

The Principal End Buyer/Buyer's Representatives
Via: PJSC Lukoil Sales Representative

**PJSC LUKOIL TANK TO BUYER'S TANK DIP & PAY,
PJSC LUKOIL TANK EXTENSION PROCEDURES DIP & PAY, –
ROTTERDAM AND RUSSIAN PORTS,**

Attention:

PJSC Lukoil attest with full corporate authority and do hereby warrant under penalty of perjury, assuming any financial and/or legal liabilities that may arise from any misrepresentations and being subject to all relevant applicable damages, state that we are ready, willing and legally able to sale and re-route the below listed products, under trading term PJSC LUKOIL TANK TO BUYER'S TANK and PJSC LUKOIL TANK EXTENSION PROCEDURE (TTO)/TSE/ SPOT ROTTERDAM DIP & PAY, at a very affordable rate.

This offer is strictly for market Majors, End-Buyers/Approved Re-Sellers that have fiscal capital for immediate purchase and ready to lift or trans-shipment. We will provide all title documents as may be required by buyer or her bank from the port storage facility.

NOTE: We will not give any kind upfront clearance until buyer's financial capability is verified and confirmed.

LIST OF AVAILABLE PRODUCTS FOR SALES:

- 1) COMMODITY: RUSSIAN AVIATION KEROSENE (JET A1),
QUANTITY: 500,000BBL TO 3,000,000BBL TTT/TSE/SPOT DIP & PAY WITH R&E,
PRICE PER BBL: USDS 48.00/\$44.00 PER BARREL,
INSPECTION: SGS + SAYBOLT & ON SIGHT SURVEYOR,
- 2) COMMODITY: RUSSIAN AVIATION KEROSENE (JP54),
QUANTITY: 500,000BBL TO 3,000,000BBL TTT/TSE/SPOT DIP & PAY WITH R&E,
PRICE PER BBL: USDS 48.00/\$44.00 PER BARREL,
INSPECTION: SGS + SAYBOLT & ON SIGHT SURVEYOR,
- 3) COMMODITY: VIGIN FUEL OIL D6,
QUANTITY: 50,000,000GL TO 400,000,000 GL TTT/TSE/SPOT DIP & PAY WITH R&E,
PRICE PER GL: USDS 0.64.00/\$0.60 PER GALLON,
INSPECTION: SGS + SAYBOLT & ON SIGHT SURVEYOR,
- 4) COMMODITY: EXPORT BLEND CRUDE [ESPO],
QUANTITY: 500,000BBL TO 5,000,000BBL TTT/TSE/SPOT DIP & PAY WITH R&E,
PRICE PER BBL: USDS 46.00/\$42.00 PER BARREL,
INSPECTION: SGS + SAYBOLT & ON SIGHT SURVEYOR,

1- LOCATION OF COMMODITY: ROTTERDAM PORT
TERM OF PAYMENT: T/T SWIRE TRANSFER/MT103.
PJSC LUKOIL EMAIL: export@lukoil.com/anatoly.moskalenko@lukoil.com/ru
PJSC LUKOIL SALES REPRESENTATIVE,
WWW.LUKOIL.COM

SELLER WILL ISSUE TO THE BUYER A LETTER OF GUARANTEE SIGN/SEAL AND ALSO ENDORSED BY THE SELLER LEGAL ATTORNEY, GUARANTEEING THE PRODUCT, BUYER'S PAYMENT AND REFUND POLICY 100% IF THE PRODUCT IS NOT DELIVERED TO BUYER PLUS EXTRA FINES OF 15% FOR DEFAULT. (REFUND, IN CASE THE PRODUCT IS NOT DELIVERED).

