

REF: - ЛУК-ПИС/87655Ф-И9720

Issued Date: 30-07-2020  
Validity Date: 30-08-2020

The PRINCIPAL END BUYER  
Attn. TO WHOM IT MAY CONCERN.

VIA: FEDOROV VICTOR,  
PJSC LUKOIL SALES REPRESENTATIVE,

CIF & FOB DIP AND PAY SOFT CORPORATE OFFER,

**1). CIF SOFT CORPORATE OFFER**

PJSC LUKOIL is a major Russia refinery which works to ensure reliable, affordable and clean energy for its clients worldwide, with full legal responsibility under penalty of perjury hereby issue this soft Corporate Offer with given terms and conditions as stated in this offer to confirm our readiness and to execute a Sales and Purchase Agreement with the end buyer, with the ability to supply the following commodities according to the terms and conditions stipulated in this soft corporate offer through the Lukoil sales company. Please kindly be noted that this procedure is not open for Amendments or negotiations, ready buyers are to stick to the procedure and release their Purchase Order for further proceedings.

- DELIVERY TERMS:**  
TTM/CIF
- PAYMENT:**
- PERFORMANCE BOND:**  
SELLER ISSUES 2% PERFORMANCE GUARANTEE BOND
- INSPECTION:**  
SGS ONLY
- PRODUCT ORIGIN:**  
RUSSIAN
- TO:**  
End Buyer/Buyer's Mandate  
**COMMISSION:**  
Negotiable
- Default:**  
Seller side - \$ 5.00 per Metric Tons / Buyer side - \$ 5.00 per Metric Tons, Seller side - \$ 1.50 per Barrel / Buyer side - \$ 1.50 per Barrel.

Rоссийская Федерация  
101 000, г. Москва,  
Среденский бульвар, 11.

www.Lukoil.com  
dejkadry@lukoil.com

Тел: (984) 999-91-71  
(495) 628-98-41  
Факс: (495) 625-70-16

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL.  
Minimum Quantity: 1,000,000 Barrels per Month Maximum Quantity: 3,000,000 Barrels per Month  
Price: Gross \$ 37.00 USD / Net \$ 35.00 USD per barrel.

AVIATION KEROSENE JET A1.  
Minimum Quantity: 500,000 Barrels per Month Maximum Quantity: 2,000,000 Barrels per Month  
Price: Gross \$ 37.00 USD / Net \$ 35.00 USD per barrel.

DIESEL GAS D2 OIL GOST 305-82  
Minimum Quantity: 20,000 Metric Tons per Month Maximum Quantity: 500,000 Metric Tons per Month  
Price: Gross \$ 250.00 USD / Net \$ 240.00 USD per metric ton.

VIRGIN D6 OIL  
Minimum Quantity: 50,000,000 Gallons per week Maximum Quantity: 400,000,000 Gallons per month  
Price: Gross \$ 0.70 USD/NET \$0.67 USD per gallon.

MAZUT 100 GOST -10585-75 / 100 GOST -10585-99  
Minimum Quantity: 50,000 Metric Tons per Month Maximum Quantity: 200,000 Metric Tons per Month  
Price: Gross \$ 190.00 USD / Net \$ 180.00 USD per metric ton.

DIESEL GASOIL EN 590 GOST P 52368 - 2005  
Minimum Quantity: 20,000 Metric Tons per Month Maximum Quantity: 100,000 Metric Tons per Month  
Price: Gross \$ 260.00 USD / Net \$ 250.00 USD per metric ton.

LIQUIDIFIED PETROLEUM GAS. GOST 20448-90  
Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 100,000 Metric Tons per Month  
Price: Gross \$ 230.00 USD / Net \$ 220.00 USD per metric ton.

LIQUIDIFIED NATURAL GAS.  
Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 100,000 Metric Tons per Month  
Price: Gross \$ 230.00 USD / Net \$ 220.00 USD per metric ton.

GASOLINE 91 - 92- 95 OCTANES.  
Minimum Quantity: 50,000 Metric Tons per Month Maximum Quantity: 200,000 Metric Tons per Month  
Price: Gross \$ 240.00 USD / Net \$ 230.00 USD per metric ton.

