



Attention: POTENTIAL END-BUYER

## ZR - SOFT CORPORATE OFFER (SCO)

We hereby state and represent that it is our intention to SELL, and we hereby confirm that we are ready, willing, and able to SELL the following commodities as per the specifications, in the quantities, and for the prices as specified in the terms and conditions as stated below. This representation is made with full corporate authority and responsibility. Prices and procedures subject to change without notice. **Procedures are non-negotiable. Sell Side is CLOSED.**

### FUELS, CHEMICAL, FERTILIZER, EDIBLE OIL, AND AGRICULTURAL PRODUCTS PRICES, PROCEDURES, AND PORTS

#### FOB FUEL PRODUCTS HOUSTON, ROTTERDAM, FUJAIRAH, JURONG, AND QINGDAO

Fuel & Measurement	Min/ month	Max/ month	FOB Gross	FOB Net	Comm.
<b>PRODUCTS, QUANTITIES AND PRICES FOR HOUSTON AND ROTTERDAM</b>					
AVIATION JET FUEL A1, BBLs	350,000	3,000,000			\$1 / \$1
EN590 (USLD 10PPM), MT	20,000	300,000			\$5 / \$5
VIRGIN FUEL D6, Gallons	25MM	400MM			\$0.025/ea.
JP54, COLONIAL, BBLs	350,000	3,000,000			\$1 / \$1
DIESEL D2 GASOIL GOST 305-2013, MT	20,000	200,000			\$5 / \$5
WEST TEXAS INTERMEDIATE (WTI) BBLs	500,000	3,000,000			\$1 / \$1
<b>PRODUCTS, QUANTITIES AND PRICES FOR FUJAIRAH, JURONG, AND QINGDAO</b>					
AVIATION JET FUEL A1, BBLs	1,000,000	3,000,000			\$1 / \$1
EN590 (USLD 10PPM), MT	50,000	300,000			\$5 / \$5
VIRGIN FUEL D6, Gallons	50 MM	400MM			\$0.025/ea.
JP54, COLONIAL, BBLs	1,000,000	3,000,000			\$1 / \$1
MAZUT M100, GOST: 10585-99, MT	50,000	200,000			\$5 / \$5
EASTERN SIBERIA PACIFIC OCEAN (ESPO), BBL	50,000	3,000,000			\$1 / \$1
LIGHT CYCLE OIL, MT	50,000	300,000			\$5 / \$5

**FOB FUELS ADDITIONAL DETAILS / INFORMATION**

<b>ORIGIN</b>	<b>KAZAKHSTAN</b>
<b>SPECIFICATION &amp; GRADE</b>	<b>STANDARD QUALITY AND GRADE</b>
<b>PAYMENT TERM</b>	<b>T/T &amp; MT 103</b>
<b>CONTRACT TERM</b>	<b>SPOT / TRIAL + CONTRACT AFTER SUCCESSFUL LIFT</b>
<b>COMMISSION STRUCTURE</b>	<b>50% BUY SIDE (OPEN) / 50% SELL SIDE (CLOSED)</b>
<b>MODE OF TRANSACTION</b>	<b>TANK TO TANK (TTT) TANK TO VESSEL (TTV)</b>
<b>FOB LOCATION / LOADING PORT</b>	<b>STORED IN TANKS AT THE PORTS OF HOUSTON, ROTTERDAM, FUJAIRAH, JURONG, AND QINGDAO</b>

**NOTE ON THE USE OF FIDUCIARY RECEIVERS**

Sanction policies, along with their effects on International Banking practices, have dramatically affected the availability of funds when using foreign wire transfers. To facilitate timely transactions, our sellers will use regionally based fiduciary receivers rather than have funds sent directly to the refineries. A Fiduciary CIS and Relationship Letter will be provided upon request when engaged in a valid transaction.

**APPROVED TANK FARMS**

In an effort to streamline Tank to Tank transactions, the seller has approved TWO tank farms. Please obtain a TSA from either one of these international logistics suppliers BEFORE submitting orders on a Tank to Tank basis. All others will be rejected.

