



# АО "НОВОКУБАНСКРАЙГАЗ"

## VLADIKAVKAZGORGAZ OIL COMPANY LLC

ADDRESS: RUSSIA, 362000, RESPUBLIKA SEVERNAYA OSETIYA - ALANIYA, VLADIKAVKAZ, STR. TRANSPORTNAYA, D 12  
TIN (INN): 1501000934, KPP (tax registration reason code): 151601001, OKPO (All-Russian Classifier of Enterprises and Organizations):  
03316117, OGRN (Primary state registration number): 1021500673116

TEL/FAX: +7 926 2426400/ +7 925 1071378  
EMAL: [sales@vladikavkazgorgaz.ru](mailto:sales@vladikavkazgorgaz.ru)  
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JSC "VLADIKAVKAZGORGAZ"

Company Ref №: VKGOC/SCO-FOB/№511M-RU

Date of Issued: 11 M 2020

Date of Expiry: 30 Nov 2020

To: Buyer Company/Buyer Mandate

VII: "VOSTOK OIL"

NIKONOV OLEG VIKTOROVICH

[nikonovoleg.viktorovich.86@mail.ru](mailto:nikonovoleg.viktorovich.86@mail.ru)

### COMPANY FULL CORPORATE OFFER

NAO "VLADIKAVKAZGORGAZ" OIL COMPANY LLC is one of the leading reliable Russian oil and gas producing, supplying and exporting company with outstanding performance in the Russian petroleum industry and one of the top traders and exporters of petroleum products. NAO "VLADIKAVKAZGORGAZ" OIL COMPANY LLC key activities include oil and gas prospecting and exploration of hydrocarbon deposits, oil, gas and gas-condensate production, upstream offshore projects, processing, as well as oil, gas, and petroleum products supplying, transporting, distributing, marketing in Russia and globally

We, (NAO "VLADIKAVKAZGORGAZ" OIL COMPANY LLC) under penalty of Perjury hereby Confirm our Availability and Capability to Supply the under listed Products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specifications and pass through the stringent requirements of SGS or Equivalent. Financial statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiations. Only direct negotiations from end buyers, representative and mandates will be considered

### SPOT/12 MONTHS TRANSACTION

Product 1	Jet Fuel (Jet A-1/TS-1)
Origin	Russian Federation
Specification	International export Standard
Trial Shipment	1,000,000 bbls (+/- 5%)
Monthly quantity	2,000,000 bbls x 12 Months
Price	FOB Price: \$35 GROSS / \$30 NET
Payment	MT103
COMMISSION:	\$2/ \$2
Inspection	SGS, or Similar by Seller
Delivery	FOB Rotterdam Port/Russian Ports and Houston port,

Product 2	Aviation Kerosene (JP54) Colonial grade
Origin	Russian Federation
Specification	International export Standard
Trial Shipment	1,000,000 bbls (+/- 5%)
Monthly quantity	2,000,000 bbls x 12 Months
Price	FOB Price: \$35 GROSS / \$30 NET



