



FULL CORPORATE OFFER (FCO)

To: End Buyers/Buyer Mandate

Validity: Dec 31, 2020

We "PJSC LUKOIL" under penalty and Perjury hereby confirm the availability of the under listed Product. The Supplier 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 or buyer mandates will be considered.

RUSSIAN DIESEL GAS OIL GOST 305-82/EN-590 10PPM (D2)

Minimum Quantity: Buyer request not less than 10,000 MT

Maximum Quantity: 200,000 MT Monthly

Price CIF: Gross \$200 USD/NET \$190 USD

Price FOB: Gross \$180 USD/NET \$170 USD

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

RUSSIAN DIESEL FUEL GOST 305-82/EN-590 (EN590)

Minimum Quantity: Buyer request not less than 10,000 MT

Maximum Quantity: 200,000 MT Monthly

Price CIF: Gross \$220 USD/NET \$210 USD

Price FOB: Gross \$200 USD/NET \$190 USD

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

RUSSIAN JET FUEL OIL GOST 10277-86 (JP54/JPA1)

Minimum Quantity: Buyer request not less than 10,000 BBL

Maximum Quantity: 5,000,000 BBL Monthly

Price CIF: Gross \$26 USD/NET \$22 USD

Price FOB: Gross \$24 USD/NET \$20 USD

COMMISSION: \$2 SELLER SIDE CLOSED / \$2 BUYER SIDE OPEN

11, Sretensky Boulevard, Moscow Russia, 101000



**PORTS OF LOADING
PRIGORODNOYE/SAKHALIN
VLADIVOSTOK/NAKHODKA/KOZMINO
NOVOROSSIYSK/UST-LUGA/ROTTERDAM/PRIMORSK**

FOB DIP AND PAY TRANSACTION PROCEDURE:

- 1- Buyer issues ICPO containing the Seller's working procedures and banking details along with Buyer's nominated TSA, Company Registration Certificate and data page of Buyer's Passport.
- 2- Seller issues Commercial Invoice of the product in tanks at the port, Buyer signs and returns Commercial Invoice along with an acceptance letter.
- 3- Seller issues a copy of Fresh SGS Report to Buyer's Tank farm Company in order to verify SGS Report.
- 4- Upon confirmation of the successful verification of the SGS Report by Buyer's Tank Farm Company, Buyer's company provides valid Tank Storage Receipt (only a minimum of one day TSR is required) from its logistics company to Supplier / Seller's company in order to proceed with the injection of fuel into Buyer's leased tanks.
- 5- Seller issues following POP documents to Buyer, Buyer conducts Dip Test on the product and makes the payment for the total value of product injected into the tanks through the means of MT103-TT to the Seller.
 - a) Q&Q Report
 - b) Injection Report
 - c) Unconditional Dip Test Authorization letter (DTA)
 - d) Authorization to Sell & Collect (ATSC)
 - e) Fresh Updated SGS Report (within 48hrs)
 - f) Authorization to verify physically in the product in Seller's tanks (ATV)
- 6- Buyer pays Buyer side intermediaries and Seller pays Seller side intermediaries involved in the transaction. Subsequent monthly shipments continue as per terms and conditions of the Sales and Purchase Agreement / contract between the Buyer and the Seller.

APPROVED BY PJSC LUKOIL RUSSIA

Mr. Denis Rogachev

Vice President Procurement

www.lukoil.com/Company/CorporateGovernance/ManagementCommittee/DenisRogachev



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