**Delcon Maritime** – Wayne Brooks, Operating Officer, [TankStorage@DelconTerminal.com](mailto:TankStorage@DelconTerminal.com), [www.DelconTerminal.com](http://www.DelconTerminal.com) (mention Dragon Industries for better service).

**Storage Logistics** – Max Ahart, Director, [Storage@StorageLogisticsLLC.com](mailto:Storage@StorageLogisticsLLC.com), [www.StorageLogisticsLLC.com](http://www.StorageLogisticsLLC.com).

## **I. FOB FUELS PROCEDURE: TANK TO TANK (TTT)**

1. Buyer issues ICPO, Company Registration Certificate and TSA.
2. Seller issues commercial invoice, Buyer signs and return commercial invoice along with an acceptance letter of commitment to execute transaction.
3. Seller issues to Buyer the below Partial POP Documents:
  - a. Statement of Product Availability.
  - b. Unconditional Commitment to Supply.
  - c. SGS Chemical Testing Application Form issued by Seller, to be signed by Buyer for processing of Fresh SGS.
  - d. Inspection Approval Letter to be signed by buyer's tank farm.
4. Upon confirmation of the above documents by Buyer, Seller issues to the Buyer the below Full POP Documents:
  - a. Injection Schedule.
  - b. Act of Transfer / Change of Ownership Documents.
  - c. Authority to Sell and Collect (ATSC)
  - d. Freshly Updated SGS Report (72 Hours).
  - e. Injection / Q&Q Report.
  - f. Tank Storage Receipt (TSR) with tank number, GPS coordinates and tank location.
  - g. Authorization to Verify (ATV) physical verification.
  - h. Unconditional Dip Test Authorization (DTA).
5. NCNDA/IMFPA is signed by all intermediaries / agents / mandates involved. Upon successful dip test by Buyer, Buyer presents its TSR and Seller injects product into Buyer's tanks and Buyer makes payment for the total value of product injected into the tanks by MT103/TT.
6. Seller pays all intermediaries / agents / mandates involved in the transaction. Upon satisfaction by Buyer, both Buyer and Seller sign contract for monthly delivery with rolls and extension.
7. Within 24 hours of the completion of the injection, the Seller pays commissions to all intermediaries involved for the initial lift and on all subsequent lifts.

## II. FOB FUELS PROCEDURE: TANK TO VESSEL (TTV)

1. Buyer issues ICPO along with Buyer's company certificate of registration.
2. Seller issues commercial invoice of the products in the storage tanks, Buyer signs and return commercial invoice along with an acceptance letter of commitment to execute transaction.
3. Seller issues to Buyer the below Partial POP Documents:
  - a. Statement of Product Availability in Storage Tank.
  - b. Tank Storage Receipt (TSR) with verifiable Barcode.
  - c. Notice of Readiness with tank farm contact details.
  - d. Tank Extension Invoice issued to the buyer by the tank farm where the product is stored.
4. Buyer makes payment and extends Seller's tank for **two** days (**within 2-3 days after receiving the tank extension invoice issued by the Tank Farm**) and obtains fresh TSR in its name, then secures the Clearance Access Entrance Permit (CAEP), Inspection Permit and Required Accreditation from the Tank Farm Company for Buyer's representatives & Inspection team to be allowed access/entrance into the Tank Farm Storage Facility Terminal and schedule appointment and conduct/execute the Quality & Quantity (Q&Q) Inspection in Seller's tank by SGS/CCIC or equivalent. (Buyer's financial responsibility). **NOTE: A physical meeting with the Tank Farm and/or entrance into the storage facility is only possible upon successful tank extension payment fee being paid to and confirmed by the Tank Farm.**
5. Upon completion of the above, Seller issues to Buyer Change of Ownership Title & Allocation and Transaction Allocation Certificate, the ATV with Physical Verification, Unconditional Dip Test Authorization (D.T.A) with full details of Tank operator and Tank Coordinate and sends to Buyer the Authorization to Sell & Collect (ATSC). Buyer conducts dip test and confirms the Q&Q of the product in the storage tanks. Upon successful dip test, Buyer sends their Charter Party Agreement (CPA) and Vessel's Q88 and Seller injects the product Into Buyer's exit Vessel.
6. Buyer makes payment by MT103 or T/T wire transfer for the total product available, Seller release to the Buyer all relevant Documents relating to the exportation of the product. Seller pays all intermediaries involved in the transaction.
7. Upon satisfaction and conclusion of the trial liftable transaction by Buyer, both Buyer and Seller sign contract for monthly delivery with rolls and extension.
8. Seller pays all intermediaries involved in the transaction NCNDA/IMFPA, and subsequently monthly contract shipment continues as per terms and conditions of the sales and purchase agreement contract between buyer and seller.

