



ООО "УНПЗ"

Добыча сырой нефти и нефтяного (попутного) газа
Хранение и складирование нефти
и продуктов ее переработки

ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ
"УСИНСКИЙ НЕФТЕПЕРЕРАБАТЫВАЮЩИЙ ЗАВОД"
ОГРН:1051100788650 ИНН/КПП 1106019606/ 110601001

169711, республика Коми, город Усинск, улица Строителей, 8
ТЕЛ: +7(495) 205 1542, +7 (926) 774 1638 Э: info@usinkynpz.ru; sales@usinkynpz.ru

Recipient: CAPABLE/FINANCIAL BUYERS ONLY
Attn: BUYER/END-BUYER
Title: DIRECTOR/C.E.O

OFFICIAL SOFT CORPORATE OFFER

We LLC "USINSKY OIL REFINING PLANT"/END SELLER under penalty of perjury hereby issue this Soft Corporate Offer with full power and authority with given terms and conditions and confirm our readiness to supply the following commodity according to the terms and conditions stipulated in this soft corporate offer.

| | |
|-------------------|---|
| RUSSIA ORIGIN: | D2-DIESEL GASL0.2/26GOST 305-82 |
| MINIMUM QUANTITY: | 30,000 MT PER MONTH WITH R&E |
| MAXIMUM QUANTITY: | 500,000 MT PER MONTH WITH R&E |
| CIF: | GROSS:\$250 USD / NET:\$240 USD PER MT |
| FOB: | GROSS:\$240 USD / NET:\$230 USD PER MT |
| COMMISSION: | BUYER SIDE:\$5 / SELLER SIDE:\$5 PER MT |

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|-------------------|---|
| RUSSIA ORIGIN: | MAZUT M100 GOST 10585/75 |
| MINIMUM QUANTITY: | 30,000 MT PER MONTH WITH R&E |
| MAXIMUM QUANTITY: | 500,000 MT PER MONTH WITH R&E |
| CIF: | GROSS:\$220 USD / NET:\$210 USD PER MT |
| FOB: | GROSS:\$210 USD / NET:\$200 USD PER MT |
| COMMISSION: | BUYER SIDE:\$5 / SELLER SIDE:\$5 PER MT |

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|-------------------|--|
| RUSSIA ORIGIN: | AVIATION KEROSENE COLONIAL GRADE A-1 |
| MINIMUM QUANTITY: | 1,000,000 BBL PER MONTH WITH R&E |
| MAXIMUM QUANTITY: | 2,000,000 BBL PER MONTH WITH R&E |
| CIF: | GROSS:\$42 USD / NET:\$40 USD PER BBL |
| FOB: | GROSS:\$40 USD / NET:\$38 USD PER BBL |
| COMMISSION: | BUYER SIDE:\$1 / SELLER SIDE:\$1 PER BBL |

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|-------------------|--|
| RUSSIA ORIGIN: | AVIATION KEROSENE COLONIAL GRADE JP54 |
| MINIMUM QUANTITY: | 1,000,000 BBL PER MONTH WITH R&E |
| MAXIMUM QUANTITY: | 2,000,000 BBL PER MONTH WITH R&E |
| CIF: | GROSS:\$40 USD / NET:\$38 USD PER BBL |
| FOB: | GROSS:\$38 USD / NET:\$36 USD PER BBL |
| COMMISSION: | BUYER SIDE:\$1 / SELLER SIDE:\$1 PER BBL |

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|-------------------|--|
| RUSSIA ORIGIN: | LIGHT CRUDE OIL (LCO)-CRUDE |
| MINIMUM QUANTITY: | 1,000,000 BBL PER MONTH WITH R&E |
| MAXIMUM QUANTITY: | 2,000,000 BBL PER MONTH WITH R&E |
| CIF: | GROSS:\$34 USD / NET:\$32 USD PER BBL |
| FOB: | GROSS:\$32 USD / NET:\$30 USD PER BBL |
| COMMISSION: | BUYER SIDE:\$1 / SELLER SIDE:\$1 PER BBL |

