

JOINT STOCK COMPANY "MAKOIL"

LEGAL ADDRESS

423040 , REPUBLIC OF TATARSTAN , NURLAT DISTRICT, NURLAT , ST. THEM. A.K.SAMARENKINA, D.Š

OGRN 1111665001359 TIN : 1632014017 KPP: 163201001

EMAIL : J_MAKOIL@INTERNET.RU MOBILE: +79099184922

OKATO: 92437000000



OFFICIAL SOFT CORPORATE OFFER

WE THE JOINT STOCK COMPANY "MAKOIL" "WITH FULL CORPORATE AND LEGAL AUTHORITY AND RESPONSIBILITY AND UNDER PENALTY OF PERJURY, CONFIRM THE AVAILABILITY OF BELOW LISTED RUSSIAN PETROLEUM PRODUCT FOR IMMEDIATE SALES ON FOB,CIF BASIS, TO CAPABLE BUYERS UNDER THE SPECIFIED TERMS AND CONDITIONS BELOW. ALL SUPPLY IS GUARANTEED TO MEET THE STANDARD SPECIFICATIONS AND TO PASS THE STRINGENT REQUIREMENTS OF SGS OR EQUIVALENT IN COMPLIANCE WITH ICC INTERNATIONAL REGULATIONS.

CIF-RUSSIAN PORTS SOFT CORPORATE OFFER

RUSSIAN MAZUT M100 10585/75

MINIMUM QUANTITY: 50,000 MT TRIAL SHIPMENTS / MAXIMUM: 300,000 MT MONTHLY.

CIF PRICE: \$220 GROSS / \$210 NET

COMMISSION: \$5 / \$5

LIQUEFIED NATURAL GAS

MINIMUM QUANTITY: 50,000 MT TRIAL SHIPMENTS / MAXIMUM: 500,000 MT MONTHLY.

CIF PRICE: \$240 GROSS / \$230 NET

COMMISSION: \$5 / \$5

LIGHT CYCLE OIL (LCO)

MINIMUM QUANTITY: 50,000 MT TRIAL SHIPMENTS / MAXIMUM: 500,000 MT MONTHLY.

CIF PRICE: \$180 GROSS / \$170 NET

COMMISSION: \$5 / \$5

LIQUEFIED PETROLEUM GAS

MINIMUM QUANTITY: 50,000 MT TRIAL SHIPMENTS / MAXIMUM: 500,000 MT MONTHLY

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

COMMISSION: \$5 / \$5

VIRGIN D2 FUEL OIL

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MINIMUM QUANTITY: 50,000 MT TRIAL SHIPMENTS / MAXIMUM: 500,000 MT MONTHLY.

CIF PRICE: \$USD 190/ 180 PER MT

COMMISSION: \$5/ \$5

EAST SIBERIA-PACIFIC OCEAN (ESPO)