## FOB FUEL PRODUCTS VESSEL TAKE OVER

Fuel & Measurement	Min/ month	Max/ month	FOB Gross	FOB Net	Comm.
<b>AVIATION JET FUEL A1, BBLs</b>	1,000,000				\$1 / \$1
<b>JP54, COLONIAL, BBLs</b>	1,000,000				\$1 / \$1
<b>EN590 (USLD 10PPM) , MT</b>	50,000				\$5 / \$5
<b>VIRGIN FUEL D6, Gallons</b>	100 MM				\$0.025/ea.
<b>D2 GAS OIL, GOST: 305-2013, MT</b>	50,000				\$5 / \$5
<b>EASTERN SIBERIA PACIFIC OCEAN (ESPO), BBLs</b>	50,000				\$1 / \$1
<b>LIGHT CYCLE OIL, MT</b>	50,000				\$5 / \$5
<b>MAZUT M100, GOST: 10585-2013, MT</b>	50,000				\$5 / \$5
<b>NAPHTHA</b>	50,000				\$5 / \$5

<b>ADDITIONAL DETAILS / INFORMATION</b>	
<b>ORIGIN</b>	<b>KAZAKHSTAN</b>
<b>SPECIFICATION &amp; GRADE</b>	<b>STANDARD QUALITY AND GRADE</b>
<b>PAYMENT TERM</b>	<b>T/T &amp; MT 103</b>
<b>CONTRACT TERM</b>	<b>LIFTABLE + CONTRACT AFTER SUCCESSFUL LIFTABLE.</b>
<b>COMMISSION STRUCTURE</b>	<b>50% BUYER SIDE (OPEN) / 50% SELLER SIDE (CLOSED)</b>
<b>DELIVERY</b>	<b>VESSEL (TANKER) TAKE OVER (VESSEL REROUTE TO BUYER'S DESIGNATED DESTINATION PORT).</b>

### III. FOB FUELS PROCEDURE: VESSEL TAKE OVER (VTO)

1. Buyer issues an official ICPO with company registration license.
2. Seller issues Takeover of Contract MOU to buyer, buyer signs and returns the Takeover of Contract MOU with an official acceptance letter to execute the transaction.
3. Seller legalizes the Takeover of Contract MOU and within 48hrs release copies to buyer with the PPOP/Shipping Documents:
  - a. Bill of lading
  - b. Vessel tanker details Cargo manifest
  - c. Product Passport (Analysis Test Report)
  - d. 3% payment invoice
4. Upon receipt of the above documents by the buyer, buyer verifies product availability/vessel positioning via the vessel master/captain and shipping company; buyer within 48 hrs makes the 3% partial payment of the on-board product quantity as a transaction commitment and security guarantee deposit/payment via T/T-MT103 to seller's nominated fiduciary bank. (**Note: The 3% partial payment will be deducted from the product total value**). NCNDA/IMFPA is signed by all parties.
5. Upon receipt confirmation of the above payment, seller issues the Act of transfer/change of ownership title documents, loading port SGS Test Report, Product Approval to Export Certificate, Product Export License Certificate, Certificate of Origin, Authorization to Board the Vessel (ATB) and Dip test Authorization (DTA) and all shipping documents will be re-issued in buyer's name and vessel will be sent/rerouted to the buyer's discharge port.
6. Upon arrival of the vessel at discharge port and on successful discharge port SGS or equivalent inspection, buyer pays 97% balance payment of the total product value via T/T-MT103
7. Seller pays commission to all parties stipulated in the signed NCNDA/IMFPA within 72 hours.

