

TO: **BUYER / BUYERS MANDATE**
ATTN: **CEO / DIRECTOR**
VIA: **MASOOD UL HAQUE**

VIENNA / AUSTRIA
ISSUING DATE: 30.08.2021
EXPIRING DATE: 30.09.2021

Buyer's official ICPO should be issued and addressed as follow:

TO: **REFINERY of LUKOIL GROUP OF COMPANIES, RUSSIAN FEDERATION**
ATTN: **Export Director**
VIA: **ALPHA POINT ENERGY CONSULTING, VIENNA/AUSTRIA**
E: **energy@alpha-point.net**

SOFT CORPORATE OFFER (SCO)

We, ALPHA POINT ENERGY CONSULTING as an official authorized consultant/facilitator to LUKOIL GROUP OF COMPANIES, Russian Federation, with corporate and legal responsibility, under penalty of perjury confirms that we are ready, willing and able to supply the following petroleum products with terms and procedure stated below:

NOTE: Because of Russian Government and Authorities approvals this procedure is not open for Amendment/Negotiation. Real and ready buyers are to abide to the procedure and release their Irrevocable Corporate Purchase Order (ICPO) for further proceedings.

Product: see list below
Origin: Russian
Quality: Standard Export Quality
Quantity: Trial (= minimum quantity) see list below

Loading Port: Any Russian Port
Destination Port: FOB / CIF
Inspection: SGS only

Payment Terms: SBLC/MT760,
TOP World Banks only

AVAILABLE PRODUCTS

AVIATION KEROSENE JET A1

Minimum Quantity: 2,000,000 Barrel per Month,
Maximum Quantity: 5,000,000 Barrel per Month.
Price: Net USD 36 per BBL – FOB ROTTERDAM only !
Net USD 38 per BBL – CIF
Commission: APEC = USD 2 per BBL payable directly by the Buyer
BUYERS INTERMEDIARIES = US\$ 2 per BBL payable directly by the Buyer
USD 4 per BBL being deducted by the buyer from GROSS in order to pay all his intermediaries and APEC directly.

ALPHA POINT ENERGY CONSULTING (GBR) - C/O CORPORATE OFFICE - NEGERLEGASSE 2/6 – 1020 VIENNA / AUSTRIA
Head Company Register Court : GYÖR / HUNGARY – EU-ICO : HUOCCSZ.08-09-033036 – TAX ID : HU29205819
Managing Partner : Dr. Richard Hofstetter +++ M / WhatsApp : +43-676-930 1150 +++ E / energy@alpha-point.net

GAS OIL D2

Minimum Quantity: 50,000 MT per Month,
Maximum Quantity: 300,000 MT per Month.
Price: Net USD 305 per MT – FOB
Net USD 325 per MT – CIF
Commission: APEC = USD 5 per MT payable directly by the Buyer
BUYERS INTERMEDIARIES = USD 5 per MT payable directly by the Buyer
USD 10,00 per MT being deducted by the buyer from GROSS in order to pay all his intermediaries and APEC directly.

VIRGIN FUEL OIL D6

Minimum Quantity: 50,000,000 GAL per Month,
Maximum Quantity: 200,000,000 GAL per Month.
Price: Net USD 0,64 per GAL – FOB ROTTERDAM only !
Net USD 0,72 per GAL – CIF
Commission: APEC = USD 0,02 per GAL payable directly by the Buyer
BUYERS INTERMEDIARIES = USD 0,02 per GAL payable directly by the Buyer
USD 0,04 per GAL being deducted by the buyer from GROSS in order to pay all his intermediaries and APEC directly.

LIGHT CYCLE OIL - LCO

Minimum Quantity: 50,000 MT per Month,
Maximum Quantity: 300,000 MT per Month.
Price: FOB not possible
Net USD 335 per MT – CIF
Commission: APEC = USD 5 per MT payable directly by the Buyer
BUYERS INTERMEDIARIES = USD 5 per MT payable directly by the Buyer
USD 10,00 per MT being deducted by the buyer from GROSS in order to pay all his intermediaries and APEC directly.

DIESEL FUEL – EN590

Minimum Quantity: 50,000 MT per Month,
Maximum Quantity: 500,000 MT per Month.
Price: Net USD 235 per MT – FOB
Net USD 265 per MT – CIF
Commission: APEC = USD 5 per MT payable directly by the Buyer
BUYERS INTERMEDIARIES = USD 5 per MT payable directly by the Buyer
USD 10,00 per MT being deducted by the buyer from GROSS in order to pay all his intermediaries and APEC directly.

PETCOKE

Minimum Quantity: 20,000 MT per Month,
Maximum Quantity: 100,000 MT per Month.
Price: Net USD 47 per MT – FOB
Net USD 55 per MT – CIF
Commission: APEC = USD 5 per MT payable directly by the Buyer
BUYERS INTERMEDIARIES = USD 5 per MT payable directly by the Buyer
USD 10,00 per MT being deducted by the buyer from GROSS in order to pay all his intermediaries and APEC directly.