MINIMUM QUANTITY: 500,000 BARRELS TRIAL SHIPMENT AND 2,000,000 BARRELS MONTHLY X 12 MONTHS

CIF PRICE: \$28 GROSS / \$24 NET

COMMISSION: \$2 / \$2

EN590 GOST 52368-2005

QUANTITY: MINIMUM 50,000 MT TRIAL SHIPMENT / MAXIMUM 500,000 MT MONTHLY

CIF PRICE: \$240 GROSS / \$230 NET

COMMISSION: \$5 / \$5

CIF STANDARD PROCEDURE

1. BUYER ISSUES ICPO MUST BE WITH BUYER COMPANY LETTERHEAD AND BUYER BANKING INFORMATION.
2. SELLER ISSUES SPA TO BUYER/BUYER SIGNS SEALS AND RETURNS THE SPA TO SELLER, SELLER GIVES PARTIAL PROOF OF PRODUCTS, PPOP AUTHENTICATION/APPROVAL LEGALIZED BY THE AUTHORITY RUSSIAN MINISTRY OF ENERGY IS FOR BUYER
 - (A) REFINERY COMMITMENT TO SUPPLY
 - (B) CERTIFICATE OF ORIGIN
 - (C) STATEMENT OF AVAILABILITY OF PRODUCT
 - (D) COMMERCIAL INVOICE FOR THE FIRST VALUE MONTH
3. WITHIN 5 BANKING DAYS, BUYER'S BANK SENDS NON-TRANSFERABLE IRREVOCABLE OPERATIVE SBLC VIA MT760 OR DLC VIA MT700 ACCORDING TO SELLER'S FIDUCIARY BANK VERBIAGE TO SELLER NOMINATED FIDUCIARY OFFSHORE BANK ACCOUNT FOR FIRST MONTH SHIPMENT, SHOULD BUYER FAIL TO ISSUE PAYMENT INSTRUMENT WITHIN 5 BANKING DAYS, BUYER WILL MAKE CASH DEPOSIT OF \$ 320,000 BY TT WIRE TRANSFER FOR SECURITY GUARANTEE TO ENABLE SELLER CHARTER VESSEL AND COMMENCE SHIPMENT, AND THIS PAYMENT WILL BE DEDUCTED FROM THE TOTAL COST OF PRODUCT AFTER INSPECTION AT DISCHARGE PORT, SELLER'S BANK ISSUES FULL POP DOCUMENTS TO THE BUYER'S BANK ALONGSIDE WITH THE 2% PERFORMANCE BOND (PB)
 1. A) COPY OF LICENSE TO EXPORT, ISSUED BY THE DEPARTMENT OF THE MINISTRY OF ENERGY, RUSSIAN FEDERATION.
 2. B) COPY OF APPROVAL TO EXPORT, ISSUED BY THE MINISTRY OF JUSTICE, RUSSIAN FEDERATION.
 3. C) COPY OF STATEMENT OF AVAILABILITY OF THE PRODUCT
 4. D) COPY OF THE REFINERY COMMITMENT TO PRODUCE THE PRODUCT.

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5. E) COPY OF TRANSNET CONTRACT TO TRANSPORT THE PRODUCT TO THE LOADING PORT.
 6. F) COPY OF THE PORT STORAGE AGREEMENT.
 7. G) COPY OF THE CHARTER PARTY AGREEMENT TO TRANSPORT THE PRODUCT TO DISCHARGE PORT.
 8. H) COPY OF VESSEL QUESTIONNAIRE 88.
 9. I) COPY OF BILL OF LADING.
 10. J) SGS REPORT AT LOADING PORT.
 11. K) DIP TEST AUTHORIZATION (DTA) & ATB
 12. L) NOR /ETA
 13. M) CERTIFICATE OF OWNERSHIP TRANSFER
 14. N) ALLOCATION TRANSACTION PASSPORT CODE CERTIFICATE (ATPCC) BY MINISTRY OF ENERGY
4. SHIPMENT COMMENCES AS PER SIGNED CONTRACT DELIVERY SCHEDULE AND THE SHIPMENT SHOULD ARRIVE AT BUYER'S DISCHARGE PORT WITHIN 5-25 DAYS. THE SGS INSPECTION WILL BE BORNE BY THE SELLER AT THE LOADING SEAPORT AND BUYER AT THE UNLOADING SEAPORT
5. BUYER RELEASES PAYMENT TO SELLER BY TT/MT103 UPON RECEIPT OF THE SHIPPING DOCUMENTS AND CONFIRMATION OF THE Q& Q BY SGS/CIQ AT DESTINATION PORT.
6. SELLER PAYS COMMISSION WITHIN 48 HOURS BY SWIFT MT103 TO ALL INTERMEDIARIES AS SIGNED NCNDA/IMPFA

JOINT STOCK COMPANY "MAKOIL"

GENERAL MANAGER

Ishkineev Damir Azatovich