## CIF TO ANY SAFE WORLD PORT FUELS

Fuel & Measurement	Min/ month	Max/ month	CIF Gross	CIF Net	Comm.
<b>JET FUEL</b>					
AVIATION JET FUEL (TURBINE) A1, BBLs	450,000	5,000,000			\$1 / \$1
AVIATION JET FUEL (KEROSENE) JP54, BBLs	450,000	5,000,000			\$1 / \$1
<b>DIESEL FUEL</b>					
DIESEL D2 GASOIL GOST 305-2013, MT	50,000	500,000			\$5 / \$5
DIESEL FUEL EN590 EURO 5 (ULSD 10PPM), MT	50,000	500,000			\$5 / \$5
DIESEL FUEL EN590 EURO 6 (ULSD 10PPM), MT	50,000	500,000			\$5 / \$5
DIESEL D2 AUTOMOTIVE GAS OIL {AGO}, MT	50,000	500,000			\$5 / \$5
DIESEL FUEL EURO 4 (ULSD 50PPM), MT	50,000	500,000			\$5 / \$5
ULTRA-LOW SULPHUR (ULSD) 15PPM, MT	50,000	500,000			\$5 / \$5
ULTRA-LOW SULPHUR (ULSD) 500PPM, MT	50,000	500,000			\$5 / \$5
ULTRA-LOW SULPHUR (ULSD) 1000PPM, MT	50,000	500,000			\$5 / \$5
MARINE FUEL / GAS OIL (MGO), MT	50,000	500,000			\$5 / \$5
AUTOMOTIVE DIESEL OIL (ADO), MT	50,000	500,000			\$5 / \$5
<b>VIRGIN D6</b>					
VIRGIN FUEL D6, Gallons	25MM	400MM			\$0.025/ea.
<b>LPG</b>					
LIQUEFIED PETROLEUM GAS (LPG) BUTANE 50 / PROPANE 50, MT	50,000	500,000			\$5 / \$5
LIQUEFIED PETROLEUM GAS (LPG) 60/40, MT	50,000	500,000			\$5 / \$5
LIQUEFIED PETROLEUM GAS (LPG) 70/30, MT	50,000	500,000			\$5 / \$5
LIQUEFIED PETROLEUM GAS C4, MT		500,000			\$5 / \$5
<b>MAZUT</b>					
MAZUT M100, MT	50,000	500,000			\$5 / \$5
<b>CRUDE OIL</b>					
RUSSIAN EXPORT BLEND CRUDE OIL GOST 51858-2002 (REBCO), BBLs	500,000	5,000,000			\$1 / \$1
RUSSIAN EXPORT BLEND CRUDE OIL GOST 9965-76 (REBCO), BBLs	500,000	5,000,000			\$1 / \$1
EASTERN SIBERIAN PACIFIC OCEAN (ESPO) CRUDE OIL, BBLs	500,000	5,000,000			\$1 / \$1
<b>LNG</b>					
LIQUIFIED NATURAL GAS (LNG), MT	50,000	500,000			\$5 / \$5
<b>LCO</b>					
LIGHT CYCLE OIL, MT	50,000	500,000			\$5 / \$5
<b>NAPHTHA</b>					

