SOFT CORPORATE OFFER
Date July, 04/2019
Valid till December, 28/2019

Russia Origin
Product: JP54
Quantity: 3 Million barrels
FOB Price: $38 Gross / Net $ 34 per Barrels (FOB Rotterdam)
Commission: $2 / $2

FOB(ROTTERDAM) PROCEDURES

1. Buyer review Seller's SCO and issues ICPO along with Tank Storage Agreement (TSA) and company profile

2. Seller issues Commercial Invoice (CI) for the available quantity in the storage tank to buyer, Buyer signs and return back to seller within 4 working days

3. Seller issues Dip Test Authorization (DTA) to buyer, buyer and Tank Farm sign the DTA respectively and at the same time, buyer Tank Farm issues TSR to the buyer which buyer present the signed DTA along with the TSR to the Seller.

4. Upon receiving of the signed DTA and TSR from the buyer, Seller issues the following POP documents:
   A) Product Passport
   B) Fresh SGS report (Not less than 48 hours)
   C) Export license
   D) Authority to Verify (ATV)
   E) Refinery Commitment to supply
   F) Statement of available of the availability of the product
   G) Certificate of origin
   H) Readiness to inject
   I) NCNDA/IMFPA

5. Upon buyer receiving of the POP, Seller orders SGS to conducts Dip test of the product in the buyers tank at seller's expense
6) Upon successful Dip test, buyer makes 100% payment for the first trial lift via TT wiring and Seller transfer ownership of the product to the buyer

7) Seller pays all intermediaries and Seller lift the product into buyer’s cargo.

8) Subsequent delivery commences

NOTE: If the buyer does not have TSA i.e Tank farm in Rotterdam, please inform the buyer to issue the ICPO as given and we as the Seller Mandate can assist the buyer secure a reliable tank in Rotterdam to enable the buyer carry out successful Dip test. We awaits your buyer ICPO soon to enable us proceed immediately without any further delay.

BEST REGARD

PIANOFF VITALI SERGEEVICH
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