



ООО «РЕГИОН-РОЗНИЦА»
124471, г. Москва, Можайское шоссе, дом 37, Пом/ком 1а/9
ИНН 7706704139, КПП 773101001, ОГРН 50877466775

The Principal End Buyer/Buyer's Representatives

DIP AND PAY/TANK / FOB RUSSIAN AND TTO APPROVED TRANSACTION WORKING PROCEDURES,

FOB DIP & PAY / TTO SCO.

Dear Sir/Madam,

We, attest with full corporate authority and do hereby warrant under penalty of perjury, assuming any financial and/or legal liabilities that may arise from any misrepresentations and being subject to all relevant applicable damages, state that we are ready, willing and legally able to sale the below listed products, under trading term F.O.B DIP & PAY/SPOT, Rotterdam.

This offer is strictly for market Majors, End-Buyers/Approved Re-Sellers that have fiscal capital for immediate purchase and ready to lift or trans-shipment. We will provide all title documents as may be required by buyer or her bank from the port storage facility. (NOTE: WE WILL NOT GIVE ANY KIND UPFRONT DOCUMENTATION UNTIL BUYER'S STORAGE FACILITY & FINANCIAL CAPABILITY IS CONFIRMED).

RUSSIAN AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL.

Minimum Quantity FOB: 1,000,000 Barrels per Month Maximum Quantity: 5,000,000 Barrels per Month

FOB Russian Port Price: Gross \$ 43.00 USD / Net \$ 40.00 USD per barrels.

Commissions: \$3, Seller side - \$ 1.50 per Barrel / Buyer side - \$ 1.50 per Barrel, Payable by Seller.

FOB Rotterdam Port Price: Gross \$ 48.00 USD / Net \$ 45.00 USD per barrels.

Commissions: \$3, Seller side - \$ 1.50 per Barrel / Buyer side - \$ 1.50 per Barrel, Payable by Seller.

RUSSIAN AVIATION KEROSENE JET A1.

Minimum Quantity FOB: 500,000 Barrels per Month Maximum Quantity: 3,000,000 Barrels per Month

FOB Russian Port Price: Gross \$ 43.00 USD / Net \$ 40.00 USD per barrels.

Commissions: \$3, Seller side - \$ 1.50 per Barrel / Buyer side - \$ 1.50 per Barrel, Payable by Seller

FOB Rotterdam Port Price: Gross \$ 48.00 USD / Net \$ 45.00 USD per barrels.

Commissions: \$3, Seller side - \$ 1.50 per Barrel / Buyer side - \$ 1.50 per Barrel, Payable by Seller.

RUSSIAN VIRGIN D6 OIL.

Minimum Quantity FOB: 50,000,000 Gallons per week Maximum Quantity: 400,000,000 Gallons per month

FOB Russian Port Price: Gross \$ 0.60 USD/NET \$0.56 USD per gallon.

Commissions: \$0.04, Seller side - \$ 0.02 per Metric Tons / Buyer side - \$ 0.02 per Gallons. Payable by Seller.

FOB Rotterdam Port Price: Gross \$ 0.68 USD/NET \$0.64 USD per gallon

Commissions: \$0.04, Seller side - \$ 0.02 per Metric Tons / Buyer side - \$ 0.02 per Gallons. Payable by Seller.

DIESEL GASOIL EN 590 (Available: 10ppm, 50ppm & 500ppm): -

Minimum Quantity TTO: 20,000 Metric Tons per Month Maximum Quantity: 100,000 Metric Tons per Month

TTO Price: Gross \$ 250.00 USD / Net \$ 240.00 USD per metric ton.

Commissions: \$10, Seller side - \$ 5.00 per Metric Tons / Buyer side - \$ 5.00 per Metric Tons, Payable by Seller.

LIGHT CYCLE OIL (LCO): -

Minimum Quantity TTO: 30,000 Metric Tons per Month Maximum Quantity: 100,000 Metric Tons per Month

TTO Price: Gross \$ 240.00 USD / Net \$ 230.00 USD per metric ton.

Commissions: \$10, Seller side - \$ 5.00 per Metric Tons / Buyer side - \$ 5.00 per Metric Tons, Payable by Seller.

RUSSIA EXPORT BLEND CRUDE [ESPO]: -

Minimum Quantity TTO: 500,000 Barrels per Month Maximum Quantity: 3,000,000 Barrels per Month

TTO Price: Gross \$ 38.00 USD / Net \$ 35.00 USD, per barrel. (With product SGS Upon Buyer's Financial Commitment),

Commissions: \$3, Seller side - \$ 1.50 per Barrel / Buyer side - \$ 1.50 per Barrel, Payable by Seller.