<b>NAPHTHA, MT</b>	50,000	500,000			\$5 / \$5
<b>BITUMEN</b>					
<b>BITUMEN 30/40, MT</b>	50,000	500,000			\$5 / \$5
<b>BITUMEN 40/50, MT</b>	50,000	500,000			\$5 / \$5
<b>BITUMEN 50/70, MT</b>	50,000	500,000			\$5 / \$5
<b>BITUMEN 60/70, MT</b>	50,000	500,000			\$5 / \$5
<b>BITUMEN 80/100, MT</b>	50,000	500,000			\$5 / \$5
<b>BITUMEN 100/120, MT</b>	50,000	500,000			\$5 / \$5
<b>BITUMEN VISCOSITY GRADE-10 (VG-10) , MT</b>	50,000	500,000			\$5 / \$5
<b>BITUMEN VISCOSITY GRADE-20 (VG-10) , MT</b>	50,000	500,000			\$5 / \$5
<b>BITUMEN VISCOSITY GRADE-30 (VG-10) , MT</b>	50,000	500,000			\$5 / \$5
<b>BITUMEN VISCOSITY GRADE-40 (VG-10) , MT</b>	50,000	500,000			\$5 / \$5
<b>GASOLINE (RONS)</b>					
<b>GASOLINE - 87 OCTANE, MT</b>	50,000	500,000			\$5 / \$5
<b>GASOLINE - 89 OCTANE, MT</b>	50,000	500,000			\$5 / \$5
<b>GASOLINE - 91 OCTANE, MT</b>	50,000	500,000			\$5 / \$5
<b>GASOLINE - 93 OCTANE, MT</b>	50,000	500,000			\$5 / \$5
<b>GASOLINE - 95 OCTANE, MT</b>	50,000	500,000			\$5 / \$5
<b>GASOLINE - 97 OCTANE, MT</b>	50,000	500,000			\$5 / \$5
<b>BASE OIL</b>					
<b>BASE OIL SN 100, MT</b>	50,000	500,000			\$5 / \$5
<b>BASE OIL SN 150, MT</b>	50,000	500,000			\$5 / \$5
<b>BASE OIL SN 300, MT</b>	50,000	500,000			\$5 / \$5
<b>BASE OIL SN 500, MT</b>	50,000	500,000			\$5 / \$5
<b>BASE OIL BS 150, MT</b>	50,000	500,000			\$5 / \$5
<b>N 40, MT</b>	50,000	500,000			\$5 / \$5
<b>FUEL OIL</b>					
<b>FUEL OIL CST 180, MT</b>	50,000	500,000			\$5 / \$5
<b>FUEL OIL CST 280, MT</b>	50,000	500,000			\$5 / \$5
<b>FUEL OIL CST 380, MT</b>	50,000	500,000			\$5 / \$5
<b>PET COKE</b>					
<b>PET COKE (ALL GRADES), MT</b>	100,000	750,000			\$5 / \$5



<b>CIF FUELS ADDITIONAL DETAILS / INFORMATION</b>	
<b>ORIGIN</b>	<b>GEORGIA, KAZAKHSTAN, RUSSIAN FEDERATION</b>
<b>SPECIFICATION &amp; GRADE</b>	<b>STANDARD EXPORT QUALITY AND GRADE</b>
<b>INSPECTION</b>	<b>CIQ, SGS OR EQUIVALENT</b>
<b>PERFORMANCE BOND (PB)</b>	<b>2% PERFORMANCE BOND (PB) IN FAVOR OF BUYER</b>
<b>PAYMENT TERM</b>	<b>T/T, MT 103, SBLC MT760 &amp; DLC MT700</b>
<b>CONTRACT TERM</b>	<b>TRIAL SHIPMENT + CONTRACT WITH ROLLS &amp; EXTENSION</b>
<b>COMMISSION STRUCTURE</b>	<b>50% BUYER SIDE (OPEN) / 50% SELLER SIDE (CLOSED)</b>
<b>SHIPMENT &amp; DELIVERY METHOD</b>	<b>CIF VIA VESSEL TO BUYER'S DESTINATION/DISCHARGE PORT</b>
<b>LOADING PORTS</b>	<b>PRIMORSK, VLADIVOSTOK, KOZMINO, NOVOROSSIYSK, SAKHALIN, UST-LUGA, POTI, BATUMI, SUKHUMI, AKTAU, ATYRAU, OSKEMEN, SEMEY, PAVLODAR ETC.</b>