(A). LUKOIL TANK EXTENSION DIP & PAY WORKING PROCEDURES: -

1. Buyer sends ICPO on receipt of SCO Offer along with full Buyer Banking / Contact details and Buyer Company Registration Certificate / Company's Profile, Official Letter to extend Sellers Tank in Rotterdam.
2. Seller issues commercial invoice (CI) and Tank Storage Extension Agreement, for the available quantity in the storage Tank at Rotterdam port to Buyer, Buyer Signed/Sealed the CI/TSRA and returns to Seller.
3. Buyer negotiates with the seller, the possibility of taking over the Seller Tanks for Extension / Re- chartering of its Tank.
4. Buyer and seller finalize every necessary arrangement of the tanks, Buyer sign the Tank Storage Extension Agreement (TSEA) with the Seller Logistics company where the purchasing product is stored, for Re- chartering / Extending the Seller tanks with the minimum numbers of days, and finalize the due process with the Seller's Logistics Company under Seller's supervision and guarantee.
5. Seller issues to buyer Unconditional DTA (Dip Test Authorization), and NCNDA/IMFPA to the Intermediaries for endorsement. The buyer signs the DTA and Authenticate with the seller's logistics Tank company and returns back to the seller.
6. Seller issues PPOP documents:
 - a. signed and properly completed Dip Test Authorization letter,
 - b. Product SGS Report,
 - c. Authorization to Verify (ATV),
 - d. Injection Agreement,
 - e. Passport Product Analysis,
 - f. Authorization to Sell / Collect (ATSC),
 - g. Notice of Readiness to inject (NOR),
 - h. Certificate of Origin,
 - i. Tank Storage Agreement (TSA),
 - j. Tank Storage Receipt (TSR) with GPS Coordinates to buyers.
- 6a. Buyer orders SGS to conduct the Dip Test of the product in the Seller's Tank at Buyer expense.
7. Upon successful Dip Test, the seller transfers all the Full shipping documents including the full injection report to the Buyer. The buyer lifts the product from the seller's tank.
8. Buyer make 100% payment by MT103 TT wire transfer for the total product and Seller pays the commission to all intermediaries involved in the transaction within 24 hours after confirmation of the buyer's payment.
9. Seller issues draft SPA to the buyer to review for R&E monthly deliveries.
10. Buyer reviews and approves the SPA and issues IRDLC irrevocable, non-transferable, auto revolving for 12 monthly shipment value, or LC, documentary letter of credit for length of contract and for each lift per schedule. The buyer pays after Dip Test by MT103 Wire Transfer on each monthly quantity.
11. The subsequent delivery shall commence according to the terms and conditions of the contract.

(B) PJSC LUKOIL TANK TO BUYER'S TANK PROCEDURES – DIP & PAY ROTTERDAM PORTS:

- 1.- Buyer accepts seller-working procedure and issues ICPO addressed to the seller refinery Tank Storage Agreement (TSA), Certificate of Incorporation /Company Registration, Corporate Profile, buyer Contact/Banking information, copy of Principal/Signatory's Passport Data Page.
- 2.- Seller issues commercial invoice (CI), Buyer signs and returns back commercial invoice within 72 hours upon received.
- 3.- Seller provides buyer with the below listed PPOP: - Tank to Tank Injection Agreement (TTTIA) to be signed by Buyer and buyer's Approved Logistics Company (Tank Farm).
 - a. Product Passport (product analysis report)
 - b. Irrevocable Commitment Letter to Buyer
 - c. Tank Storage Receipt (TSR) {GPS Coordinate-tank Storage Receipt (TSR) with Scanned barcode}
- 4.- Seller provides buyer with SGS report, Injection Report, unconditional DTA.
- 5.- (NCNDA/IMFPA) will be signed, buyer within 24 hours after successful dip test in seller tanks provide tank storage receipt (TSR), seller proceed for Tank-to-Tank injection and provide buyer with the injection report of the product into buyer tanks.
- 6.- The buyer within 4-8 bank working days make Product Payment via bank transfer of MT103 or TT for the total cost of product injected into buyer tanks to the designated Seller bank/bank account upon completion of product injection and receiving of all shipping documents from seller. PJSC LUKOIL, pays beneficiary FEE as per Agreement (NCNDA/IMFPA), upon Buyer Product payment confirmations.
- 7.- Seller issues draft SPA to buyer to review for R&E monthly deliveries.
- 8.- Buyer reviews and approves the SPA and issues IRDLC irrevocable, non-transferable, auto revolving for 12 monthly shipment value, Or Documentary letter of Credit for length of contract and for each lift per schedule. Buyer pays after Dip Test by MT103 Wire Transfer on each monthly quantity.
- 9.- The subsequent delivery shall commence according to the terms and conditions of the contract.

Supplier Authorized Signatory,

Buyer Authorized Signatory:

COMPANY NAME: PJSC LUKOIL
ADDRESS: 11, SRETENSKY BLVD., MOSCOW, 101000, RUSSIA,
TELE /FAX: +7(495) 6274444, +7(495) 628 9841
HOTLINE: +7 (984) 999 9171
ИНН: 7708004767
E-MAIL: export@lukoil.com
REPRESENTED BY: HEAD OF ADMIN DEPT.


22ND, September 2021
Sign/Seal /Date _____

Sign/Seal /Date _____