Email: export@region-retail.ru, natalia@lukiol-rnptrading.ru, Telephone +7 (495) 205-4176



We observe regulations and standards of international chamber of commerce; and acknowledge right of subsidiaries and associates. We trade in atmosphere that is flexible and transparent. We create environment that is comfortable and convenient to parties, to bridge technical differences between all parties, providing peculiar solution in approach to each negotiation with goal of achieving our prime objective of meeting your market needs.

OFFICIAL NOTICE:

- 1). Upon receiving of your buyers Purchase Orders, every further communication will be directly from PJSC LUKOIL official emails.
- 2). We do not issue separate SCO/FCO to buyer, very purchase is in accordance with generally SCO.

DIP AND PAY/TANK EXTENSION TRANSACTION AND FOB RUSSIAN APPROVED TRANSACTION WORKING PROCEDURES: -

1. Buyer issues ICPO with company profile, company Registration Certificate, International Data Passport Copy of buyer's, Full banking detail, Tank Storage Agreement [TSA] not less than 30 days old, ATV to verify the buyer's tank location for distance or a LETTER of Acceptance to Extend Sellers Tank.
2. Seller verify Buyer Tank Via injection company and issues CI (Commercial Invoice), OR CI (Commercial Invoice), and Tank Extension Agreement, depending on buyer's option. Buyer countersigns and returns back to Seller within 72 hours of receiving.
3. Seller issues the below listed documents to Buyer's secured email for verification: -
 - a. Certificate of origin
 - b. Statement of Product Availability
 - c. Freight cargo manifest.
 - d. Commitment to Supply.
 - e. Product Passport Dip Test Report.
 - f. Authorization to Sell (ATS).
4. Upon receipt of above POP documents, within 48 hours, buyer issues their active tank storage receipt [TSR] or activate Seller's tank with the Minimum numbers of days require for Dip Test and Injection of the products to buyer's tank, Seller verifies TSR and issues NOR, ETA, ATE, DTA. Fresh SGS Report (Not older than 72 hours);
5. Buyer provide its testing officials (SGS or INTERTEK) and the needed test are carried out on the product in seller's tanks;
6. Upon positive Dip Test Result on the product quality and quantity analysis, Seller issues to the Buyer Title Ownership certificate of the product in buyer name to be follow by all export documentation.
7. PJSC Lukoil Inject the product to Buyer's tank or Vessel.
8. Buyer makes payment covering total value of the product by MT103. Seller pays commissions to all mandates and intermediaries involved in the transaction as may be agreed in the NCNDA/IMPFA.



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TANKER TAKE OVER (TTO) TRANSACTION PROCEDURE:

1. Buyer issues ICPO after the SCO based on the import quota is workable.
2. MOU & CI to be signed by buyer and seller.
3. The POP documents including but not limited below to be sent by the Seller: -
 - A. Bill of Lading, (shows vessel details)
 - B. Vessel Q88, (shows vessel details)
 - C. Cargo Manifest, (shows few vessel details)
 - D. Product Passport (Indigenous Dip Test),
 - E. Certificate of Origin,
 - F. Statement of Product Availability.
 - G. Tanker Tracking,
4. Buyer pays between 2% to 5% deposit of the product cost to the Seller nominated account as Guarantee Deposit by TT Wire Transfer depending on the negotiation. Upon confirmation of the deposit, Seller transfer title and re-route Vessel to buyer's port.
6. Destination port operation, including CIQ inspection.
7. Buyer pays remaining balance in full After CIQ/ GSG test confirms Q&Q at the discharge port.
8. Seller pays the commission to all intermediaries and completes the deal. (Stipulated in the MOU).

Seller will issue to the Buyer a letter of Guarantee sign/seal and also endorsed by the seller Legal Attorney, Guaranteeing the buyer's payment and refund policy 100% if the product is not delivered to buyer plus extra fines of 15% for default. (Refund, in case the product is not delivered).

PJSC Lukoil Sales/Export Department (Russian Major Supplier) is 100% directly responsible and applicable to every deal.

OFFICIAL NOTICE:

- 1). Upon receiving of your buyers Purchase Orders, every further communication will be directly from Seller's official emails.
- 2). We, do not issue separate SCO/FCO to buyer, very purchase is in accordance with generally SCO.

THANKS FOR YOUR COOPERATION



1st September, 2021

MS. IRINA. ANATOLYEVNAS. TUMANOVA,
GENERAL DIRECTOR
LLC REGION-RETAIL,
RUSSIAN FEDERATION,