

SOFT COPERATE OFFER

We LLC "Kuibyshevneft" on behalf of our end seller with full corporate and legal responsibility, under penalty of perjury confirm that we are ready willing and able to supply the following products at the cost specified under per metric ton, barrels. We respectively offer for sell the above products and quantity as the lawful owner of the commodity in quantity and quality as will be stated in the soft corporate offer and the buyer has the full capability to purchase the said commodity.

PRODUCTS AND PRICE-LIST DELIVERY:

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 \$ 350.00MT NET / USD \$ 320.00MT on CIF
FOB Price: Gross USD \$ 320.00MT NET / USD \$ 320.00MT 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 \$220.00/ USD \$ 120.00 NET on CIF
FOB Price: Gross USD \$120.00 / USD \$120.00 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 \$ 62.00BBL NET/ USD \$58.00 NET on CIF
FOB Price: Gross USD \$ 58.00BBL NET / USD \$54.00 NET on FOB

RUSSIA EXPORT BLEND CRUDE GOST 51 858-2002 / GOST 9965-76

Minimum Quantity: 10,000 Barrels per Month
Maximum Quantity: 3,000,000 Barrels per Month
CIF Price: Gross USD \$56.00 / USD \$ 54.00 NET on CIF
FOB Price: Gross USD \$54.00 / USD \$ 52.00 NET

EASTERN SIBERIA PACIFIC OCEAN OIL (ESPO)

Minimum Quantity: 10,000 Barrels per Month
Maximum Quantity: 3,000,000 Barrels per Month
CIF Price: Gross USD \$56.00 / USD \$ 54.00 NET on CIF
FOB Price: Gross USD \$54.00 / USD \$52.00 NET

CIF TRANSACTION PROCEDURE

- 1 Buyer issues ICPO to Official seller mandate.
- 2 Seller Issues Sale & Purchase Agreement (SPA), Buyer reviews, amend, if necessary, signs and return the SPA in WORD format to Seller within 3 business days.
- 3 Seller lodge the finalized SPA and POP documents with the bank and seller bank sends PPOP documents to buyer bank or to buyer secure email directly from the seller bank which is number one bank among the top four banks in Russia.
 - (A) Irrevocable Commitment to Supply
 - (B) Statement of Availability of Product Approved by the Ministry of energy
 - (C) Certificate of Origin
 - (D) Commercial Invoice for the first value shipment
 - (E) Product Passport
 - (F) ATSC (Authorization to Sell and Collect)
- 4 Upon confirmation of the listed partial PPOP, Buyer sends acceptance message by email to seller. Within 5 banking days Buyer bank issue Standby Letter of Credit SBLC via MT760 to seller nominated bank or buyer make a product guarantee deposit of 5% of the total cost of product to enable the seller charter vessel and finalize all logistic of the product to buyer destination port without any need for buyer bank to issue standby Letter of Credit
- 5 Seller bank issues 2% Performance Bond PB to buyer bank and Full POP
 - a) Copy of license to export, issued by the Department of the Ministry of Energy, Russian Federation.
 - b) Copy of Approval to Export, issued by the Ministry of Justice, Russian Federation.
 - c) Copy of Refinery's contract to transport the product to the loading port.
 - d) Copy of the port storage agreement.
 - e) Copy of Vessel Questionnaire 88 Q88
 - f) Copy of Bill of Lading.
 - g) SGS Report at loading port.
 - h) Dip test Authorization (DTA) & ATV
 - i) NOR /ETA
 - j) Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy
- 6 Shipment commences as per signed contract according to delivery schedule and the shipment arrive at Buyer's discharge/destination port. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport. Seller signs NCNDA/IMFPA between all intermediaries involved, with the notarized copy sent to Seller's bank.
- 7 Upon arrival of the cargo at the discharge port, 97% remaining of product cost payment will be made by Buyer's Bank for the Product via MT103 after (Q&Q) or CIQ report Inspection / SGS at Discharge Port.

PROCEDURES DIP & PAY FOB ROTTERDAM

1. The Buyer sends ICPO on receipt and acceptance of the Seller's Soft Otter alongside with the Buyer's CP.
- 2 The Seller Issues Commercial Invoice (CI) for the Buyer's endorsement, alongside with passport product (Quality Certificate).
- 3 The Buyer signs and returns the CI to Seller with Copy of International Passport (Data Page) &
- 4 The Seller issues the readiness to inject and UDTA with ATV, ATSC to Buyer.



Куйбышевнефть

Общество с ограниченной ответственностью
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5 The Buyer contacts the Seller Tank Administrator to execute the Quality & Quantity, and to register in the Tank Farm Terminal prior to the Inspection.

6 Upon the Successful Dip Test Inspection in the Sellers Tank, the Buyer Submits the TSR from his Tank Farm or NOR from his Shipping Company, and Seller Injects the product into the Buyer Tank or Vessel.

7.The Seller releases the Complete POP Documents to the Buyer, including the following documents:

- Resource Confirmation Letter (issued by the End-Refinery).
- Certificate of Origin.
- Injection Report.
- Act of Transfer.

8 The Buyer issues 100% payment for the total product by MT103/TT Wire Transfer to the Seller. 9 The Seller transfers the product title with the complete POP Documents to the Buyer and pays the commission to the Intermediaries as per Master Fee Agreement. 10.The Seller issues annual (12 months) delivery contract for the review and acceptance..



SIGN AND SEALED
Maxim Galiullin
GENERAL DIRECTOR