



ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ «ГАЗПРОМНЕФТЬ-ВОСТОК»
Юридический адрес: 634045, Томская область, город Томск, улица Нахимова, дом 13а строение 1
ОГРН:1057002610378, ИНН:7017126251, КПП:701701001
Тел: (3822) 310-810

Validity: *This document is valid for 7 days beginning from the issued date.*

To: BUYER

SOFT CORPORATE OFFER

We, **ООО "GAZPROMNEFT-VOSTOK"** a refinery of petroleum products in the Russian Federation with full legal responsibility, under penalty of perjury hereby issue this Full 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

PRODUCT	Russian Aviation Kerosene 54 Jet Fuel
GRADE	GOST 10227-86
QUANTITY	1,000,000 Bbls First Trial with 5,000,000 Bbls Monthly shipment
FOB PRICE	\$53 Gross/ \$50 Net

TERMS OF TRANSACTION

DELIVERY	FOB ROTTERDAM PORT
PAYMENT TERM	MT 103
ORIGIN	Russian Federation
INSPECTION	Any Universally Accepted Q&Q Inspection Company
COMMISSION	To be shared 50% each by both sides

TRANSACTING PROCEDURES



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FOB FREE ON BOARD

1. Upon acceptance of seller's Offer, buyer issues Purchase Order(ICPO) and Tank Storage Agreement.
2. Upon acceptance of buyer ICPO/TSA, Seller issues Commercial Invoice/ICC Warning Letter for buyer's review and signing.
3. Buyer signs the commercial invoice and returns to seller, the signed CI/ICC Warning Letter, seller issues the POP Documents as shown below:

- **Q&Q Report**
- **Ullage Report**
- **Clean-on-board Ocean Bill of Lading/Q88**
- **Export License issued by the Ministry of Energy**
- **Cargo Manifest**

4. Buyer conducts due diligence on the arriving loaded vessel and upon satisfaction buyer/Or its assignee provides its storage tank facility details.
NOTE: Storage tanks details which must include the following below; to enable the Vessel Captain to communicate with the tank farm operator prior vessel's arrival to access buyers tank terminal for injection.

- Valid Tank Receipt
- Notice of Readiness issued by Storage Tank Company
- Authority letter to verify/ Inject

5. Upon vessel arrival at Buyer's nominated port, Vessel Captain shall issue ATB to buyer's super cargo and inspectors inviting them to board the loaded vessel for Q and Q.
* NCNDA/IMFPA is signed by the involved parties.
6. Upon successful Q and Q including Dip Test, BUYER pays for product by Wire Transfer / Swift MT-103 into the Seller's account.
7. Seller releases original POP documents in buyer's name and Trans-loading commences.
8. Seller pays commissions to all intermediaries, Both Parties proceed with the signing for a 12 Months CIF AWSP contract upon completion of the first trial order.



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WE, OOO "GAZPROMNEFT-VOSTOK" HEREBY CERTIFY THAT THE INFORMATION ON THIS FULL COOPERATE OFFER IS TRUE AND CORRECT ACCORDING TO CONTENTS STIPULATED HEREIN.



SELLER'S SIGNATURE AND STAMP