



OJSC ROSNEFT-KUBANNEFTEPRODUKT

Address: 350063, KRASNODAR REGION, CITY OF KRASNODAR, STREET KOMMUNAROV, 4
Email: knpoil@rosneft-knpoil.ru, export@rosneft-knpoil.ru
Contact Centre: +7 (915) 278-61-58 +7 (495) 203-85-44

PETROLEUM PRODUCT, GAS AND CRUDE OIL

Attn: WHOM IT MAY CONCERN

SOFT CORPORATE OFFER

OJSC ROSNEFT-KUBANNEFTEPRODUKT International product market operators, we hereby declare our willingness and a determined approach to acquire highest level of customer satisfaction. We offer informative opinions to our clients, hereby we issue Soft Corporate Offer to confirm availability of supply as mention petroleum product and proceed transaction with the following terms & conditions.

Some of the pivotal factors which allow us to satisfy our clients are: Quick order processing, Timely delivery of consignments, extensive customer support, and Quality tested products, we are ready to work with our buyers and establish successful partnership.

RUSSIAN LIGHT CYCLE OIL

Min. Quantity: 10,000 MT
Max. Quantity: 100,000 MT PER MONTH
CIF Price: \$150 GROSS / \$140 NET.

AVIATION KEROSENE COLONIAL GRADE 54 (JP54)

\$28.00 USD GROSS / \$26.00 USD NET
2,000,000 BBLs SPOT TRIAL FOB

AVIATION TURBINE JET FUEL A-1

\$28.00 USD GROSS / \$26.00 USD NET
1,000,000 BBLs SPOT TRIAL FOB

- | | |
|----------------------|--|
| 1. Origin: | Russian |
| 2. Monthly Delivery: | Min-50,000,000 MTS, 500,000 Barrels |
| 3. Destination Port: | ASWP/CIF/FOB |
| 4. Target Price: | TO BE AGREED UPON |
| 5. Payment Terms | MT103/TT -MT760 Payable 100% at sight |
| 6. Delivery: | Within 10-25 days after execution of SPA |
| 7. Shipments: | ASWP |



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TRANSACTION PROCEDURE

1. Buyer issue Irrevocable Corporate Purchase Order (ICPO) with Buyer's corresponding issuing Bank.
2. Seller issue Commercial Invoice for the Lift able Goods/Draft Contract 12 Months
3. Buyer Return Signed and Accepted Commercial Invoice/Draft Contract to Seller along with NCNDA/IMFPA signed by all buyer groups with commission structures.
4. Seller provides Charter Party Agreement from the shipping company to transport the product to buyer destination port. Buyer sign and return to seller.
5. Buyer issues SBLC MT760 to Seller nominated Bank Account for First Month Shipment within five (5) to ten (10) bank working days (whereby buyer fails to issue SWIFT in the next Five (5) to Ten (10) bank working days, Alternatively, buyer pay the Freight Charges to the shipping company to assure the transaction and the payment shall be deducted from the total cost of product.
6. Upon seller's receipt of SBLC MT760 shipping company confirmation of Freight Charges, loading commence as schedule and seller issues to buyer the full set of POP documents and 2% PB (Performance Bond) and full set of POP documents including SGS report by Bank-to-Bank Swift and by email to buyer.
 - Full POP Documents Listed Below:
 - The letter of guarantee of an oil refining
 - Copy of license to export issued by the ministry of energy
 - Copy of approval to export issued by the ministry of justice
 - Copy of statement of availability of the product
 - Copy of the refinery commitment to produce the product
 - Copy of TRANSNEFT contract to transport the Product to the Port
 - Copy of the Port Storage agreement
7. After completion of the Injection, the seller shall proceed providing buyer with the following pop:-
 - A. Product Passport.
 - B. Certificate of Origin.
 - C. Injection Report.
 - D. Recent SGS Quality Survey.
 - E. Authority to Sell and Collect.
 - F. Dip Test Authorization.
8. Buyer proceed with inspection of product with SGS agent in his own tanks.
9. Upon Buyer's successful Q&Q dip test on the product, Buyer makes the payment for the Total Value of the product injected into the Tanks through the means of TT/MT103.
10. Seller issues to Buyer the Title Ownership of the product and all Exporting Documents of the product.
11. Buyer lifts the product with his vessel Tanker.
12. Seller pays intermediaries as per NCNDA/IMFPA.

