

**FOB SPOT SOFT CORPORATE OFFER (SCO)**

We GAZPROMNEFT-YAMAL is one of the Russia biggest oil refinery and is conceded to be a joint venture based around a liquefied natural gas plant located in Sabetta at the north east of the Yamal Peninsula, Russia. In addition to the LNG plant, the project includes production at the Yuzhno Tambayskoye gas field and the transport infrastructure, including the Sabetta seaport, as a matter of fact we are producing and exporting company under GAZPROM Refinery that specialized in LNG GAS/JET FUEL, with full legal responsibility, under penalty of perjury 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, with the ability to supply the following commodity according to the terms and conditions stipulated in this offer below here.

ORIGIN:	Russian Federation
LOADING PORT:	Vladivostok/Rotterdam/ primorsky krai,Novorossiysk, China, Sabetta port
INSPECTION: SGS:	Societe Generale de Surveillance or similar
METHOD OF PAYMENT:	MT103, TT wire Telegraphic Transfer
DELIVERY PORT:	FOB ROTTERDAM/RUSSIAN PORT
COMMISSION FOR MANDATES:	Seller side 50% / Buyer side 50%

<b>COMMODITY:</b>	<b>RUSSIAN ORIGIN JET FUEL (AVIATION KEROSENE COLONIAL GRADE) JET A1 (GOST 52050-2006)</b>
<b>GROSS PRICE:</b>	<b>USD \$85.00 Net USD \$80.00 PER BARREL FOB RUSSIAN/ROTTERDAM</b>
<b>COMMODITY:</b>	<b>REBCO RUSSIAN EXPORT BLENDS CRUDE OIL GOST 9965-76/RUSSIAN EAST SIBERIAN PACIFIC PIPELINE OIL (ESPO)</b>
<b>GROSS PRICE:</b>	<b>USD \$ 85.00 Net USD \$80.00 PER BARREL FOB RUSSIAN/ROTTERDAM</b>

## (B) TANK TO VESSEL STANDARD PROCEDURE:

- 1) Seller issue SCO to Buyer, Buyer review seller SCO and issue LOI/ICPO address to seller refinery company name.
- 2) Seller issues Commercial Invoice to Buyer, Buyer signs and returns back CI and thereafter contact seller Logistics/shipping agent and provide to Seller:
  - a. CHARTER PARTY AGREEMENT (CPA).
- 3) Upon confirmation and approval of Buyer CHARTER PARTY AGREEMENT (CPA) by the seller, Buyer request loading injection schedule from seller.
- 4) Seller issues to the buyer the NOR (Notice of readiness) to commence the injection of the product into buyer's vessel/ship and UNDITIONAL DIP TEST AUTHORIZATION(UDTA), Buyer conduct dip test in sellers tank and Injection commences as per agreed SPOT Lift Quantity.
- 5) After completion of the Injection, the seller shall precede providing buyer with the following POP: -
  - A. INJECTION/PRODUCT PASSPORT ANALYSES DIP TEST
  - B. COMMITMENT TO SUPPLY/TANK RECEIPT
  - C. AUTHORIZATION TO SELL THE PRODUCT.
  - D. COMPANY LICENSE AND EXPORT LICENSE.
  - E. FRESH SGS QUALITY&QUANTITY
- 6) Upon successful transmission of the product into buyer's vessel, Buyer makes the payment for the Total Volume of the product via TT Wire transfer/MT103.
- 7) Seller upon receiving the swift copy via TT Wire transfer payment for the total product volume, Seller issue Certificate of ownership on the Buyers name.

ADDRESS: 629007, YAMAL-NENETS AUTONOMOUS OKRUG, SALEKHARD, ST. REPUBLIC, D. 20 RUSSIA

EMAIL: SALES@GN-YAMAL.RU (TELEPHONE: +79267735104/+7 (925) 372-81-34/+7 (499) 398-55-64

8) Seller confirms Buyer payment and immediately releases payment to all intermediaries that Involved in the said transaction.

  


**Alisa Glazova.P.**

**GAZPROMNEFT YAMAL AERO**

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**Sales Export Director.**