| | |
|-------------------|--|
| RUSSIA ORIGIN: | EASTERN SIBERIA-PACIFIC OCEAN (ESPO) |
| MINIMUM QUANTITY: | 1,000,000 BBL PER MONTH WITH R&E |
| MAXIMUM QUANTITY: | 2,000,000 BBL PER MONTH WITH R&E |
| CIF: | GROSS:\$34 USD / NET:\$32 USD PER BBL |
| FOB: | GROSS:\$32 USD / NET:\$30 USD PER BBL |
| COMMISSION: | BUYER SIDE:\$1 / SELLER SIDE:\$1 PER BBL |

| | |
|-------------------|--|
| RUSSIA ORIGIN: | REBCO GOST 9965-76 - GOST 51 858-2002 |
| MINIMUM QUANTITY: | 1,000,000 BBL PER MONTH WITH R&E |
| MAXIMUM QUANTITY: | 2,000,000 BBL PER MONTH WITH R&E |
| CIF: | GROSS:\$34 USD / NET:\$32 USD PER BBL |
| FOB: | GROSS:\$32 USD / NET:\$30 USD PER BBL |
| COMMISSION: | BUYER SIDE:\$1 / SELLER SIDE:\$1 PER BBL |

| | |
|-------------------|---|
| RUSSIA ORIGIN: | LIGHT CYCLE OIL (LCO)-DIESEL |
| MINIMUM QUANTITY: | 30,000 MT PER MONTH WITH R&E |
| MAXIMUM QUANTITY: | 500,000 MT PER MONTH WITH R&E |
| CIF: | GROSS:\$220 USD / NET:\$210 USD PER MT |
| FOB: | GROSS:\$210 USD / NET:\$200 USD PER MT |
| COMMISSION: | BUYER SIDE:\$5 / SELLER SIDE:\$5 PER MT |



OPERATIONAL PROCEDURE FOR FOB SINGAPORE AND ASIAN PORTS

1. Buyer issues ICPO with company registration certificate and buyer's Passport and CPA at Asian ports.
2. Seller Issue Commercial Invoiced with Vessel IMO NO: for buyer to signs and return back along with NCNDA/IMFPA for seller to sign and both parties confirm both signed/sealed document.
3. Seller Issue to Buyer the NOR (Notice of Readiness) to Commence the Injection of the product Along with below POP documents:
 - a) Product Passport (Dip Test)
 - b) Certificate of Origin
 - c) Proforma Invoice
 - d) Refinery certificate to supply
 - e) Indigenous analysis Report
 - f) Authorization To Sell (ATS)
4. Seller provides to Buyer Logistics Company while Buyer contact the Logistics Company to signed injection schedule agreement and get invoice for injection fees.
5. Buyer pay the injection fees via TT wire transfer Logistics Company's nominated account and provides TSR + ATV and ATI.
6. Upon confirmation of the Logistics fees by the Logistic Company, Seller issue DTA and buyer carry out inspection of the product in the Floating Storage Vessel through SGS Agent.
7. Buyer Successful carry Q&Q Dip Test on the product then injection of First Shipment from Floating Storage vessel commence into buyer's vessel commence as scheduled and signed by buyer and logistics company and sends injection report (in the name of Buyer as Consignee).
8. Buyer makes the payment for the Total Value of the Product injected into the Vessel Through the means of MT103-TT.
9. Upon Seller Receipt of the Payment, Seller issue to Buyer Title Ownership of the product and Export documents of the product.
10. Buyer Lift the product with its Vessel Tanker.
11. Seller Pays All Intermediary Involved as NCNDA/IMFPA in the Transaction, and Subsequently Monthly Shipment Continues as per Terms and Conditions.



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FOR THE MANAGEMENT OF (LLC "USINSKY OIL REFINING PLANT") (LLC "UNPZ") ENDORSEMENT ONLY

SIGNED/SEALED:

REPRESENTED BY: TITOV VITALY STEPANOVICH

POSITION: GENERAL DIRECTOR

(LLC "USINSKY OIL REFINING PLANT") (LLC "UNPZ")

REGISTRATION NUMBER: 007021062899

INN: 1106019606

KPP: 110601001

PSRN: 1051100788650

ОКТМО: 87723000001



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