

2011 AZ1000, BAKU, 44 NEFTCHILAR, AZERBAIJAN <u>www.oil-resources-ltd.com</u> sales@oil-resources-ltd.com



SOFT CORPORATE OFFER

AVAILABLE PRODUCTS

MAZUT M100 GOST–10585-99 RUSSIAN ORIGIN: Monthly Quantity: 50,000MT-1,000,000MT.Price FOB \$390 Gross/\$380Net. CIF \$400 Gross / \$390 Net.Commission: \$5/\$5.

RUSSIA D2GAS OIL GOST 305-82: Monthly Quantity: 50,000MT-1,000,000MT.Price Per MT: FOB \$390 Gross/\$380Net. CIF \$400 Gross / \$390 Net. Commission: \$5/\$5.

LIQUEFIED PETROLEUM GAZ. 50% PROPANE & 50% BUTANEMIX: Monthly Quantity: 20,000 MT-500,000 MT. Price Per MT: FOB \$380 Gross / \$370 Net. CIF \$390 Gross / \$380Net. Commission: \$5/\$5.

LIQUEFIED NATURAL GAZ. GOST5542-87: Monthly Quantity: 20,000MT-500,000MT Price Per MT: FOB \$380 Gross / \$370 Net. CIF \$390 Gross / \$380 Net. Commission: \$5/\$5.

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL RUSSIAN ORIGIN: Monthly Quantity: 500,000BBLS- 10,000,000BBLS, Price Per Barrel: FOB \$70 Gross/\$66Net. CIF \$ 80 Gross/ \$76 Net Commission: \$2/\$2.

DIESEL FUEL EN590: Monthly Quantity: 10,000MT - 300,000MT Price Per MT: FOB \$400 Gross/\$390 Net. CIF \$410 Gross / \$400 Net. Commission: \$5/\$5 Per MT.

GASOLINE 95 OCTANES: Monthly Quantity: 50,000MT-500,000MT Price Per MT: FOB \$310 Gross/\$300 CIF \$320 Gross / \$310 Net. Commission: \$5 / \$5.

BITUMEN OF ALL SPECIFICATIONS: Monthly Quantity: 5,000MT-150,000MT Price Per MT: Net\$330. FOB \$340 CIF \$360 Gross / \$350 Net. Commission: \$5/\$5.

JET FUEL A1 91/91: Monthly Quantity: 500,000BBLS-10,000,000BBLPrice Per BBL: FOB \$70 Gross/\$66 Net. CIF 80 Gross/ \$76 Net Commission: \$2/\$2.

RUSSIAN ESPO: Monthly Quantity: 500,000BBL- 10,000,000BBL Price Per BBL: FOB \$70 Gross/\$66 Net. CIF 80 Gross/ \$76 Net. Commission: \$2/\$2



2011 AZ1000, BAKU, 44 NEFTCHILAR, AZERBAIJAN <u>www.oil-resources-ltd.com</u> sales@oil-resources-ltd.com



AUTOMOTIVE GAS OIL (AGO): Monthly Quantity: 50,000MT-500,000MT Price Per MT: FOB \$310 Gross / \$300 CIF \$330 Gross / \$320 Net. Commission: \$5 / \$5

RUSSIAN EXPORT BLEND CRUDE OIL GOST 9965-76: Monthly Quantity: 500,000BBL- 10,000,000BBL BBL: FOB \$70 Gross/\$66 Net. CIF \$80 Gross /\$80 Net. Commission: \$2/\$2.

RUSSIAN EURO 4, 5: Monthly Quantity: 10,000MT - 300,000MT, Price Per MT: FOB Price: \$320 Gross / \$310 CIF \$310 Gross /\$300 Net. Commission: \$5/\$5.

DIESEL D6 VIRGIN LOW POUR FUEL OIL : Min. Quantity: 25,000,000 Gallon. Max. Quantity : 50.000.000 Gallon Per Week, FOB Price: \$0.75 Gross/\$0.71 Net Per Gallon, CIF Price: \$0.79 Gross/\$0.75 Net FOB Price. Commission: 0.2 Seller - 0.2 Buyer Side

LIGHT CRUDE OIL: Monthly Quantity: 10,000MT - 300,000MT, Price Per MT: FOB \$310 Gross / \$300 Net. CIF \$330 Gross / \$320 Net. Commission: \$5/\$5 Per MT.

RUSSIAN ESPO: Monthly Quantity: 500,000BBL- 10,000,000BBL Price Per BBL: FOB \$70 Gross/\$66 Net. CIF\$80 Gross /\$76 Net. Commission: \$2/\$2.





