

166000, Ненецкий АО, г.Нарьян-Мар,
ул.Ленина, д.31

166000, Nenets Autonomous Okrug,
Naryan-Mar, Lenin st., 31

РАСЧЕТНЫЙ СЧЕТ No: 40702810600000008872 в ПАО банка ЗЕНИТ г. Москва Бик 044525272
корреспондентский счет No 30101810000000000272
ИНН 2983012691/298301001, ОГРН 1182901017067, ОКПО 32827304, ОКТМО 11851000001

TO: Buyers/Buyer Mandates

SOFT CORPORATE OFFER

We, LLC «TATNEFT-NAO" an Oil and Gas Company 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: 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 - \$28 Gross / \$25 Net-----CIF PRICE- \$30 GROSS/ \$27 NET

PRODUCT: Ultra-Low Sulphur Diesel
GRADE: EN590, 10 PPM, 500 PPM
QUANTITY: 20,000 - 300,000 MT Per Month x 12 Months
PRICE: FOB PRICE - \$200 Gross / \$190 Net -----CIF PRICE - \$210 GROSS/ \$200 NET

PRODUCT: East Siberia-Pacific Ocean (ESPO) Blend
QUANTITY: 500,000 – 3,000,000 Bbl. per Month x 12 Months
PRICE: FOB PRICE - \$28 Gross / \$25 Net-----CIF PRICE- \$30 GROSS/ \$27 NET

PRODUCT: RUSSIAN LIGHT CYCLE OIL (LCO)
QUANTITY: 20,000 MT – 200,000 mt Per month X 12
PRICE: FOB PRICE - \$200 Gross / \$190 Net-----CIF PRICE- \$210 GROSS/ \$200 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 - \$31 Gross / \$28 Net-----CIF PRICE- \$33 GROSS/ \$30 NET

PRODUCT: Aviation Kerosene Jet Fuel
GRADE: JP54
QUANTITY: 500,000 – 3,000,000 Bbl. per Month x 12 Months
PRICE: FOB PRICE - \$31 Gross / \$28 Net-----CIF PRICE- \$33 GROSS/ \$30 NET

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DIP AND PAY TRANSACTION AND PROCEDURES:

1. Buyer accepts seller working procedure and issue ICPO addressed to the seller refinery.
2. Seller issues commercial invoice (ci). Buyer signs and returns back commercial invoice and tank storage agreement (TSA).
3. Seller provide buyer with the below listed PPOP.

A. Authorization to Verify (ATV)

B. Product Passport (product analysis report)

C. Irrevocable Commitment Letter to Supplier

D. Tank Storage Receipt (TSR)

E. Tank to Tank Injection Agreement (TTTIA) to be signed by buyer tank farm.

4. Seller provides buyer with SGS report (fresh). Injection Report. Unconditional DTA.
5. (NCNDA/IMFPA) will be signed, buyer within 24 hours after successful dip test in sellers' tanks injection commenced and seller provide buyer with the injection report of the product into buyers' tanks.
6. Buyer make payment for total cost of product injected into buyer tanks via MT103, Seller transfer title ownership to buyer with all exportation documents required of Buyer for the transaction.
7. Upon conclusion of first transaction seller pays all intermediates involved in the Transaction and proceeds with the signing of contract with Buyer.

FREE ON BOARD PROCEDURE 4:

1. The Buyer issues ICPO with transaction procedure, corporate profile, company registration certificate, import license, banking details, and the Buyer's passport.
2. The Seller issues Commercial invoice of the product in tanks at port, Buyer countersigns and returns to seller.
3. The Seller provides to the Buyer the Tank Storage Receipt (TSR) together with a Dip Test authorization (DTA), for the Buyer to contact the Tank Farm Managers for Dip Test Schedule, the Buyer extend the Seller Tank Lease and receives full tank coordinates from the Tank Farm Managers 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, The Seller provide the below documents:
 - a. Endorsed NCNDA/IMFPA.
 - b. Authorization to sell and collect.

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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 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.

The ICPO must be addressed to the seller LLC «TATNEFT-NAO». VIA "Gabidullin Rinat Nailovich" 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

Gabidullin Rinat Nailovich
Director