ALL PRICES ARE VALID TILL 30.09.2021 !!!

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REFINERY APPROVED TRANSACTION FOB PROCEDURE (TANK TO TANK)

(LRS/SUB-2021.08.04)

- Buyer issues ICPO with full Banking Coordinates & Company Registration
- Buyer issues an NCNDA / IMFPA to the facilitators/intermediaries for endorsement
- Seller issues Commercial Invoice (CI) to Buyer
- Buyer endorses CI within 48 hours
- Seller issues to buyer the following POP documents
 - Tank Storage Receipt (TSR valid for 48 hours)
 - Authorization to inspect (DTA valid for 48 hours)
 - Authority to verify (ATV)
 - Authority to sell and collect (ATSC)
- Buyer upon receipt of above POP documents, contacts tank farm for confirmation and arranging Dip Test.

Note.: Failure to make Dip Test within 48 hours will result in Buyer bearing reasonable costs of delay

- Upon Successful inspection, SGS or equivalent, Buyer releases the payment for total product via MT 103 and simultaneously releases commission to intermediaries as agreed per NCNDA / IMFPA.
- Seller transfer title to Buyer and Trans Loading / Tank Takeover commences
- Subject to a successful first lift, Seller and Buyer process SPA / Contract for 12 months with R&E.

REFINERY APPROVED FOB PROCEDURE (TANK TO VESSEL)

(LRS/SUB-2021.08.04)

- Buyer issues ICPO with full Banking Coordinates & Company Registration
- Buyer issues an NCNDA/IMFPA to the facilitators/intermediaries for endorsement
- Seller issues Commercial Invoice (CI), buyer signs and returns back to seller.
- Buyer provides to Seller CPA / Q88 (VESSEL) for seller verification and acceptance.
- Seller issues to buyer the next documents:
 - ATSC
 - PRODUCT PASSPORT
 - AVAILABILITY OF PRODUCT
- Buyer extend seller tanks for three (3) days and dip test is conducted immediately on sellers account.
- Seller injects into buyer's vessel and buyer conducts its own DIP TEST Inspection for Q&Q of the Petroleum Products
- Buyer successful Q&Q Dip test on the product, buyer makes the payment for the total value of product injected into the tanks through of MT103 /TT and simultaneously releases commission to intermediaries as agreed per NCNDA / IMFPA.
- Upon seller receives the payment for the product from the buyer, seller issues to buyer the Title ownership of the product and all exporting document of the product.
- Buyer lifts the product.
- Subject to a successful first lift, Seller and Buyer process SPA / Contract for 12 months with R&E.

CIF & TTO PROCEDURE (for SBLC MT760 or DLC/MT700)

(2021.08.05-LRS/SUB)

- Buyer issues ICPO must be with buyer company letterhead.
Buyer issues NCNDA/IMFPA to facilitator/intermediaries for endorsement.
- Seller issues Draft Contract (open for any amendments) to Buyer. Buyer signs, seals and returns the Draft Contract to Seller for final endorsement. Seller gives Partial proof of products.

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- Seller Irrevocable Commitment to Supply
 - Statement of availability of product
 - Certificate of origin
 - Certificate of ownership
 - Commercial invoice for the first value shipment
- Within 7 banking days, Buyer's bank sends **MT760 SBLC Or Irrevocable Operative DLC via MT700** according to seller's fiduciary bank verbiage to seller nominated fiduciary offshore bank account for first month shipment. Should buyer fail to issue payment instrument within 7 banking days, buyer will make cash deposit of \$320,000 USD by TT wire transfer for security guarantee to enable seller charter vessel and commence shipment, and this payment will be deducted from the total cost of product after inspection at discharge port, or legal action will be taken against buyer for default.
 - Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with 2% Performance Bond
 - Copy of license to export, issued by the department of the Ministry of Energy, Russian Federation.
 - Copy of Approval to Export, issued by the Ministry of Justice, Russian Federation.
 - Copy of statement of availability of the product.
 - Copy of the refinery commitment to produce the product.
 - Copy of Transnet contract to transport the product to the loading port.
 - Copy of the port storage agreement.
 - Copy of the charter party agreement to transport the product to discharge port.
 - Copy of Vessel Questionnaire 88.
 - Copy of Bill of Lading.
 - SGS Report at loading port.
 - Dip test Authorization (DTA) & ATB I) NOR /ETA
 - Certificate of Ownership Transfer
 - Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy.
 - Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer's discharge port within 5-24 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport.
 - Seller pay seller's intermediate agents and Buyer pay buyer's intermediate agents within 48 hrs.

With this SCO, all previous ones lose their validity.