



**OBSHESTVO S OGRANICHENNOJ OTVETSTVENNOSTYU
OOO "VALYUNINSKOE"**

OOO.VALYUNINSKOE OIL COMPANY LLC

Address: RUSSIA, TYUMENSKAYA AREA, HANTI-MANSIJSKIJ AVT.
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OGRN (Primary state registration number): 1038602454582

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OKPO (All-Russian Classifier of Enterprises and Organizations): 71217983

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SOFT CORPORATE OFFER

We, OOO Valyuninskoe Oil Company LLC, a registered Mandate of PJSC LUKOIL of End Seller, hereby confirm under Penalty of Perjury, under International Law that our seller is ready, willing and able to sell the Russian LCO commodity as per the specification and quantity, price as specified in the terms and conditions stated below.

Commodity: AVIATION KEROSENE JET FUEL A1
Specification: Russian Origin Export Standard.
Quantity
(Minimum/ Maximum): 2,000,000,000 BBL per month for 12 months with R&E
Loading: Vladivostok, Kozmino or Nakhodka Port, Russia.
Delivery : FOR ROTTERDAM
SUPPLY: TANK TO VESSEL INJECTION
FOB Price: USD 36/32PER BBL (MINUS 8USD)
INSPECTION: SGS
Payment: MT 103 / Wire Transfer, upon successful Dip Test / Contract MT 103 / Wire Transfer / SBLC

TRANSACTION PROCEDURE: FOB / CI, DIP AND PAY (INCOTERMS 2020)

STEP 1. Buyer accepts seller working procedure and issue ICPO addressed to the seller refinery.

STEP 2. Seller issues commercial invoice (CI), buyer signs and return back the commercial invoice and tank storage Agreement (TSA).

STEP 3. Seller provides Buyer with the below listed PPOP Documents

- a.) Product Passport (product analysis report)
- b.) Irrevocable Commitment Letter to Supplier
- c.) Tank Storage Receipt (TSR)
- d.) Tank to Vessel Injection Agreement (TTVIA) to be signed by Buyer's Tank Farm.

STEP 4. Seller provides Buyer with SGS Report, Injection Report, And Unconditional DTA.

STEP 5. (NCNDA/ IMFPA) will be signed, buyer within 24 hours after successful Dip Test in seller's tank provide Tank Storage Receipt (TSR) Seller proceed for Tank to Tank injection and provide buyer with the injection report of the product into buyer tanks.

STEP 6. Buyer make payment for the total cost of product injection into buyer's tanks via MT103, seller transfer title ownership to buyer with all exportation documents required of the buyer for the transaction.

STEP 7.) Upon conclusion of the first lift transaction seller pays all intermediaries involved in the transaction and proceeds with the buyer to sign contract

PROCEDURE 2 (TWO)

STEP 1. The Buyer Issue ICPO with his International Passport Copy (Data Page) to the Seller.

STEP 2. The Seller issues NCNDA/IMFPA and SPA for 12 Months with R&E to review and sign

STEP 3. The Seller issues Commercial Invoice (CI) for the available quantity in the Seller's Storage Tank to the Buyer. The Buyer signs and return the CI to the Seller with their signed Tank Storage Agreement (TSA) and Tank Storage Receipt (TSR) for the Seller's Verification and Approval OR otherwise he must pay one day of extension to the bank of the refinery, this procedure substitutes the TSA and TSR, since it is the refinery that coordinates the whole process, both product and logistics.

STEP 4. The Seller issues the Partial POP documents as below and sends to the Buyer.

- a. Commitment to Supply**
- b. Certificate of Origin**
- c. Authorization to Verify (ATV)**
- d. Tank to Vessel Injection Agreement (TTVIA)**
- e. Unconditional DTA f. Fresh SGS (not older than 48 hours)**
- g. Tank Storage Receipt (TSR)**
- h. ATS – Authorization to Sell**
- i. Injection Report**

STEP 5. The Buyer conducts Dip Test in the Seller's Reservoir and provide Tank Details to the Seller, to commence injection of product into the Buyer's Tank. 2% Performance Bond by the Seller and submitted upon signing the contract as agreed by your party.

STEP 6. within Twenty-Four (24) hours, Buyer issues 100% TT wire transfer payment to the Seller. Seller apply for Buyer to transfer the title ownership to the Buyer.

STEP 7. The Seller pays commission to all the intermediaries

NOTE: 2% OF NON PERFORMANCE UPON SIGNING THE CONTRACT.

Yours Faithfully,

Company Seal and Signature

On behalf of Board and Management MR.

GORBARCHUK D. BOLESLAVOVISH

General Director

OOO VALYUNINSKOE Oil Company LLC, Russian Federation

