



САМАРАНЕФТЕГАЗ

443071, САМАРСКАЯ ОБЛАСТЬ, ГОРОД САМАРА,
ВОЛЖСКИЙ ПРОСПЕКТ, 50
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ОГРН 1026300956990 ИНН 6315229162

OAO SAMARANEFTEGAZ
PUSHKIN ANDREI.A

FOB SPOT SOFT CORPORATE OFFER

OAO Samaraneftgaz is the largest oil and gas producer of Rosneft in the Samara region and the second largest in terms of production” with full legal responsibility, under penalty of perjury we hereby issue this Soft Corporate Offer with given terms and conditions as stated in this offer to confirm our readiness to execute a Sales and Purchase Agreement with end buyers, and the ability to supply the following commodity according to the terms and conditions stipulated in this soft corporate offer.

[] Commodity: JET A1 FUEL (AVIATION KEROSENE COLONIAL GRADE) RUSSIAN ORIGIN

Gross Price: USD \$43.00 Net USD \$40.00 PER BBL SPOT ROTTERDAM PORT

[] Commodity: D2 DIESEL GAS OIL L-0.2-62 GOST 305-82 RUSSIAN ORIGIN

Gross Price: USD \$ 345.00 Net USD \$335.00 PER MT SPOT ROTTERDAM PORT

[] Commodity: D6 FUEL OIL RUSSIAN ORIGIN

Gross Price: USD \$ 1.00 Net USD \$0.95 PER GALLON SPOT ROTTERDAM PORT

[] Commodity: MAZUT M100 GOST 10585-75 RUSSIAN ORIGIN

Gross Price: USD \$ 275 Net USD \$265.00 PER MT SPOT ROTTERDAM PORT

[] Commodity: MAZUT M100 GOST 10585-99 RUSSIAN ORIGIN

Gross Price: USD \$ 275.00 Net USD \$265.00 PER MT SPOT ROTTERDAM PORT

[] Commodity: UREA 46% PRILLED AND GRANULAR RUSSIAN ORIGIN

Gross Price: USD\$ 265.00 Net USD \$255.00 PER MT SPOT ROTTERDAM PORT

[] Commodity: REBCO RUSSIAN EXPORT BLEND CRUDE OIL GOST 9965-76

Gross Price: USD \$ 44.00 Net USD \$41.00 PER BBL SPOT ROTTERDAM PORT

[] Commodity: LPG (LIQUEFIED PETROLEUM GAS) RUSSIAN ORIGIN

Gross Price: USD \$ 385.00 Net USD \$375.00 PER MT SPOT ROTTERDAM PORT

[] Commodity: LNG (LIQUEFIED NATURAL GAS) RUSSIAN ORIGIN

Gross Price: USD \$ 355.00 Net USD \$345.00 PER MT SPOT ROTTERDAM PORT

[] Commodity: GASOLINE 93 OCTANE RUSSIAN ORIGINS

Gross Price: USD \$ 235.00 Net USD \$225.00 PER MT SPOT ROTTERDAM PORT

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TANKER TAKE OVER PROCEDURE ROTTERDAM:

1. Buyer accepts Seller's Soft Offer, buyer issues (ICPO) company registration certificate.
 2. Upon acceptance of buyer ICPO, Seller issues Commercial Invoice, Buyer signs the commercial invoice and returns to seller, seller issues to Buyer the below listed documents for Buyer to confirm product existence.
 - CLEAN-ON-BOARD OCEAN BILL OF LADING.
 - CARGO MANIFEST
 - NON-WOODEN PACKAGING REPORT.
 3. Buyer immediately Pay for Transfer of ownership title and also the vessel charges to his destination port, upon confirmation of the payment seller issue certificate of ownership on the Buyers name and lease the below document to Buyer.
 - a. Q&Q and Q88
 - b. ATB
 - c. Ullage Report
 - d. Export License
 - e. Cargo Manifest
- * NCNDA/IMFPA is signed by the involved parties.
4. Upon successful Q and Q including Dip Test, Buyer pays for total product cost by Wire Transfer / Swift MT-103 into the Seller's account.
 5. Seller releases original POP documents in buyer's name and Trans-loading commences.
 6. Seller pays commissions to all intermediaries, Both Parties proceed with the signing for a 12 Months FOB Rotterdam contract upon completion of the first trial order.



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