

АО VOSTNEFTEGAZ

АДРЕС: 123100, МОСКВА ГОРОД, НАБЕРЕЖНАЯ ПРЕСНЕНСКАЯ, ДОМ 10, СТРОЕНИЕ 2,
Э 11 П 97 К 2 ОФ 64

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SOFT CORPORATE OFFER (SCO)

We, AO VOSTNEFTEGAZ, a registered mandated, on behalf of our end seller, confirm our seller's readiness and capability to supply the listed Russian energy products below for immediate sales and spot deal with the specified purchase:

SPOT / 12 MONTHS TRANSACTION

Product 1	Jet Fuel JETA1, Jet Fuel TS-1,JP54
Origin	Russian Federation
Specification	International export Standard
Trial Shipment	1,000,000 bbls (+/- 5%)
Monthly Quantity	2,000,000 bbls
Total Quantity	8,000,000 bbls
Price	\$42 USD gross/\$40 USD net per bbl – FOB \$44 USD gross/\$42 USD net per bbl - CIF
Payment	MT103
Packing	By Bulk
Inspection	SGS or Similar By Seller
Delivery	FOB /CIF
Loading port	Russian Port, Rotterdam Port & Houston Port
Insurance	110% by Seller
Performance Bond	2% PB in favor of Buyer

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PROCEDURE OF TRANSACTION - FOB

1. Buyer accepts seller's procedure and issues Irrevocable Corporate Purchase Order (ICPO) with the following: Tank Storage Agreement (if absent Buyer request to extend Seller's Tank Storage with product), Banking details, Company Profile and Passport copy.
2. Seller conducts due diligence on buyer and issues Commercial Invoice if buyer is approved.
3. Buyer signs Commercial Invoice and returns to Seller for countersigning and endorsement.
4. Seller issues to Buyer the below Partial Proof of Product (PPOP) documents as endorsed by the Ministry of Energy:

Product Quality Passport
Letter of Commitment to Supply
Statement of Product Availability Reservoir
Tank Storage Receipt
Certificate of Origin

5. Buyer requests for a Commitment Letter from its tank storage company to be signed by Buyer's Tank Storage Company (in the case where buyer has no Tank storage agreement, Buyer extends Seller's tank with product for a minimum of One (1) business day), Buyer then returns a copy of the Commitment Letter to be signed and confirmed by seller.

6. Upon receipt of the commitment letter from buyer's tank storage company buyer is issued Full POP, In the case where buyer extends Seller's Tanks in Rotterdam/Houston, Seller obtains and issues to Buyer Port Terminal Access Permit and Clearance for buyer to come into its tank facilities to conduct its Dip Test and confirm product Quantity and Quality as well as sign off on Change of Certificate of Ownership documents

7. The below full Proof of Product document is issued:

Fresh SGS Report
7 days Unconditional DTA
Loading Port Injection Report
Authorization to Sell and Collect (ATSC)
Authority to Verify (ATV)
Certificate of Ownership
Certificate of Conformity on the product

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Registered and Legalized Contract by the Ministry of energy

6.Seller issues the Attestation Act of Transfer for buyer's endorsement to facilitate the Transfer of Ownership Title/Allocation to buyer's name from competent authority.

7.Upon completion of the Act of Transfer with the Ownership Title/Allocation transferred to buyer name as owners of the allocation; Seller submits the product title transfer certificate with the shipping company for the transportation of the product to buyer designated discharge port, both Seller and Buyer sign the Charter Party Agreement (CPA) together with the logistics company (A three parties CPA).

8.Seller issue commercial invoice and Product title transfer certificate, buyer sign and return commercial invoice. Seller proceeds with port & clearance of product, custom and all internal routines operations, accreditation and finalization

9.Seller issue to Buyer full POP documents, 2% Performance Bond, product ownership transfer title certificate and the full exportation documents. Buyer bank confirms swift and issues documentary letter of credit and if Seller fails to supply the cargo of the product to the Buyer this 2% Performance Bond will be paid to the Buyer

10.The product SGS inspection charges will be borne by Seller at the loading port and buyer at the discharge port. Seller invites buyer for visitation to witness the final inspection, loading of product at the port and Top table meeting for negotiation of future transaction (optional to buyer)

11.Delivery commences as per signed contract. Upon Vessel's arrival and finalization of SGS at destination port, Buyer release payment via swift fund transfer within 7 banking days to Seller for total shipment value in favor of seller, after discharge of product at destination port and receipt of the entire relevant shipping and export documents for immediate negotiation and credited at Buyer's bank. Seller within 48 hours pays all intermediaries involved according to signed contract & NCNDA/IMFPA.

Director

АО "VOSTNEFTEGAZ"

ARASHA VALERIEVICH BOLAEV

