



## SOFT CORPORATE OFFER

We "TATNEFT-AZS-SEVERO-ZAPAD, OOO ", the Seller hereby confirm under Penalty of Perjury, under International Law that we are ready, willing and able to sell the following commodity as per the specification and quantity/ price as specified in the terms and conditions stated below.

We further warrant and attest that this allocation has been fully confirmed as existing, is true and valid and is available for Sale & Purchase transaction. We further warrant and attest under penalty of perjury that we have full and complete legal rights and authority to sell this contract to prospective Buyer.

### PRODUCTS:

|          |   |
|----------|---|
| PRODUCT  | Gas Oil D2 Diesel   |
| GRADE    | Gost 305-82,  |
| QUANTITY | 50,000 - 300,000 MT Per Month x 12 Months                                 |
| PRICE    | FOB PRICE - \$220 Gross / 210 Net -----CIF PRICE - \$230 GROSS/ \$220 NET |

|          |   |
|----------|---|
| PRODUCT  | Ultra-Low Sulphur Diesel  |
| GRADE    | EN590, 10 PPM, 500 PPM  |
| QUANTITY | 50,000 - 300,000 MT Per Month x 12 Months                                   |
| PRICE    | FOB PRICE - \$220 Gross / \$210 Net -----CIF PRICE - \$230 GROSS/ \$220 NET |

|          |   |
|----------|---|
| PRODUCT  | Fuel Oil Mazut M100                       |
| GRADE    | GOST 10585-75 & 10585-99                  |
| QUANTITY | 50,000 - 300,000 MT per Month x 12 Months |



DATE: 05/04/2021

REF NO:TAT-45302M#009-FT

Valid till: 05 August 2021

To: Buyers/Buyer's Mandate

## FREE ON BOARD (FOB):

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, buyer sign and return back commercial invoice to seller.
3. Seller provide to buyer the Tank Storage Receipt (TSR) together with a 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 below documents.
  - I. Endorsed NCNDA/IMFPA.
  - II. Authorization to sell and collect.
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 and seller transfer title ownership to buyer and buyer lift product into vessel or completely take over seller tanks for further product storage.

Note: The ICPO/LOI must be in buyer's letterhead with authorized signatory and stamp. It is mandatory that the document carries the buyer's bank and bank officer's contact information. The names and positions of the Company representative signing the LOI/ICPO must be clearly indicated. Otherwise, the



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document has no legal value; the documents must be fresh (recent date – the most 1-3 days old max.)  
The letterhead of the Company requesting the commodity must correspond to the Bank Account Holder on the banking information provided. Lastly, the ICPO must be addressed to the seller "TATNEFT-AZS-SEVERO-ZAPAD, OOO ", REFINERY. VIA "MR. KHABIBULLIN AYDAR NURMUKHAMITOVICH " as seller representative and must carry the seller's approved procedures as shown above.

If your documents do not pass these verification points, please discuss them with your Buyers and get them corrected. This will save time in our process.

We look forward to a successful business relationship with your esteemed company

Sign and Seal:

MR. KHABIBULLIN AYDAR NURMUKHAMITOVICH

Director General