#### **IV. CIF FUEL STANDARD BANKING PROCEDURE**

1. Buyer issues ICPO along with Buyer's company registration certificate.
2. Seller issues Sale & Purchase Agreement (SPA), Buyer review, amend (if necessary), signs, and return the SPA in WORD format to Seller within seven (7) banking days along with buyer's Client Information Sheet (CIS) and stating the exact bank issuing the Financial Instrument and the Financial Instrument issuer's Client Information Sheet (CIS) **"if different from the buyer's company name."** Seller sends Final Approved SPA to Buyer in PDF Format along with the Proforma Invoice for buyer's issuance of SBLC MT760 / DLC MT700 pre-advice or Ready, Willing and Able (RWA) MT999/199/799 to Seller's fiduciary bank confirming their readiness and capability to execute the transaction.
3. Buyer sends swift copy of their issued SBLC MT760 / DLC MT700 pre-advice or Ready, Willing and Able (RWA) MT999/199/799 to Seller's fiduciary bank. Upon confirmation, Seller issues to Buyer via email the following transaction documents (Partial POP):
  - a. Unconditional Commitment to Supply.
  - b. Certificate of Analysis (COA) also known as Product Passport.
  - c. Statement of Product Availability.
  - d. Commercial Invoice for the total 1st shipment product value.
4. Within seven (7) banking days, Buyer's bank in accordance with seller's verbiage issues swift fully funded SBLC MT760 or DLC MT700 to Seller's fiduciary bank account to cover the 1st shipment total product value and send swift copies sent to Seller to enable seller commence loading of product with the shipping company. Seller's bank issues 2% PB to Buyer's bank to activate Buyer's financial instrument within seven (7) days.

**NOTE: If due to any reason buyer can't issue the SBLC MT760 / DLC MT700 pre-advise or RWA MT999/199/799 in procedure #2, buyer is to request for the Commercial Invoice for the direct issuance of SBLC MT760 or DLC MT700 immediately after signing of the Contract. Meanwhile, the alternate solution to all is to request for invoice and make a REFUNDABLE/DEDUCTIBLE 3% security guarantee deposit of the total 1st shipment value via T/T Wire Transfer after signing of the contract. Upon confirmation, Seller will proceed straight into shipment and furnish buyer with the FULL POP Documents via bank to bank. The Duration of the financial instrument issuance must be more than 366 days.**

5. Upon Seller's bank successful exchange of instrument method with buyer's bank or REFUNDABLE / DEDUCTIBLE Security Guarantee Deposit/Payment of 3% of the total 1st shipment product value via T/T Wire to seller's fiduciary bank, Seller to finalize loading within five to seven (5 to 7) working days. Seller invites buyer for visitation to witness the final inspection and TTM for negotiation of future transactions (Optional to Buyer). Seller loads product within six (6) international working days, signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank and registers & legalizes the contract and sends to Buyer the following Full POP Document by swift via bank to bank and a copy via email to buyer and representative. Seller sends one full set of ORIGINAL POP documents to our authorized Customs Clearance agent at destination port and sends one full set of

COPIES OF THE POP documents to the Buyer's address via DHL or FedEx, expedited (overnight) service and provides tracking numbers. (17 sets below):

- a. Copy of the Charter Party Agreement(s) to Transport the Product to Discharge Port.
- b. Act of Transfer/Change of Ownership Title.
- c. Certificate of Incorporation.
- d. Registered & Legalized Contract.
- e. Allocation Title Ownership Certificate.
- f. Copy of License to Export.
- g. Copy of Approval to Export.
- h. Port Storage Tank Agreement.
- i. Tank Receipt
- j. Certificate of Origin
- k. Notice of Readiness (NOR)
- l. SGS/Saybolt Certificate of Quality and Quantity, One (1) Original and three (3) copies.
- m. Cargo Manifest
- n. Vessel Ullage report
- o. Vessel Q88
- p. Bill of Lading
- q. Estimated Time of Arrival (ETA)

6. Buyer notifies seller by official written notice of his bank receiving seller's pop documents. Shipment commences as per contract schedule and product is shipped to buyer's designated discharge port and upon arrival of the cargo at the discharge port, buyer's inspection team carries out CIQ, SGS or equivalent inspection to ascertain quality and quantity.