2011 AZ1000, BAKU, 44 NEFTCHILAR, AZERBAIJAN <u>www.oil-resources-ltd.com</u> sales@oil-resources-ltd.com



TERMS OF NEGOTIATION

CIF TRANSACTION PROCEDURE

1. Buyer issues ICPO must be with buyer company letterhead.

2. The Seller issues Draft Contract (open for any amendments) the

signs, seals and returns the Draft Contract to Seller for final endorsement along with buyer payment swift copy. Seller gives Partial proof of products as follow:

- a. Seller Irrevocable Commitment to Supply
- b. Statement of availability of product
- c. Certificate of origin
- d. Commercial invoice for the first value shipment
- e. Allocation declaration Letter

3. Within 7 banking days, the buyer's bank sends Irrevocable Operative SBLC via MT760 or

DLC via MT700 according to seller's fiduciary bank verbiage to seller nominated fiduciary offshore bank account in Switzerland,Latvia,Poland,Turkey for first month shipment. In any case buyer fail to issue payment instrument within 7 banking days, buyer will make cash deposit of \$380,000 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 the product after inspection at discharge port, or legal action will be taken against buyer for default.

4. Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with 2%

Performance Bond (PB2%).

a. Copy of license to export, issued by the dept of the Ministry of Energy Republic of Azerbaijan.

b. Copy of Approval to Export, issued by the Ministry of Justice, Republic of Azerbaijan.

c. Copy of statement of availability of the product.

d. Copy of the refinery commitment to produce the product.

e. Copy of Transnet contract to transport the product to the loading port.

f. Copy of the port storage agreement.

g. Copy of the charter party agreement to transport the product to discharge port.

h. Copy of Vessel Questionnaire 88.

i. Copy of Bill of Lading.

j. SGS Report at loading port.

k. Dip test Authorization (DTA).

I. NOR /ETA.

m. Certificate of Ownership Transfer.

n. Allocation Transaction Passport Code Certificate by Ministry of Energy.

2011 AZ1000, BAKU, 44 NEFTCHILAR, AZERBAIJAN <u>www.oil-resources-ltd.com</u> sales@oil-resources-ltd.com



5. 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.

6. Buyer releases payment to Seller by TT/MT103 upon receipt of the shipping documents and confirmation of the Q&Q by SGS/CIQ at destination port

1. Buyer issues Purchase Order upon receipt in acceptance of seller's Soft Offer.

2. Seller issues Draft Sales and Purchase Agreement Contract for buyer's review and signing.

3. Seller send's partial POP to Buyer via email:

(a) Statement of Availability of Product

(b) Commitment to Supply

(c) Product Passport

(d) Company Registration Certificate

(e)Product Allocation Export License

4. Seller appoints and signs charter Party Agreement with the buyer and the shipping Company. Buyer and Seller pay to the shipping company for transporting of the product to buyer's final discharge port.

5. Seller swift the full POP and 2% Performance Bond to buyer's bank. Buyer's Bank swift in return, the Irrevocable Non Transferable Documentary Letter of Credit to the Seller's Bank 6. Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port and after SGS/Q&Q or Equivalent inspection immediately Buyer's Bank releases the Total value of the shipping to Seller's Bank within 48hours (two banking days) By MT103.

WORKING PROCEDURES (FOB: Rotterdam/Houston/Azerbaijan/Kazhakstan Ports)

1) Buyer issues ICPO.

2) Seller issues Commercial Invoice (CI), buyer's signs and returns to Seller with his TSA, Seller verify buyer TANK FARM and make 3days tank lease payment to the buyer tank farm for the Injection Process.

3) Buyer pays his Tank Farm Company for 2 days tank storage costs, after his Tank Farm Company has received the buyer's payment the Seller Company pays 3 days cost (totaling) 5 days TSR

4) Seller injects into buyer tank and issues SGS, ATV and Unconditional DTA.

5) Buyer conducts Dip Test and makes the payment for the total value of product injected into the tanks through the means of MT103-TT.

6) Seller pays all intermediaries involved in the transaction, and subsequently monthly shipment

continues as per terms and Conditions of the sales and purchase agreement contract between buyer and seller

TTO TRANSACTION PROCEDURE

1. Buyer issue ICPO.

2. Seller Provides MOU and CI to be signed by buyer and seller.



2011 AZ1000, BAKU, 44 NEFTCHILAR, AZERBAIJAN www.oil-resources-ltd.com sales@oil-resources-ltd.com



- 3. Seller and Buyer endorse the CI and MOU.
- 4. Seller provide following documents:
- A. BILL OF LADING,
- B. VESSEL Q88,
- C. VESSEL DETAILS,
- D. ULLAGE REPORT, E. CARGO MANIFEST,
- F. PRODUCT PASSPORT (INDIGENOUS DIP TEST),
- G. CERTIFICATE OF ORIGIN
- H. STATEMENT OF PRODUCT AVAILABILITY.
- 5. Buyer pays 5% deposit.
- 6. Seller provides ATV on board and PRODUCT TITLE TRANSFER CERTIFICATE.
- 7. Buyer pays remaining balance in full After CIQ/GSG test confirms Q&Q.
- 8. Seller pays the commission to all intermediates and completes the deal.

THE SELLER "OIL RESOURCE	S LTD"		
The state of the s	ZIVEV OGLU SAB	IT	
JULY 17,202	5		