



ОТКРЫТОЕ АКЦИОНЕРНОЕ ОБЩЕСТВО
"СТРЕЖЕВСКОЙ НЕФТЕПЕРЕРАБАТЫВАЮЩИЙ ЗАВОД"
ООО "СТРЕЖЕВСКОЙ НПЗ"

To: Buyers/Buyer's Mandate

SOFT CORPORATE OFFER

We, ООО "Strezhevoy Refinery" a refiner of petroleum products in the Russian Federation with full legal responsibility, under penalty of perjury hereby issue this Soft Corporate Offer with given terms and conditions as stated below.

We hereby confirm our readiness, willingness and ability to execute a Sales and Purchase Agreement with the below terms and procedures with your company.

PRODUCT

PRODUCT	Gas Oil D2 Diesel
GRADE	Gost 305-82, EN590. ULSD
QUANTITY	20,000 - 300,000 MT Per Month x 12 Months
PRICE	FOB PRICE - USD 270 Gross / 265 Net -----CIF PRICE - \$280 GROSS/ \$275 NET

PRODUCT	Fuel Oil Mazut M100
GRADE	GOST 10585-75 & 10585-99
QUANTITY	20,000 - 300,000 MT per Month x 12 Months
PRICE	FOB PRICE -USD 230 Gross / 220 Net-----CIF PRICE- \$290 GROSS/ \$260 NET

PRODUCT	Russian Export Blend Crude Oil (REBCO)
GRADE	GOST 51 858-2002
QUANTITY	500,000 – 3,000,000 Bbl. per Month x 12 Months
PRICE	FOB PRICE - USD 36 Gross / 30 Net-----CIF PRICE- \$40 GROSS/ \$38 NET

PRODUCT	Aviation Kerosene
GRADE	Jet A, Jet A1 & TS-1
QUANTITY	500,000 – 3,000,000 Bbl. per Month x 12 Months
PRICE	FOB PRICE - USD 34 Gross / 30 Net-----CIF PRICE- \$40 GROSS/ \$38 NET

PRODUCT	Liquefied Petroleum Gas (LPG)
GRADE	GOST 20448 – 90
QUANTITY	50, -000 - 300,000 MT per Month
PRICE	FOB PRICE - USD 225 Gross / 215 Net -----CIF PRICE \$260 GROSS/ \$240 NET

PRODUCT	Liquefied Natural Gas (LNG)
---------	-----------------------------



ОТКРЫТОЕ АКЦИОНЕРНОЕ ОБЩЕСТВО
"СТРЕЖЕВСКОЙ НЕФТЕПЕРЕРАБАТЫВАЮЩИЙ ЗАВОД"
ООО "СТРЕЖЕВСКОЙ НПЗ"

GRADE	GOST 5542-87
QUANTITY	50, -000 - 300,000 MT per Month
PRICE	FOB PRICE - USD 230 Gross / 220 Net-----CIF PRICE \$260 GROSS/ \$240 NET

PRODUCT	Fuel Oil Virgin (D6)
GRADE	GOST 5542-87
QUANTITY	200,000,000 GALS – 800,000,000 GALS per Month
PRICE	FOB PRICE - USD 0.76 Gross / 0.70 Net -----CIF PRICE \$80 GROSS/ \$77 NET

TERMS OF TRANSACTION

DELIVERY	TTO, TTT, CIF & FOB ANY SAFE WORLD PORT
PAYMENT TERM	MT 103, TT WIRE, SBLC,DLC
ORIGIN	Russian Federation
INSPECTION	Any Universally Accepted Q&Q Inspection Company
COMMISSION	To be shared 50% each by both sides
PROCEDURES	<p><u>CIF CONTRACT</u></p> <ol style="list-style-type: none">1. Buyer issues Purchase Order upon receipt and acceptance of seller's Soft Offer.2. Seller issues Draft Sales and Purchase Agreement Contract and, Commercial Invoice for buyer's review and signing.3. Buyers sign the Sales and Purchase Agreement Contract and Commercial Invoice back to the seller4. Seller issues Soft Performance Guarantee POP Documents;<ul style="list-style-type: none">- Commitment to Supply- Product Allocation Certificate issued by the Ministry of Energy- Export License- Seller Certificate of Incorporation5. Buyer's bank in accordance with seller's verbiage issues SBLC MT760 within 7 working days for the total value of the first shipment to seller. If buyer fails to issue the SBLC MT760 within 7 working days after signing of the contract and CI, buyer will be subjected to penalty.6. Upon confirmation of buyer's SBLC MT760 at seller's bank, seller will commence loading of the product and issues the full set of Proof of Product documents and 2% Performance Bond via bank to bank swift within 7 working days;<ul style="list-style-type: none">- Copy of Approval to Export, issued by the department of Ministry of Justice.- Copy of Statement of Availability of the product.- Copy of the Refinery Commitment to produce the product.



ОТКРЫТОЕ АКЦИОНЕРНОЕ ОБЩЕСТВО "СТРЕЖЕВСКОЙ
НЕФТЕПЕРЕРАБАТЫВАЮЩИЙ ЗАВОД"
ООО "СТРЕЖЕВСКОЙ НПЗ"

FREE ON BOARD (FOB)

1. Buyer issues Purchase Order upon receipt and acceptance of seller's Soft Offer.
2. Seller issues Draft Sales and Purchase Agreement Contract and, Commercial Invoice for buyer's review and signing.
3. Buyer issues it's Tank Storage Agreement from a reputable Transneft certified storage company for seller's confirmation of buyer's RWA to receive the fuel.
4. Seller issues the Proof of Product Document to buyer.

- Product Quality passport (DipTest Result)
- Certificate of Origin
- Statement of Product Availability
- Commitment to Supply
- Allocation License
- Tank Storage Receipt
- Title Ownership Transfer Affidavit
- Company Registration Certificate
- Tax Registration Certificate

5. Within 48 hours on receipt of the POP Documents, buyer provides a Tank Storage Receipt subject to seller's verification and confirmation that the storage facility has been paid for and RWA to receive the fuel.
6. Buyer conducts Dip Test on the product and makes full payment via MT103 or TT Wire while injection commences into buyer's storage tank.

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 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 **Strezhevoy Refinery** ". VIA **Mr. Zorohovich Igor Mihailovich**" 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. ZOROHOVICH IGOR MIHAILOVICH
Sales Director