7. Product is discharged into buyer's destination port/storage facility after successful inspection, Buyer release payment via swift fund transfer MT103/TT within 3 to 5 banking days to Seller for total shipment value after discharge of product at destination port/storage facility and receipt of the entire relevant shipping documents. Seller within 48 hours pays the intermediaries involved according to signed & notarized NCNDA/IMFPA. Second and succeeding shipments continue.

## CIF TO ANY SAFE WORLD PORT FERTILIZER, EDIBLE OILS, & AGRICULTURAL

Product & Measurement	Min/ month	Max/ month	CIF Gross	CIF Net	Comm.
<b>FERTILIZERS</b>					
UREA N46 - PRILLED, MT	10,000	500,000			\$5 / \$5
UREA N46 - GRANULATED, MT	10,000	500,000			\$5 / \$5
DAP – DI-AMONIUM PHOSPHATE, MT	10,000	500,000			\$5 / \$5
NPK, MT	10,000	500,000			\$5 / \$5
SULPHUR	10,000	500,000			\$5 / \$5
AMMONIUM NITRATE, MT	10,000	500,000			\$5 / \$5
MOP - POTASSIUM CHLORIDE/MURIATE OF POTASH, MT	10,000	500,000			\$5 / \$5
<b>EDIBLE OILS AND AGRICULTURE</b>					
SUNFLOWER OIL - CRUDE, MT	10,000	500,000			\$5 / \$5
SUNFLOWER OIL - REFINED, MT	10,000	500,000			\$5 / \$5
RAPESEED OIL - CRUDE, MT	10,000	500,000			\$5 / \$5
RAPESEED OIL - REFINED, MT	10,000	500,000			\$5 / \$5
RAPESEED OIL – CRUDE DEGUMMED, MT	10,000	500,000			\$5 / \$5
WHEAT, MT	10,000	500,000			\$5 / \$5

<b>CIF NON-FUEL ADDITIONAL DETAILS / INFORMATION</b>	
ORIGIN	<b>RUSSIAN FEDERATION / GEORGIAN / KAZAKHSTANI</b>
SPECIFICATION & GRADE	<b>STANDARD EXPORT QUALITY AND GRADE</b>
INSPECTION	<b>CIQ, SGS OR EQUIVALENT</b>
PERFORMANCE BOND (PB)	<b>2% PERFORMANCE BOND (PB) IN FAVOR OF BUYER</b>
PAYMENT TERM	<b>T/T, MT 103, SBLC &amp; DLC MT700</b>
CONTRACT TERM	<b>TRIAL SHIPMENT + CONTRACT WITH ROLLS &amp; EXT.</b>
COMMISSION STRUCTURE	<b>50% BUYER SIDE (OPEN) / 50% SELLER SIDE (CLOSED)</b>
SHIPMENT & DELIVERY METHOD	<b>CIF VIA VESSEL TO BUYER'S DISCHARGE PORT.</b>
LOADING PORT	<b>PRIMORSK, VLADIVOSTOK, KOZMINO, NOVOROSIYSK, SAKHALIN, UST-LUGA, POTI, BATUMI, SUKHUMI, AKTAU, ATYRAU, OSKEMEN, SEMEY, PAVLODAR ETC.</b>