BITUMEN 60/70  
Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 100,000 Metric Tons per Month  
Price: Gross \$ 190.00 USD / Net \$ 180.00 USD per metric ton.

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PETROLEUM COKE  
Minimum Quantity: 20,000 Metric Tons per Month Maximum Quantity: 200,000 Metric Tons per Month  
Price: Gross \$ 60.00 USD / Net \$ 55.00 USD per metric ton.

FUEL OIL CST180 & CST ALL GRADE.  
Minimum Quantity: 50,000 Metric Tons per Month Maximum Quantity: 100,000 Metric Tons per Month  
Price: Gross \$ 230.00 USD / Net \$ 220.00 USD per metric ton.

LIGHT CYCLE OIL (LCO).  
Minimum Quantity: 50,000 Metric Tons per Month Maximum Quantity: 100,000 Metric Tons per Month  
Price: Gross \$ 220.00 USD / Net \$ 210.00 USD per metric ton.

RUSSIA EXPORT BLEND CRUDE GOST 51 858-2002 [R.E.B.C.O] \*SOKOL ALSO AVAILABLE  
Minimum Quantity: 500,000 Barrels per Month Maximum Quantity: 3,000,000 Barrels per Month  
Price: Gross \$ 30.00 USD / Net \$ 28.00 USD, per barrel.

RUSSIA EXPORT BLEND CRUDE [ESPO]  
Minimum Quantity: 500,000 Barrels per Month Maximum Quantity: 2,000,000 Barrels per Month  
Price: Gross \$ 30.00 USD / Net \$ 28.00 USD per barrel.

DIESEL GAS OIL ULTRA-LOW SULPHUR DIESEL 50ppm  
Minimum Quantity: 20,000 Metric Tons per month Maximum Quantity: 100,000 Metric Tons per month  
Price: Gross \$ 260.00 USD / Net \$250.00 USD per metric ton.

HSD2 GAS OIL L-0.2-62 GOST 305-82 AGO (AUTOMATIVE GAS OIL)  
Minimum Quantity: 40,000 Metric Tons per Month Maximum Quantity: 200,000 Metric Tons per Month  
Price: Gross \$ 220.00 USD/\$ 210.00 USD per metric ton.

METHANOL  
Minimum Quantity: 50,000 Metric Tons per month Maximum Quantity: 500,000 Metric Tons per month  
Price: Gross \$ 310.00 USD / Net \$ 300.00 USD per metric ton.

First time buyers who wants to purchase product from our esteemed Refinery and wants to visit the refinery/Office for the business discussion must sign contract approved by all terms and procedures outlined in the contract given. The Buyer forward to us their company representative details that will be visiting the refinery for table talk meeting, (not more than two) a copy of International passport of which will be used to provide a business invitation and accommodation upon arrival into the Russian Federation (all to be Sponsored by Buyer /buyer's company) and a copy of their airline tickets for documentation before the buyer visit the country. Also, the cost of sending products samples is buyers responsibility and will be calculated per kg.

