FOB.

COMMISSION STRUCTURE: .2 cent \$USD Per Gallon Buyer Side / .2 cent \$USD Per Gallon Seller Side.

MAZUT- M100 GOST -10585-75 & 10585-99:

Quantity: From 20,000 -200,000 Metric Tons per Month

Price: Gross 245 USD / Net 235 USD on CIF.

Quantity: Above 200,000 -500,000 Metric Tons

Price: GROSS 235 USD / NET 225 USD on CIF.

FOB Price: 225 USD Gross / 215 USD Net.

COMMISSION STRUCTURE: \$5 USD per MT Buyer Side / \$5 USD per MT Seller Side.

AVIATION KEROSENE COLONIAL GRADE JP54:

Quantity: From 50,000 -500,000 Barrels per Month

Price: GROSS 36 USD / NET 32 USD per Barrels on CIF.

Quantity: Above 500,000 -1,000,000 Barrels

Price: GROSS 34 USD / NET 30 USD per Barrels on CIF.



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COMMISSION STRUCTURE: \$ 5 USD per MT Buyer Side / \$ 5 USD per MT Seller Side.

BASE OIL:

SN 100 - \$200 Gross / 190 Net

BS 150 - \$195 Gross / 185 Net

SN 150 - \$190 Gross / 180 Net

SN 300 - \$210 Gross / 200 Net

SN 500 - \$205 Gross / 195 Net

COMMISSION STRUCTURE: \$5 USD seller side and \$5 USD buyer side.

SPECIFICATIONS: STANDARD EXPORT QUALITY.

Delivery: CIF ASWP.

Payment: By an Irrevocable Non - operative Irrevocable non-transferable Letter of Credit via MT103/DLC MT700 /BG via MT760 for the monthly quantity of the product to Seller fiduciary account.

Contract: 12 Months with possible rollovers and Extension / Spot.

Inspection: SGS or similar by Seller.

LOADING PORT: VLADIVOSTOK, NOVOROSIYSK, PRIMORSK, SAKHALIN & NAKHODKA, ROTTERDAM. HOUSTON.

KICK BACK / MARK UP PRICE: ACCEPTED

* Application to be mandate directly to the End Seller Company / Refinery is welcomed and available.

No SGS Reports, or past fulfilled Contact will be presented as "Past Performance", for the following reasons:

* Violates formal Contract confidentiality between Buyer and Seller.

* Against Trade Regulations.

* Against stated SGS Policy.

Price list are negotiable in some terms.

Past Bill of Lading can be provided as past transaction performance.

CIF ASWP PROCEDURE:

1. Buyer issue ICPO addressed to CJSC "SARTRANSNEFTEGAZ" with banking details, corporate registration certificate or passport copy of authorized representative.
2. CJSC "SARTRANSNEFTEGAZ" approves and issues Draft Sales and Purchase Agreement for all parties to review and endorsed, buyer sign and return SPA.
3. CJSC "SARTRANSNEFTEGAZ" Register, Legalize and Notarize hard copy of the contract with ministry of Energy of the Russian Federation, and send the legalized / Notarized hard copies contract with the below listed partial POP Document to Buyer via government secured courier service, the courier expenses shall be borne by Buyer (\$8,550 USD),.
 - A. Statement of Product Availability,
 - B. Refinery Commitment to supply the product,
 - C. Certificate of Origin of the product,
 - D. Company License to Export,
 - E. Company Registration Certificate,
 - F. Tank Receipt



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G. Purchase Transaction Allocation Certificate

H. Product Passport (Analysis Test Report)

4. Both Parties Lodge the Final Contract with their Respective Banks.

5. Buyer's bank within Seven (7) banking days sends Swift a Non-operative irrevocable, nontransferable MT700 DLC for the monthly quantity of the product to Seller nominated account. Seller's bank will activate buyer's instrument by issuing 2% Performance Bond during 5 banking Days when receiving MT700 DLC.

6. CJSC "SARTRANSNEFTEGAZ" appoints and executes charter party agreement with the shipping Company and sends full proof of product (POP) and shipping documents to Buyer via Bank-to-Bank.

A) SGS Report

B) Certificate of Conformity

C) Full set of Bill of Lading (03 original copies)

D) Vessel Notice of Readiness (NOR)

E) Vessel Estimated Time of Arrival (ETA)

F) Marine Insurance Certificate

G) Material Safety Data Sheet (MSDS)

H) Vessel Q88 Document

I) Vessel details

J) Ullage Report

K) Cargo Manifest

L) Corporate Invoice

7. CJSC "SARTRANSNEFTEGAZ" issue NCNDA/IMFPA for all parties to sign and return back for our bank final endorsement.

8. Upon arrival of cargo and after successful SGS/CIQ at anchorage Buyer port, Buyer makes Payment for Product delivery to Seller's Bank via Telegraphic Transfer / SWIFT (MT103) within 72 hours.

9. Seller pays commission to registered intermediaries as per IMFPA within 48 hours.

10. Subsequent deliveries shall continue as per contracted schedule.

SELLERS COMMERCIAL TERMS FOR TTO/ON-BOARD CARGO:

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) with Guarantee Letter to take over Title of the product.

2. Seller issue draft (MOU/TTO) agreement to Buyer counter-sign and return back to seller along with Company Registration Certificate.

3. Seller receives the signed MOU/TTO-contract from the Buyer and legalizes the agreement with the Ministry of Energy, agriculture & trade Russian Federation, and within 48hrs, seller release the legalized signed/sealed M.O.U to buyer.

4. Buyer confirms the receipt of the legalized MOU and revert back immediately with an official letter of Readiness to take over the cargo with the supplier's commercial terms and condition and making the 5% down payment, which stands as the Allocation Security & Guarantee Deposit, on receipt and confirmation of the product documents as listed on 4.1.

4.1. Seller sends to Buyer the following documents for Buyer's confirmation.



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- A. Seller's company Registration Certificate.
 - B. Bill Of Lading-(in the name of Buyer as Consignee.)
 - C. Vessel Tanker Details-VTD.
 - D. Product Passport-Dip-Test Report.
 - E. Certificate of Origin
 - F. Proforma Invoice.
 - G. 5% Payment deposit Invoice.
 - H. Cargo Manifest.
 - I. Cargo Ullage Report.
 - J. Cargo's Q88.
5. Buyer within 3 days of confirms the goods documents, makes 5% down deposit of the total on-board cargo, which stands as an Allocation Security & Guarantee payment to the seller nominated bank by T/T Wire Transfer within 3 banking days, which shall be deducted from the total payment value of the take-over product.
 6. Seller releases the conducted SGS Test Report of the product with Dip-Test Authorization-DTA to Buyer to enable buyer company order SGS inspection team for Q & Q conformity analysis inspection upon goods/cargo arrival at the discharge port.
 7. Upon the successful completion of Dip-test inspection, Buyer makes the balance 95% payment by MT103 wire transfer for the total goods value, Seller transfers Title of ownership Certificate to buyer's name as the legitimate owner of the goods and commence trans-loading.
 8. Trans-loading commences immediately.
 9. Seller will release payments to the intermediaries involved within 48 hours of receiving the Payment for the product from the Buyer's bank.

If our terms and procedure are acceptable by the intending purchaser, kindly with the issuance of your LOI/ICPO address to CJSC "SARTRANSNEFTEGAZ" with our corporate procedure stated in it for our review and proceeding.

It is mandatory for all ICPO/LOI carry the refinery official terms and procedures.

ON BEHALF OF CJSC SARTRANSNEFTEGAZ
MR. AGEYEV ALEXEY NIKOLAEVICH
HEAD OF MANAGEMENT