

**SOFT CORPORATE OFFER.  
JET FUEL AVIATION KEROSENE COLONIAL GRADE 54 (JP54)**

DATE: August 21<sup>st</sup>, 2016.

TO: END BUYER

REFERENCE: MR. ALDO GONZALEZ MENDOZA/MR. GEOFFREY LAMECK.

**ICPO TO:**  
**OAO "GERMES-MOSCOW"**  
**Attn. Vasilisa Prudnikova**  
**Via. Mr Tajul Arifin**

**Procedure A...Buyer can dip. test at seller's tank..**

**PRODUCT:** JP 54 and Jet A1 - FOB Rotterdam  
**QUANTITY FIRST TRIAL:** 2,000,000 BBL spot and  
**CONTRACT:** 5,000,000 BBL per month x 12 month with R&E  
**PRICE CONTRACT:** Platts Less USD 10 / USD 7 (Gross / Net)  
**FIXED PRICE:** \$30/\$27nett

**A-Procedures for Transaction:**

1. Buyer confirms soft offer and issues ICPO.
2. Seller issues Commercial Invoice to buyer, buyer signs and return.
3. Seller legalize and notarize signed Commercial Invoice with the appropriate authorities. Seller issues buyer:

- **Legalized/Notarized Commercial Invoice**
- **Company Registration Certificate**
- **Statement of Product Availability**
- **Authority to Sell (ATS).**
- **Conditional DTA.**
- **Tank Storage Agreement (TSA)**

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• **Tank Storage Receipt (TSR)**

4. Buyer extends tank storage for 5 days to obtain current TSR and DTA/Inspection Permit for buyer to perform SGS Inspection. Seller issues DTA for Dip. Test. at Seller's Tank.
5. Upon successful dip test, buyer pays at sight via MT-103 or TT.
6. Buyer lifts product and seller payout intermediaries involved as per NCNDA/IMPFA.
7. Buyer signs one year contract with Seller and issues SBLC.

**OR**

**B- Procedure Rotterdam**

1. Buyer confirms soft offer and issues ICPO.
2. Seller issues Commercial Invoice to buyer, buyer signs and return with TSA.
3. Seller legalize and notarize signed Commercial Invoice with the appropriate authorities under seller's expenses. Seller issues buyer:

- **Legalized/Notarized Commercial Invoice**
- **Company Registration Certificate**
- **Statement of Product Availability**
- **Authority to Sell (ATS).**
- **Conditional DTA.**
- **Tank Storage Agreement (TSA)**
- **Tank Storage Receipt (TSR)**

4. Buyer provides their TSR and ATV to seller. Seller provide DTA for Dip. Test.
5. Upon successful dip test, buyer pays at sight via MT-103 or TT.

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6. Buyer lifts product and seller payout intermediaries involved as per NCNDA/IMPFA
7. Buyer issues SBLC for contract.

**END OF SCO**