



VOLNOVSKNEFT

410005, SARATOV REG., SARATOV G, VOLSKAYA UL, 91
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INN: 6454050638 OKPO: 55370741 OGRN: 1026403352140

TO: ALL POTENTIAL END BUYERS & BUYERS MANDATE

SOFT CORPORATE OFFER (SCO)

WE, VOLNOVSKNEFT LLC, HEREBY ISSUE THIS SOFT CORPORATE OFFER ON BEHALF OF OUR END SELLER/ REFINERY WITH GIVEN TERMS AND CONDITIONS AND CONFIRM SELLER/REFINERY'S READINESS AND WILLINGNESS TO SUPPLIER UPON ACCEPTANCE OF OUR TERMS AND CONDITIONS

Product: JP54 Aviation Kerosene Colonial Grade 54

Standard: GOST 10227-86
Quantity for Spot Shipment: 2 Million Barrels
Quantity for Contract: 5 Million Barrels/Month X 12 Months
Price: Gross USD 44/Barrel and Net USD 42/Barrel
Commission: USD 1/Barrel Seller side and USD 1/Barrel Buyer side

Product: A-1 Jet Aviation Fuel

Standard: GOST 10227-86
Quantity for Spot Shipment: 1 Million Barrels
Quantity for Contract: 5 Million Barrels/Month X 12 Months
Price: Gross USD 48/Gallon and Net USD 46/Barrels
Commission: USD 1/Barrel Seller side and USD 1/Barrel Buyer side

Product: Russia Virgin Fuel oil-D6

Standard: Virgin fuel oil
Quantity for Spot Shipment: 100 Million Gallons
Quantity for Contract: 500 Million Gallons/Month X 12 Months
Price: Gross USD 0.74/Gallon and Net USD 0.72/Gallon
Commission: USD 1/Gallon Seller side and USD 1/Gallon Buyer side

Product: D2 Diesel Fuel

Standard: GOST 10227-86
Quantity for Spot Shipment: 100K Metric Ton
Quantity for Contract: 200k MT/Month X 12 Months
Price: Gross USD 250/MT and Net USD 240/MT
Commission: USD 0.015/MT Seller side and USD 0.015/MT Buyer side

Origin: Russian federation

Specification: To be approved on CI

Inspection: SGS or INTERTEK

Term: Spot + Contract after successful closure of Spot shipment

Payment: Swift MT103



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PROCEDURES CI,DIP PAY FOB 1

1. Buyer submits ICPO.
2. Seller releases Commercial Invoice for the product available in tank.
3. Buyer signs and returns the Commercial Invoice to Seller.
4. Seller verifies Buyer's signed Commercial Invoice and issues the following POP to Buyer.
 - a) Copy of statement of availability of the product.
 - b) Copy of the refinery commitment letter
 - c) Copy of the product passport analysis
 - d) SGS Report before discharge at Rotterdam.
5. Upon confirmation of PPOP, Buyer contacts Seller's Tank Farm and extends Seller's tanks to enable him to do the Dip Test and lift the product.
6. Buyer makes payment for the full product via MT 103 and Seller pays intermediaries in accordance with the NCNDA.
7. Buyer makes arrangement for roll over contract continuation of the transaction

TANK TO VESSEL/TANK PROCEDURE

1. Buyer issues ICPO upon acceptance of seller's procedure + TSA/CPA for seller verification
2. Seller issues commercial invoice (CI) and Tank to Tank Injection (TTTI) OR Tank to Vessel Injection (TTVI) which must be sign by buyer and buyer logistics
3. Buyer signs and returns back commercial invoice CI
4. Seller legalized the CI + TTTI OR TTVI and provide buyer with legalized documents + listed PPOP.
 - Product Passport (product analysis report)
 - Irrevocable Commitment Letter to Supplier
 - Export license
 - Injection Report
 - Unconditional DTA/ATV
5. Buyer within 24 hours after successful dip test in seller tanks provide 5days tank storage receipt (TSR) or Q88 for seller to proceed for Tank to Tank Injection Or Tank to Vessel and provide buyer with the injection report of the product into buyer tanks/Vessel.



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6. Buyer make payment for total cost of product injected into buyer tanks/Vessel via MT103, Seller transfer title ownership to buyer with all exportation documents required of buyer for the transaction.
7. Seller and buyer sign one-year contract Upon conclusion of first lift transaction

Signs/seals

Kiselev Oleg Vyacheslavovich
General Director
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ВОЛЬНОВСКНЕФТЬ