

ООО Tatneft-Trans
423570, Republic of Tatarstan,
Nizhnekamsk, industrial zone
Телефон : +7(495)-235-0142, (865)-766-30501;
ОГРН: 1021602497487, ИНН: 1651033505, КПП: 165101001, ОКПО: 58647278, ОКАТО: 92435000000



ООО «Татнефть-Транс»
423570, Республика Татарстан, г.
Нижнекамск, промзона
Почта: sales@tatneft-trans.ru

To: Buyers/ Buyer's Mandate

SOFT CORPORATE OFFER

We, ООО TATNEFT-TRANS" a refinery of petroleum products in the Russian Federation with full legal responsibility, under penalty of perjury hereby issue this Soft Corporate Offer with given terms and conditions as stated below.

We hereby confirm our readiness, willingness and ability to execute a Sales and Purchase Agreement with the below terms and procedures with your company.

PRODUCT

DIESEL GAS D2 OIL GOST 305-82 (SPOT/CONTRACT)
Quantity : 50,000 - 300,000 MT Per Month x 12 Months
TTO/CIF PRICE - USD 280 Gross - USD 270 Net
LIQUIDIFIED PETROLEUM GAS [LPG] GOST 20448 - 90 (SPOT/CONTRACT)
Quantity 50,000 MT - 300,000 MT per Month
TTO/CIF PRICE : GROSS US \$280/ NET US \$270 PER MT
DIESEL OIL EN590 (SPOT/CONTRACT)
Quantity : 50,000 - 300,000 MT Per Month x 12 Months
TTO/CIF PRICE : GROSS US \$280/ NET US \$270 PER MT
BASE OIL: SN500/SN150 (SPOT/CONTRACT)
Quantity : 50,000 - 300,000 MT Per Month x 12 Months
TTO/CIF PRICES: \$ 850Gross / \$ 840Net
RUSSIAN PETROLEUM COKE (SPOT/CONTRACT)
Quantity : 50,000 - 300,000 MT Per Month x 12 Months
TTO/CIF PRICE - USD 120Gross - USD 110 Net
EASTERN SIBERIA- PACIFIC OCEAN OIL PIPELINE (SPOT/CONTRACT)
Quantity: 500,000 - 5,000,000 Bbls. Per Month x 12 Months
TTO/CIF PRICE - USD 60Gross - USD 50Net

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ТТО "TANKER TAKE OVER"

1. Buyer confirm soft offer and issues an official ICPO
2. Seller issues Draft contract to buyer; Buyer returns countersigned contract to Seller with a letter of acceptance
3. Seller reviews signed contract and send a copy of the signed and sealed contract in PDF to the buyer.
- 4 seller releases to buyer the below listed partial pop document
 - a) Refinery Commitment to supply
 - b) Certificate of Origin
 - c) Statement of Availability of product
 - d) product quantity passport (analysis test Report)
 - e) Cargo Manifest
 - f) Bill of Lading
 - g) Vessel Tanker QQ
- 5 Seller shipping Agent shall inform by email to buyer's forwarding Agent at destination port notifying the cargo name and loaded cargo size and ETA. buyer forwarder agent contacts the vessel captain and conduct due diligence of the product availability.
6. Buyer makes 3% deposit by TT Wire/MT103 as guarantee to Seller's Nominated fiduciary bank account within (3) banking days. If the buyer fails to make the 3% payment within 72 banking days, contract will be Terminated.
7. Upon confirmation of the 3% TT Wire/MT103 deposit, Seller authorized their freight forwarder to release all shipping document to buyers shipping agent for preparation of their port clearance.
8. buyer contact the shipping company agent to re-direct the route to the vessel tanker to buyer destination port and seller transfer title owner to buyers name upon arrival of vessel at buyer discharge port, seller issue an authorization for buyer's rep and inspection team to board the vessel and conduct Q and Q inspection.
9. Within 3 working days of Vessel arrival, Buyer releases balance 97% payment via MT103 after CIQ/SGS at the destination port. Seller pays all intermediaries accordingly within 72hours.

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Note: The ICPO/LOI must be in buyer's letterhead with authorized signatory and stamp. It is mandatory that the document carries the buyer's bank and bank officer's contact information. The names and positions of the Company representative signing the LOI/ICPO must be clearly indicated. Otherwise, the document has no legal value; the documents must be fresh (recent date - the most 1-3 days old max.) The letterhead of the Company requesting the commodity must correspond to the Bank Account Holder on the banking information provided. Lastly, the ICPO must be addressed to the seller **ООО "TATNEFT-TRANS". VIA "Salakhov Ilshat Alfatovich"** as seller representative and must carry the seller's approved procedures as shown above. If your documents do not pass these verification points, please discuss them with your Buyers and get them corrected. This will save time in our process.

We look forward to a successful business relationship with your esteemed company

Sign and Seal:

Salakhov Ilshat Alfatovich

Sales Director

30:05:2022



TATNEFT