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Delivery

FOB Rotterdam Port/Russian Ports and Houston port,

### REFINERY APPROVED PROCEDURE 1

1. Seller's Official Representative Issues a Soft Corporate Offer and Buyer sends ICPO, CP and Tank Storage Agreement (TSA) as proof of storage availability.
2. Seller verifies and issues Commercial Invoice (CI) for available quantity in the storage tank to include the Product specifications, along with Commitment to supply, Statement of Product Availability and buyer signs and returns CI to Seller along with ATV approved by their logistics Company for Seller verification purposes.
3. Upon receipt of the signed CI and ATV, Seller verifies and issues the POP documents:
  - a) Seven days Unconditional DTA
  - b) 48-hour fresh SGS Report issued in Rotterdam
  - c) Loading port injection report
  - d) Product Passport
  - e) Tank Receipt
  - f) ATSC
  - g) Bill of Lading
4. Upon successful verification of the POP documents, Buyer orders SGS report to conduct Dip Test of the product in Sellers Tanks at Buyers expense.
5. Following the completion of the Dip Test with results consistent to the specifications on the CI, Buyer provides ATI and Seller injects fuel into Buyer's leased storage tanks. Seller submits the full injection report to the Buyer.
6. Buyer makes 100% payment by MT 103 TT wire transfer for the total product and Seller pays Commission to all Seller Side Intermediaries as Buyer pays commissions to all Buyer Side Intermediaries Involved in the transaction within 24 hours after confirmation of the Buyer's payment.
7. Seller issues draft SPA to Buyer to review for R&E monthly deliveries.
8. Buyer reviews and approves the SPA and issues SLBC/ IRDLC irrevocable, nontransferable, Auto revolving for 12 monthly shipment value and Documentary Letter of Credit or Standby Letter of Credit for length of contract
9. The subsequent delivery shall commence according to the terms and conditions of the Contract, and mandates/intermediaries receive their commission according to monthly Deliveries by MT103 wire transfer on each monthly quantity.

### REFINERY APPROVED PROCEDURE 2

1. Buyer issues ICPO with company certificate, passport.
2. Seller issues Commercial Invoice (CI) for the available quantity in the seller storage tank in Rotterdam with ICC WARNING LETTER.
3. Buyer sign Commercial Invoice (CI) and then return with NCNDA/IMFPA and ICC WARNING.
4. Seller issues buyer the following documents:
  - Tank storage receipt.(TSR) with GPS coordination data
  - ATV (call/email)
  - Authorization to Sell and collect (ATSC).



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3 Seller leases and pay the Buyer tank for 3 days and Buyer does pay his Tank Farm Company for 3 Days after his Tank farm Company has received the payment from seller company.

4 Seller issues following PPOP document to Buyer

- A. tank Storage receipt (TSR) with GPS coordinate.
- B. injection Report
- C. Dip Test Authorization Letter (DTA)-Unconditional
- D. Authorization to sell and to collect (ATSC)
- E. Fresh SGS Report
- F. Authorization to physically verify (ATV)

5 Buyer conducts DIP Test on the product and makes the payment for Total value of product injected into the Tanks Through the means of MT103-TT.

6 Seller pays both sides mandates in the transaction and subsequently monthly shipment continues as per terms and conditions of the sales and purchase agreement contract between buyer and seller .

### REFINERY APPROVED PROCEDURE 5

1. Buyer issue ICPO with seller working procedure on it as transaction procedure with banking details and Buyer passport scan copy.
2. Seller issue commercial invoice of the product in tanks at port along with buyer sign and return back Commercial invoice to seller..
3. Seller provide to buyer the Products Passport, Tank Storage Receipt (TSR) together with dip test authorization (DTA) For buyer to contact the tank farm for dip test schedule, Buyer extend seller tanks and receives full tanks coordinates from the tank farm to enable SGS Inspection team or similar laboratory to have access to the tanks for dip test on each tank.
4. NCNDA/IMFPA will be signed by all intermediaries involve in the Transaction and forward to seller for endorsement, seller provide the full PPOP documents with Endorsed NCNDA/IMFPA.
5. Upon successful Dip Test in tanks and buyer SGS confirmation of Q&Q, buyer make payment for the total cost of product via MT103 within Forty Eight (48) hours and seller transfer title ownership to buyer and buyer lift product into vessel or completely take over seller tanks for further product storage.

**NT:** PLEASE KNOW THAT NON OF THIS WORKING PROCEDURE ON THIS FCO IS NEGOTIABLE

On Behalf of Management, Board and Directors of NAO "VLADIKAVKAZGORGAZ" OIL COMPANY LLC "

### SIGNATURE AND STAMP

SELLER SIGNATURE:

Sarkisov Gennadij Aleksandrovich  
SALES/EXPORT DIRECTOR