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**(A). PJSC LUKOIL CIF TRANSACTION WORKING PROCEDURE.**

- Buyer send LOI / ICPO alongside with company's profile and a copy of Passport for the signatory.
- Seller issues Contract to Buyer, Buyer signs and return Contract to Seller within five (5) days of receive.
- Seller reviews the buyers signed contract, acknowledged and send contract confirmation letter to buyer.
- Upon acceptance seller, authenticate the contract/POP with the state ministry, upon completion, Seller notify buyer the logistics company that will be responsible for the product transportation. Both company sign charter party agreement with logistic company. Seller will immediately send to buyer the Approved/Authenticated Contract and part of proof of product by secured courier service.
  - a. Statement of availability of product,
  - b. Tank Receipt,
  - c. Commitment Letter to Supply the product;
  - d. Copy of Certificate of Origin.
- Seller contact the logistics company "PJSC AK TRANSEFT" for the signing of the contract for the transporting of the product from the refinery to the port of loading, also from loading port to buyer's port of discharge and send the approve documents to the Buyer.
- The logistics company contacts both parties (Buyer & Seller) to finalize product clearance and the vessel details before final departure to the buyer's destination port and, Seller send the following instruction/documents to buyer:
  - Seller will be responsible for the transportation of the product from refinery to loading port
  - Seller send legalizer Contract and Government Transportation Monopoly Corporation "PJSC AK TRANSNEFT" Affidavit and Letter of Affirmation to the buyer.
  - No later than three (3) working days, Buyer countersign the "PJSC AK TRANSNEFT Documents and return back to Seller.
  - Upon receipt of the countersigned document, seller deposits the documents along with the POP to its bank for endorsement with a copy to the Buyer.
  - PJSC AK TRANSNEFT Contract.
  - Storage agreement.
  - Charter party agreement to transport the product to discharge port.
  - Copy of book vessel.
  - Products Approve letter/Certificate.
- Upon buyer's confirmation of the document, buyer within 7 working days' issue payment instrument via SBLC MT760 or DLC through swift for the first total lift able trial shipment, seller upon confirmation of buyer's payment instrument via SBLC /MT760/DLC will immediately transfer Title of Ownership Approved by the Ministry of Energy to identify the buyer's company name as the new beneficiary owner of the product allocation;
- Seller Bank issue 2% performance bond to activate Buyer's instrument and Full Proof of Products including the SGS based on international analytical report/Bill of Lading to buyer's bank.
- Delivery commences as per contract and the shipment shall arrive at Buyer's discharge port as scheduled by both Parties.
- Buyer within seven (7) days upon arrival of the product at the discharge port release payment to Sellers nominated Bank by MT 103. Seller within 24 hours pay commissions to all parties involve as stated in the IMFPA already sign.

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**(2). DIP AND PAY TRANSACTION PROCEDURES SOFT CORPORATE OFFER,**

**RUSSIAN ORIGIN PETROLEUM PRODUCT TITLED**

Dear Sir/Madam,  
PJSC Lukoil 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-Seller 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).

INSPECTION: SGS + SAYBOLT & ON SIGHT SURVEYOR

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL,  
Quantity: 2,000,000 Barrels lift able With R & E  
Price: Gross \$ 34.00 USD / Net \$ 32.00 USD per barrels.

AVIATION KEROSENE JET A1,  
Quantity: 2,000,000 Barrels lift able With R & E  
Price: Gross \$ 34.00 USD / Net \$ 32.00 USD per barrels.

DIESEL GAS D2 OIL GOST 305-82  
Quantity: 50,000 Metric Tons Lift able With R & E.  
Price: Gross \$ 220.00 USD / Net \$ 210.00 USD per Metric ton.

VIRGIN FUEL OIL (D6)  
Quantity: 100,000,000 Gallons lift able With R & E.  
Price: Gross \$ 0.65 USD/NET \$0.62 USD per Gallon.

DIESEL GASOIL EN 590 GOST P 52368 - 2005  
Quantity: 50,000 Metric Tons lift able, With R & E,  
Price: Gross \$ 240.00 USD / Net \$ 230.00 USD per metric ton.

1- LOCATION OF COMMODITY: STORAGE FACILITY (ROTTERDAM)  
2- LOCATION OF COMMODITY: STORAGE RESERVOIR  
ELECTRONIC TRADING PLATFORM: WWW.LUKOIL.COM  
HARBOUR: ROTTERDAM PORT.

TERM OF PAYMENT: T/T SWIRE TRANSFER/MT103.

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**(B). OPERATIONAL PROCEDURE.**