REFINERY WORKING PROCEDURES ROSNEFT

1. Buyer provide ICPO with seller working procedures
2. Seller issues commercial invoice, buyer sign and returns to seller accompanied with tank storage agreement.
3. Seller issues below PPOP documents / countersigned commercial invoice upon receipt and approval of the signed commercial invoice and tank storage agreement from buyer.
 - commitment and assurance letter to supply
 - product passport
 - notice of readiness
 - conditional dip test authorization (D.T.A) to be completed by all parties including buyer's tank farm company and upon completion of this, buyer returns to seller the D.T.A.
4. Seller issues the full pop documents and NCNDA/IMFPA below stated
 - fresh SGS / analysis report (not older than 48 hours)
 - tank receipt
 - pipeline injection report
 - dip test authorization (D.T.A)
 - certificate of product origin
 - authorization to sell and collect certificate (ATSCC)
5. Upon receipt of the above pop documents, buyer presents his testing officials (SGS/INTERTEK) to dip test the product and after a successful dip test, buyer provide his tank storage receipt (T.S.R) which contains its tank full details, and injection of the product commences
6. Buyer make 100% payment for the total product and seller pays commission to all intermediaries involved in the transaction within 24 hours after confirmation of buyer's payment.



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7. Seller and buyer sign the 12 months contract delivery after successful closing of the trial shipment.

FOB PROCEDURE.

1. Buyer accepts this seller operational procedures, the buyer provides their ICPO, cp, certificated of incorporation/company registration, corporate profile, buyer contact/banking information, copy of principal/signatory passport data page, TSA. CPA
2. The seller approved, and send the commercial invoice (ci) for the available quantity in the storage tanks. cpa for buyer completion, purchase and lift.
3. The buyer completes, signs/seal commercial invoice with its logistics company (as a guarantee of storage availability) within three days (3) business/banking days of receipt and return back.
4. Upon seller ci, acceptance, sends issues the following buyer for verification:
 - a) three (3)-day unconditional immersion test authorization (i.e. not more than seventy-two (72 hours) for SGS dip test & report from inspection of seller Rotterdam shore tank
 - b) tank storage receipt
 - c) Rotterdam shore tanks injection report
 - d) certificate of origin
 - e) product passport
 - f) authority to verify (ATV)
 - g) notarized and endorsed NCNDA/IMFPA by the seller and his bank
 - h) authorization to sell and collect (ATSC)
5. Upon successful completion of the above verification, SGS dip test and buyer approval of the SGS report, buyer tender their TSR & ATV to seller within five (5) or more days paid up tank storage for acceptance product and quantity thereof.
6. Upon seller TSR acceptance, seller will immediately inject the products to buyer's tankage and send the injection receipt to buyer.
7. The buyer begins product payment via bank transfer of mt103 or tt for the total amount of the product purchase to the designated seller bank/bank account. oil company pays beneficiary fee as per agreement (NCNDA/IMFPA), upon buyer product payment confirmations.
8. Seller issues draft spa to buyer to review for R&E monthly deliveries.
9. Buyer reviews and approves the spa and issues SBLC/IRDLIC irrevocable, nontransferable, auto revolving for 12 monthly shipment value, or documentary letter of credit for length of contract and for each lift per schedule. buyer pays after dip test by mt103 wire transfer on each monthly quantity
10. The subsequent delivery shall commence according to the terms and conditions of the contract

MR. SHULTS ANDREY YURIEVICH
GENERAL DIRECTOR
OJSC ROSNEFT-KUBANNEFTEPRODUKT
20.00.2021



PRINCIPAL BUYER SIGNATURE

ALEXANDER GLUSHENKO
SALES & EXPORT MANAGER
OJSC ROSNEFT-KUBANNEFTEPRODUKT

