

PJSC TATNEFT SAMARA
423462, Russia, Tatarstan, Almetyevsk,
St. Sovetskaya, 165 A



ООО "ТАТНЕФТЬ-САМАРА"
423462, РФ, Республика Татарстан
г. Альметьевск, Советская улица, 165а

Телефон/факс: +7 (495)-908-7016 ; (855-3) 30-28-20.

ИНН: 164902781209 ОГРН 1091644003725 от 8 декабря 2009 г. ИНН/КПП 1644057262 / 164401001
Почта: viktorvyacheslavexp@smr-tatneft.ru, PR@smr-tatneft.ru, AndreyLopatinSD@smr-tatneft.ru

GENERAL QUOTE / OFFER (2021)

We, ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ "ТАТНЕФТЬ-САМАРА" under penalty of Perjury hereby confirm our Availability and Capability to Supply RUSSIAN Origin Products for both Contract/Spot sales. The Supply is guaranteed to meet the Specifications and pass through the stringent requirements of SGS or 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 buyers, representative and mandates will be considered.

OPERATIONAL TERMS

DELIVERY: CIF ASWP (SPOT / CONTRACT)

PAYMENT TERM: Standby Letter of Credit (SBLC MT 760), Documentary Letter of Credit (DLC), T/T Wire, MT103.

PERFORMANCE BOND: 2% operative PB will be issued from Seller's bank to the buyer's bank upon receipt of buyer's financial Instrument in Seller's bank.

QUALITY INSPECTION: Q&Q test report will be conducted at the loading port by SGS or Equivalent at the expense of Buyer.

Commission Structure: 50% EACH BOTH SIDES I.E (Sellers Side 50% / Buyers Side 50%)

PRODUCTS ORIGIN: Russia Federation.

LOADING PORT: VLADIVOSTOK, PRIMORSK, MURMANSK, ST. PETERSBURG, NOVOROSSYISK

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PETROLEUM PRODUCTS ON SALE

DIESEL GAS D2 OIL GOST 305-82 (SPOT/CONTRACT)

10,000 - 100,000 MT Per Month x 12 Months

CIF PRICE - \$180 Gross / \$170 Net

RUSSIA EXPORT BLEND CRUDE GOST 51 858-2002 (SPOT/CONTRACT)

500,000 – 1,000,000 Bbl. per Month x 12 Months

CIF PRICE - \$49 Gross / \$45 Net

RUSSIAN LIGHT CYCLE OIL (LCO)

50,000 MT – 300,000 MT Per Month X 12 Months

PRICE - \$190 Gross / \$180 Net

RUSSIA EXPORT BLEND CRUDE GOST 9965-76 (SPOT/CONTRACT)

500,000 – 1,000,000 Bbl. per Month x 12 Months

CIF PRICE - USD 40 Gross / 36 Net

MAZUT 100 GOST –10585-75 & 10585-99 (SPOT/CONTRACT)

10, -000 - 100,000 MT per Month

CIF PRICE -USD 150 Gross / 140 Net

AVIATION KEROSENE TS1 /JP54 (SPOT/CONTRACT)

500,000 – 1,000,000 Bbl. per Month x 12 Months

CIF PRICE - USD 25 Gross / 21 Net

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If the above negotiation terms and working procedures are acceptable by your company kindly issue an ICPO inserting the above working procedures in the ICPO in order for an acceptance.

NOTES:

Open Joint Stock Company "Tatneft-Samara" (ООО "ТАТНЕФТЬ-САМАРА") are direct producer and supplier. We are not Re-seller as we are the Title Holder of the Products offered hereto; Thence it is a prerequisite that only Serious/Direct and Ready Buyers/their immediate representative response to this offer.

Payment Terms: MT103, TT wire transfer, Letter of Credit, Bank Guarantee

No information on past performances from our company is issued to any third party as it violates the Confidentiality Agreement signed between Seller and Buyers; If ICPO is being issued the Buyer should copy the Procedures as stipulated herein in full without deviation and without change as any change will render ICPO unacceptable.

Sales Director

A handwritten signature in blue ink, appearing to be "AL", over a faint map of Tatarstan.



Andrey Alexey Lopatin