

# OPEN JOINT STOCK COMPANY "CHERNUSHKA NEFT"

115162, MOSCOW CITY, STREET SHUKHOVA, 14, 5, RUSSIAN FEDERATION.

INN: 5957016705, GAZPROM: 712501001, OKEPO: 24053107, PSRN: 1155957000200

Telephone: +7 083 201612, E-mail: oao.chernushka-neft@mail.ru

**VALIDITY:** 14 Working Day

**ISSUED TO:** RELIABLE END/BUYER-BUYER MEDIA

## SOFT CORPORATE OFFER

We "CHERNUSHKA NEFT" with full legal responsibility, hereby issue this Soft Corporate Offer with given terms and conditions as stated in this offer confirming our readiness to execute a Sales and Purchase Agreement with our end buyer, with the ability to supply the below stated commodities according to the terms and conditions stipulated in the Soft Corporate Offer;

**LOADING PORT:** Russia / Rotterdam.

**DELIVERY TERM:** SPOT CI DIP & PAY FOB Primorsk, Vladivostok Russia / Rotterdam Netherlands.

**CONTRACT TERMS:** 1st Month Trial + 12 Months' Supply.

**PAYMENT TERM:** 1st Lift MT103 after successful Dip Test + SBLC/IRDLIC for Contract supply. **INSPECTION:** Weighted by SGS at the Loading Port will be at Seller's Cost.

**ORIGIN:** Russia.

**INSURANCE:** 101%.

**QUALITY:** ISO Standard.

**SPECIFICATION:** Int'l Export Standard.

**PACKING:** In Bulk / Oil Tanker Lots.

**COMMISSION:** PAID ONLY TO BUYER SIDE

Russian VIRGIN FUEL OIL D6	RUSSIAN ORIGIN EN590 10PPM
<b>PRICE: FOB</b> Gross \$0.0 96 – Net \$0.0 94 per Barrel	<b>PRICE: FOB</b> Gross \$460 – Net \$450 per Metric Ton
<b>TRIAL QUANTITY:</b> 200 000 000 Metric Ton	<b>TRIAL QUANTITY:</b> 100 000 Metric Ton
<b>MONTHLY QUANTITY:</b> 500 000 000 Metric Tons	<b>MONTHLY QUANTITY:</b> 500 000 Metric Tons
<b>COMMISSION:</b> \$0.002 Per Barrel	<b>COMMISSION:</b> \$5 Per Metric Ton

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1. BUYER ISSUES ICPO AND COMPANY PROFILE.

2. SELLER ISSUE COMMERCIAL INVOICE, BUYER SIGNS AND RETURNS BACK TO SELLER, ALONG WITH BUYER'S TANK STORAGE AGREEMENT (TSA) AND ATV TO SELLER TO VERIFY BUYER'S TANK FARMS.

3. UPON VERIFICATION AND APPROVAL OF BUYER'S TANK FARM, BUYER ISSUES A GUARANTEE LETTER OF READINESS TO PROCEED WITH THIS TRANSACTION.

4. BUYER REQUEST FOR PAYMENT INVOICE FROM HIS TANK FARM FOR SELLER TO PAY FOR TWO (2) DAYS TANK STORAGE AS REQUIRED.

5. SELLER PROCEEDS WITH PAYMENT AND ISSUES TO BUYER THE NOTICE OF READINESS (NOR), AUTHORITY TO SELL & COLLECT (ASTC), PRODUCT PASSPORT AND INJECTION SCHEDULE SENT DIRECTLY BY TRANSNEFT TO COMMENCE THE INJECTION OF THE PRODUCT.

6. SELLER LEASES THE BUYER'S TANK FOR 2 DAYS ONLY, AND COMMENCE WITH THE INJECTION INTO THE LEASED STORAGE TANKS IN LOADING PORT OR TANK TO TANK. NB: IF THE INJECTION PROCESSES EXCEED 2 DAYS, BUYER SHALL COMPLETE THE OUTSTANDING DAYS REQUIRED TO ENABLE THE CONCLUSION OF THE INJECTION; THIS USUALLY DEPENDS ON THE TANK LOCATION.

7. UPON THE COMPLETION OF THE INJECTION SELLER ISSUES DTA TO BUYER, BUYER INSPECTS PRODUCT WITH SGS AGENT.

8. AFTER BUYER'S SUCCESSFUL Q&Q DIP TEST ON THE PRODUCT, BUYER MAKES THE PAYMENT FOR THE TOTAL VALUE OF THE PRODUCT INJECTED INTO THE TANKS VIA MT103 OR TT WIRE TRANSFER.

9. UPON SELLER RECEIVE OF THE FULL PRODUCT PAYMENT FROM THE BUYER, SELLER ISSUES TO BUYER THE TITLE OWNERSHIP OF THE PRODUCT AND ALL EXPORTS DOCUMENTS.

10. SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND SEND SPA TO BUYER FOR ONE YEAR SUBSEQUENTLY MONTHLY SHIPMENTS CONTINUE AS PER TERMS AND CONDITIONS OF THE SALES AND PURCHASE AGREEMENT CONTRACT BETWEEN BUYER AND SELLER.

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*Kant*

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