



SOFT CORPORATION OFFER CIF

The undersigned Company TD TATNEFTEKHIM is a direct Mandate to supplier, we hereby confirm under Penalty of Perjury by International Law that we are legal to sell the following commodity as per the quantity / price as specified, in 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 order.

DIESEL D2 RUSSIAN GASOIL L-0.2-62 GOST 305-82

MINIMUM QUANTITY: 100,000 MT / 200,000 MT

SPOT SHIPMENT QUANTITY: 50,000 MT / 100,000 MT

DELIVERY TERMS: CIF-FOB-SPOT

**LOADING PORT: VLADIVOSTOK - NOVOROSSIYSK - KOZMINO - SEVERODVINSK
PRICE**

CIF GROSS USD \$ 480 / USD \$ 470 NET

FOB GROSS USD \$ 460 / USD \$ 450 NET

(COMMISSION USD \$10; \$5% BUYER SIDE / \$5% SELLER SIDE)

M100 - MAZUT 100 GOST 10585-99 & 10585-75

MINIMUM QUANTITY: 50,000 MT / 100,000 MT

SPOT SHIPMENT QUANTITY: 50,000 MT

DELIVERY TERMS: CIF-FOB-SPOT

**LOADING PORT: VLADIVOSTOK - NOVOROSSIYSK - KOZMINO - SEVERODVINSK
PRICE**

CIF GROSS USD \$ 200 / USD \$ 190 NET

FOB GROSS USD \$ 180 / USD \$ 170 NET

(COMMISSION USD \$10; \$5% BUYER SIDE / \$5% SELLER SIDE)

REBCO (RUSSIAN EXPORT BLEND CRUDE OIL) 51 858-2002

MINIMUM QUANTITY: 5,000,000 BBL / 10,000,000 BBL

SPOT SHIPMENT QUANTITY: 1,000,000 BBL / 2,000,000 BBL

DELIVERY TERMS: CIF-FOB-SPOT

**LOADING PORT: VLADIVOSTOK - NOVOROSSIYSK - KOZMINO - SEVERODVINSK
PRICE**

CIF GROSS USD \$ 43 / USD \$ 41 NET

FOB GROSS USD \$ 40 / USD \$ 38 NET

(COMMISSION USD \$2; \$1 BUYER SIDE / \$1 SELLER SIDE)

ESPO (EASTERN SIBERIA PACIFIC OCEAN)

MINIMUM QUANTITY: 5,000,000 BBL / 10,000,000 BBL

SPOT SHIPMENT QUANTITY: 1,000,000 BBL / 2,000,000 BBL

DELIVERY TERMS: CIF-FOB-SPOT

**LOADING PORT: VLADIVOSTOK - NOVOROSSIYSK - KOZMINO - SEVERODVINSK
PRICE**

CIF GROSS USD \$ 42 / USD \$ 40 NET



RUSSIAN HEAVY CRUDE OIL

MINIMUM QUANTITY: 5,000.000 BBL / 10,000.000 BBL
SPOT SHIPMENT QUANTITY: 1,000.000 BBL / 2,000.000 BBL
DELIVERY TERMS: CIF-FOB-SPOT

**LOADING PORT: VLADIVOSTOK - NOVOROSSIYSK - KOZMINO - SEVERODVINSK
PRICE**

CIF GROSS USD \$ 33 / USD \$ 31 NET
FOB GROSS USD \$ 29 / USD \$ 27 NET
(COMMISSION USD \$2; \$1 BUYER SIDE /\$1 SELLER SIDE)

RUSSIAN AUTOMOTIVE GAS OIL (AGO)

CONTRACT SHIPMENT QUANTITY: 100,000 MT / 200,000 MT
SPORT SHIPMENT QUANTITY: 50,000 MT / 100,000 MT
DELIVERY TERMS: CIF-FOB-SPOT

**LOADING PORT: VLADIVOSTOK - NOVOROSSIYSK - KOZMINO - SEVERODVINSK
PRICE**

CIF GROSS USD \$ 330 / USD \$ 320 NET
FOB GROSS USD \$ 300 / USD \$ 290 NET
(COMMISSION USD \$10; \$5 BUYER SIDE /\$5 SELLER SIDE)

RUSSIAN ORIGIN BASE OILSN 100/ BS 150 / SN150 / SN 300 / SN 500

Min. Quantity: 50.000 MT
Max. Quantity: 1.500.000 MT PER MONTH
CIF Price: \$370 Gross / \$360 Net PER MT
Max. Quantity: 1.300.000 MT PER MONTH
FOB Price: \$350 Gross / \$340 Net PER MT
Max. Quantity: 1.000.000 MT PER MONTH
FOB Price: \$330 Gross / \$320 Net PER MT
Max. Quantity: 1,200,000 MT PER MONTH

STANDARD OPERATION PROCEDURES CIF

1. Buyer issues ICPO with company registration certificate to seller upon receipt of soft corporate offer.
2. Seller issues ICC warning letter and Sales Purchase Agreement for buyer review and open for amendment.
3. Buyer signs the contract and send back to seller along with acceptance letter, Seller signs/seal and send to buyer in PDF.
4. Upon acceptance seller register and legalize the contract to the appropriate ministry department to issue the below POP document as follow.
 - a. Product Quality Passport Certificate.
 - b. Certificate of Product Origin.

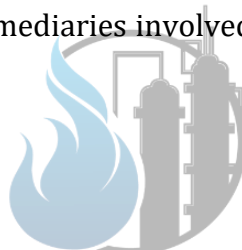


5- Buyer engages SGS to conduct FRESH DIP TEST on products in Seller's tanks at Buyer expense, Upon successful completion, seller issue NCNDA/IMFPA to all mandates for commission protection.

6- Upon successful DIP TEST in Seller's tank, Seller inject the product into Buyer's tank. Seller send report of injected products and Buyer makes payment for the total products available by MT103.

7- Seller issue buyer title of ownership certificate and all related export documentation, seller and buyer sign the monthly contract and buyer provides the banking instrument for contract.

8- Seller pays Commission to all intermediaries involved in this transaction as per signed and sealed NCNDA & IMFPA.



Signed,

Short name TD-TATNEFTEKHIM (INN: 1643015012)

Name, TIN of the head: Islamov Marat Minnenailevich

