

**FULL COOPERATE OFFER**

We LIMITED LIABILITY COMPANY "PERMTOTINEFT" a mandate and intermediary company with registration/INN number : 1155958048443 / 5944001691 on behalf of our End Seller / Refinery with legal responsibility under penalty of perjury hereby confirm the Availability and Capability to Supply the under list products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specification and pass through the stringent requirement of SGS or it's Equivalent. Financial Statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiations. Only direct negotiations from end buyer's representative and mandates will be considered.

ORIGIN: RUSSIA

DELIVERING : CIF/FOB

INCOTERMS: COST INSURANCE AND FREIGHT

LOADING PORT: NOVOROSSIYSK, NOVOROSSIYSK / PRIMORSK / VLADIVOSTOK /

ROTTERDAM &amp; HOUSTON PORTS

PAYMENT TERMS: SBLC, T/T WIRE TRANSFER &amp; MT103

INSPECTION: SGS

INSURANCE: PAID BY SELLER COVERING 110% OF THE SHIPMENT VALUE

**RUSSIA ORIGIN DIESEL GAS D2 OIL GOST 305-82**

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF Price: Gross USD \$ 330.00MT NET / USD \$ 320.00MT on CIF

FOB Price: Gross USD \$ 320.00MT NET / USD \$ 310.00MT on FOB

**RUSSIA ORIGIN MAZUT M100 GOST -10585/75/99**

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF Price: Gross USD \$200.00/ USD \$ 190.00 NET on CIF

FOB Price: Gross USD \$190.00 / USD \$180.00 NET on FOB

**RUSSIA ORIGIN AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL**

Minimum Quantity: 500,000 Barrels per Month

Maximum Quantity: 5,000,000 Barrels per Month

CIF Price: Gross USD \$ 52.00BBL NET/ USD \$48.00 NET on CIF

FOB Price: Gross USD \$ 48.00BBL NET / USD \$44.00 NET on FOB

FOB PRICES: GROSS \$ 220 USD/ NET \$ 210 USD

CIF PRICES : GROSS \$230 USD / \$220 USD NET

PETROLEUM COKE

Minimum Quantity: 50,000MT per Month

Maximum Quantity: 400,000MT per Month

CIF Price: USD \$ 80.00MT/USD \$ 70.00 NET on CIF

LIGHT CYCLE OIL(LCO)

Minimum Quantity: 50,000 MT per Month

Maximum Quantity: 400,000 MT per Month

CIF Price: USD \$ 230.00MT/USD \$ 220.00 NET on CIF

GASOLENE 89 OCTANES

PRICE CIF ASWP: GROSS \$200/NET \$190

PRICE FOB ASWP: GROSS \$190/NET \$180

PRODUCTS**BITUMEN GRADE60/70 AND 80/100:**

PRICE CIF ASWP: GROSS \$270/NET \$260

PRICE FOB ASWP: GROSS \$260/NET \$250

TERMS AND CONDITIONS FOB

1. Buyer issues an official ICPO along with Tank Storage Agreement (TSA) accompanied by company certificate of registration and valid means of identification.

2. Seller issues:

- commercial invoice (CI) for the available quantity in the storage tank
- product passport (Product Analysis Report),
- Notarized Statement of availability of product
- Authority to verify (ATV) via email or phone call.
- Notice of Readiness (NOR)

3. Buyer returns the commercial invoice and NOR duly signed by the buyer and buyer's logistic company.

4. Seller issues to buyer the listed below documents:

- Unconditional dip test authorization (DTA)
- Fresh SGS inspection report
- Injection report

6. Within 24 hours of receipt of buyer letter of readiness to pay for the booking allocation of product, sellers issue allocation invoice to Buyer Company to proceed with the payment.

7. Upon confirmation of allocation in buyer company name, seller issues invitation to the buyer and two of his representative to visit the refinery office for Top Table Meeting and signing of the necessary documents related to the finalization of the transaction.

8. After Top Table Meeting, seller bank issue non-operative 2%PB & Full POP documents listed below to buyer bank; via SWIFT.

- A. Copy of License to Export, Issued By the Department of the Ministry of Energy.
- B. Copy of Approval to Export, Issued By the Department of the Ministry of Justice.
- C. Copy of Statement of Availability of the Product.
- D. Copy of the Refinery Commitment to Produce the Product.
- E. Copy of the OJSC AK Transnet Contract to Transport the Product to the Port.
- F. Copy of the Port Storage Agreement.
- G. Copy of the Charter Party Agreement (S) To Transport the Product to Discharge Port.
- H. Dip test Authorization, I. Tank receipt J. SGS report.

9. Upon receipt of the non-operative 2%PB & Full (POP) by buyer's bank issue SBLC via MT760 to Seller's bank for first monthly shipment to seller nominated bank to guarantee shipment.

10. Shipment commences as per contract schedule.

11. Within 5 working days of Vessel arrival, buyer release full payment via MT103/TT for one Month shipment after CIQ or SGS at the destination port.

Regards,

GUBAIDULLIN RUSTEM ASKHATOVICH

General Director

LIMITED LIABILITY COMPANY "PERMTOTINEFT"