**OPERATIONAL PROCEDURE FOR FOB DIP & PAY.**

- Buyer accepts seller-working procedure and issues ICPO addressed to the seller refinery Tank Storage Agreement (TSA), Certificate of Incorporation /Company Registration, Corporate Profile, buyer Contact/Banking Information, copy of Principal/Signatory's Passport Data Page.
- Seller issues commercial invoice (CI), Buyer signs and returns back commercial invoice within 72 hours upon received.
- Seller provides buyer with the below listed PPPO:
  - a. Product Passport (product analysis report)
  - b. Irrevocable Commitment Letter to Buyer
  - c. Tank Storage Receipt (TSR) [GPS Coordinate-tank Storage Receipt (TSR) with Scanned barcode]
  - d. Tank to Tank Injection Agreement (TTIA) to be signed by buyer tank farm.
- Seller provides buyer with SGS report, Injection Report, unconditional DTA.
- (NCNDA/IMFPA) will be signed, buyer within 24 hours after successful dip test in seller tanks provide tank storage receipt (TSR), seller proceed for Tank to Tank injection and provide buyer with the injection report of the product into buyer tanks.
- The buyer within 4-8 bank working days make Product Payment via bank transfer of MT103 or TT for the total cost of product injected into buyer tanks to the designated Seller bank/bank account upon completion of product injection and receiving of all shipping documents from seller. PJSC LUKOIL, pays beneficiary FEE as per Agreement (NCNDA/IMFPA), upon Buyer Product payment confirmations.
- Seller issues draft SPA to buyer to review for R&E monthly deliveries.
- Buyer reviews and approves the SPA and issues IRDLC Irrevocable, non-transferable, auto revolving for 12 monthly shipment value, Or Documentary letter of Credit for length of contract and for each lift per schedule. Buyer pays after Dip Test by MT103 Wire Transfer on each monthly quantity.
- The subsequent delivery shall commence according to the terms and conditions of the contract.

We observe regulations and standards of international create 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.

We are looking forward to doing good business with you.

**OFFICIAL NOTICE:** Upon receiving of your buyers Purchase Orders, every further communication will be directly from PJSC LUKOIL official emails. Penalty Clause: Non-Transferable to Pay the Other Party 5% of Value of the Contract.

Thanks,

Authorized Signatory,  
Date: 30.07.2020.  
VICTOR HAJZHEEV,  
FOR AND IN BEHALF OF THE  
MANAGEMENT BOARD PJSC LUKOIL  
RUSSIAN FEDERATION.



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**(C). LUKOIL TANK EXTENSION DIP & PAY WORKING PROCEDURES (2),**

- Buyer sends ICPO on receipt of SCO Offer along with full Buyer Banking / Contact details and Buyer Company Registration Certificate / Company's Profile.
- Seller issues commercial invoice/CI, for the available quantity in the storage tank to Buyer, Buyer Signs and returns to Seller the CI with Signed TSA from a reputable Logistics company (Tank Farm Company) or Buyer negotiate with seller, the possibility of taken over the seller Tanks for Extension / Re- chartering of its Tank. (Optional).
- Buyer and seller finalize every necessary arrangement of the tanks, either approving Buyers logisticals company or Re-chartering / extending Seller tanks with the minimum numbers of days, Seller issues unconditional DTA (Dip Test Authorization), buyer sign the DTA with its Logistics Company/or authenticate with seller's extended tank company and return back to the seller.
- Seller issues PPPO documents: signed and properly completed Dip Test Authorization letter, Fresh SGS Report less than 48 Hours, Authorization to Verify (ATV) Passport Product Analysis, Authorization to Sell / Collect (ATSC), Notice of Readiness to Inject (NORI), Certificate of Origin, Tank Storage Agreement (TSA) Tank Storage Receipt (TSR) with GPS Coordinates to Buyer. Buyer orders SGS to conduct Dip Test of the product in the Seller's Tank at Buyer expense.
- Upon successful Dip Test, seller transfer all the Full shipping documents including the full injection report to the Buyer. Buyer lift the product from seller's tank
- Buyer make 100% payment by MT103 TT wire transfer for the total product and Seller pays commission to all intermediaries involved in the transaction within 24 hours after confirmation of the buyer's payment.
- Seller issues draft SPA to buyer to review for R&E monthly deliveries.
- Buyer reviews and approves the SPA and issues IRDLC Irrevocable, non-transferable, auto revolving for 12 monthly shipment value, or LC documentary letter of credit for length of contract and for each lift per schedule. Buyer pays after Dip Test by MT103 Wire Transfer on each monthly quantity.
- The subsequent delivery shall commence according to the terms and conditions of the contract.

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