



JOINT-STOCK COMPANY "INZERNEFT"

LEGAL ADDRESS: 461046 , ORENBURG REGION , BUZULUK CITY , MAGISTRALNAYA STREET 2,

EMAIL: izerneft@mail.ru TEL : +79691001660

OGRN 1026402191144 INN / KPP 642027577 560301001

ISSUED TO: BUYERS, RE-SELLER, MANDATES

VIA: JSC INZERNEFT



SOFT COOPERATE OFFER

We " JOINT-STOCK COMPANY "INZERNEFT" acting as authorized mandate to major refineries in Russian Federation, with full corporate and legal authority and responsibility and under penalty of perjury, confirm the availability of below listed petroleum products for immediate sales to capable buyers under the specified terms and conditions below. All supply is guaranteed to meet the standard specifications

AVAILABLE PRODUCTS:

CRUDE OIL (ESPO)

QUANTITY: 4, 8 MILLION BBL. /MONTHS

PRICE FOB: GROSS \$50 USD/NET \$47 USD PER BARREL

PRICE CIF: GROSS \$53 USD/ NET \$50 USD PER BARREL

COMMISSION: \$1.5 USD SELLER SIDE CLOSED/\$1.5 USD BUYER SIDE OPEN

GAS OIL D2 GOST 305-82.

QUANTITY: 322,100 MT/MONTHS

PRICE FOB: GROSS \$420 USD/NET \$410 USD PER MT

PRICE CIF: GROSS \$430 USD/ NET \$420 USD PER MT

COMMISSION: \$5 USD SELLER SIDE CLOSED/\$5 USD BUYER SIDE OPEN

JET FUELS (JP54)

QUANTITY: 3,1 MILLION BBL./MONTHS

PRICE FOB: GROSS \$66 USD/NET \$63 USD PER BARREL

PRICE CIF: GROSS \$69 USD/ NET \$66 USD PER MT

COMMISSION: \$1.5 USD SELLER SIDE CLOSED/\$1.5 USD BUYER SIDE OPEN



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STANDARD NON NEGOTIABLE FOB TRANSACTING PROCEDURE TANK TO VESSEL

1. BUYER SENDS ICPO ALONG WITH COMPANY PROFILE TO SELLER ON RECEIPT OF SELLER'S SOFT OFFER.
2. SELLER ISSUES COMMERCIAL INVOICE. BUYER SIGNS AND RETURNS COMMERCIAL INVOICE WITH VESSEL CHARTER PARTY AGREEMENT CONTRACT (CPA) TO SELLER ACKNOWLEDGING BUYER'S LEGALLY BINDING COMMITMENT TO PURCHASE UNDER THE TERMS AND CONDITIONS HEREIN.
- 2B. SELLER SEND TO BUYER THE FOLLOWING POP DOCUMENT FOR VERIFICATION.
 - 1). ATSC (AUTHORITY TO SELL CARGO)
 - 2) PRODUCT PASSPORT
 - 3) AVAILABILITY OF PRODUCT
 - 4) COMMITMENT TO SUPPLY.
3. SELLER PROVIDE THE STORAGE RESERVOIR COMPANY DETAILS WHERE SELLER PRODUCTS IS CURRENTLY STORED FOR BUYER TO CONTACT AND TO SIGN THE TANK TO VESSEL INJECTION AGREEMENT CONTRACT (TTVIAC) WITH THE RESERVOIR COMPANY.
4. BUYER ISSUES AND PRESENT THE TANK TO VESSEL INJECTION AGREEMENT CONTRACT (TTVIAC) TO SELLER FOR VERIFICATION AND ACCEPTANCE.
5. SELLER ISSUES DIP TEST AUTHORIZATION DOCUMENT (DTA), WHICH IS COUNTERSIGNED & SEALED BY THE BUYER, SELLER AND RESERVOIR COMPANY, ALONG WITH THE NCNDA/IMFPA WHICH IS ALSO TO BE SIGNED BETWEEN SELLER AND BUYER SIDE AND ALL MANDATES AND INTERMEDIARIES INVOLVED.
6. AFTER COUNTER-SIGNING DTA BY ALL PARTIES, SELLER PROVIDES THE RESERVOIR RECEIPT, NOTICE OF READINESS (NOR) AND INJECTION SCHEDULE TO BUYER UPON INJECTING THE FUEL INTO BUYERS VESSEL.
7. SELLER INJECTS THE FULL PRODUCT ALLOCATION INTO BUYER'S VESSEL AND FURNISHES BUYER THE FULL INJECTION REPORT DOCUMENTS TO NOTIFY AND SHOW THE PROOF OF THE PRODUCTS INJECT INTO BUYERS VESSEL. BUYER PAY THE TOTAL PRODUCT FUNDS BY MT103 TO SELLER ACCOUNT, SELLER TRANSFER TITLE OWNERSHIP CERTIFICATE TO BUYER AND PAY ALL INTERMEDIARIES INVOLVE IN THE TRANSACTION.

CEO

Khlebnikov Sergei Pavlovich