## V. CIF NON-FUEL STANDARD BANKING PROCEDURE

1. Buyer issues ICPO along with Buyer's company registration certificate.
2. Seller issues Sale & Purchase Agreement (SPA), Buyer review, amend (if necessary), signs, and return the SPA in WORD format to Seller within seven (7) banking days along with buyer's Client Information Sheet (CIS) and stating the exact bank issuing the Financial Instrument and the Financial Instrument issuer's Client Information Sheet (CIS) **"if different from the buyer's company name."** Seller sends Final Approved SPA to Buyer in PDF Format along with the Proforma Invoice for buyer's issuance of SBLC MT760 / DLC MT700 pre-advice or Ready, Willing and Able (RWA) MT999/199/799 to Seller's fiduciary bank confirming their readiness and capability to execute the transaction.
3. Buyer sends swift copy of their issued SBLC MT760 / DLC MT700 pre-advice or Ready, Willing and Able (RWA) MT999/199/799 to Seller's fiduciary bank. Upon confirmation, Seller issues to Buyer via email the following transaction documents (Partial POP):
  - a. Unconditional Commitment to Supply.
  - b. Certificate of Analysis (COA) also known as Product Passport.
  - c. Statement of Product Availability.
  - d. Commercial Invoice for the total 1st shipment product value.
4. Within seven (7) banking days, Buyer's bank in accordance with seller's verbiage issues swift fully funded SBLC MT760 or DLC MT700 to Seller's fiduciary bank account to cover the 1st shipment total product value and send swift copies sent to Seller to enable seller commence loading of product with the shipping company. Seller's bank issues 2% PB to Buyer's bank to activate Buyer's financial instrument within seven (7) days.
5. **NOTE: If due to any reason buyer can't issue the SBLC MT760 / DLC MT700 pre-advice or RWA MT999/199/799 in procedure #2, buyer is to request for the Commercial Invoice for the direct issuance of SBLC MT760 or DLC MT700 immediately after signing of the Contract. Meanwhile, the alternate solution to all is to request for invoice and make a REFUNDABLE / DEDUCTIBLE 3% security guarantee deposit of the total 1st shipment value via T/T Wire Transfer after signing of the contract. Upon confirmation, Seller will proceed straight into shipment and furnish buyer with the FULL POP Documents via bank to bank. The Duration of the financial instrument issuance must be more than 366 days.**
6. 5. Upon Seller's bank successful exchange of instrument method with buyer's bank or REFUNDABLE / DEDUCTIBLE Security Guarantee Deposit/Payment of 3% of the total 1st shipment product value via T/T Wire to seller's fiduciary bank, Seller to finalize loading within five to seven (5 to 7) working days. Seller invites buyer for visitation to witness the final inspection and TTM for negotiation of future transactions (Optional to Buyer). Seller loads product within six (6)

international working days, signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank and registers & legalizes the contract and sends to Buyer the following Full POP Document by swift via bank to bank and a copy via email to buyer and representative. Seller sends one full set of ORIGINAL POP documents to our authorized Customs Clearance agent at destination port and sends one full set of COPIES OF THE POP documents to the Buyer's address via DHL or FedEx, expedited (overnight) service and provides tracking numbers. (14 sets below):

- a. Charter party Agreement to transport the product to discharge port.
  - b. Allocation Title Ownership Certificate.
  - c. Product Allocation Export Permit.
  - d. Trans-Neft Contract to transport the product to the loading port.
  - e. Port storage agreement.
  - f. Certificate of origin and customs declaration.
  - g. Certificate of Weight and Quality.
  - h. Certificate of Health Certificates of products
  - i. All of Inspection Reports of the Product in accordance with CCIC's Requirement.
  - j. Certificate of Weight and Quality.
  - k. Packing List.
  - l. SGS Quality and Quantity Certificate.
  - m. Bill of Landing.
  - n. Vessel Questionnaire 88.
7. The product SGS inspection charges will be borne by Seller at the loading port.
8. Loading & Shipment of product commences as per schedule. Upon Vessel's arrival and finalization of SGS at the destination port, Buyer releases payment via swift fund transfer within 15 banking days to Seller for total shipment value after the discharge of product at destination port and receipt of the entire relevant shipping and export documents. Seller within 48 hours pays the intermediaries involved according to signed & notarized NCNDA/IMFPA.