



Ng: RUS/CIF-4802/001453 -02.06.2021  
Ref. No: LUK-RUS/CIF-83425/0778541 To: 30.07.2021

The Principal End Buyer/Buyer's Representatives  
Via: PJSC Lukoil Sales Representative

**PRODUCTS 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.

**OFFICIAL NOTICE:** -First time buyers who wants to purchase product from PJSC LUKOIL 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 will forward to PJSC LUKOIL Admin Department their company representative details that will be visiting the refinery for table talk meeting, (not more than five) 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 visiting the country. Also, the cost of sending products samples is buyers responsibility and will be calculated per kg.

**DELIVERY TERMS:** TTMCIF Any Safe World Port (ASWP)

**PAYMENT:** LC/DLC MT 700/ SBLC/MT760; PAYABLE (NEGOTIABLE) 100% BY TT/MT103. AT DISCHARGE PORT (7) SEVEN DAYS AFTER THE DISCHARGE OF THE CARGO AT THE DESTINATION PORT AND CIQ/SGS INSPECTION

**PERFORMANCE BOND:** SELLER ISSUES 2% PERFORMANCE GUARANTEE BOND

**INSPECTION:** SGS ONLY

**PRODUCT ORIGIN:** RUSSIA

**COMMISSION:** Seller side - \$ 5.00 per Metric Tons / Buyer side - \$ 5.00 per Metric Tons, Seller side - \$ 2 per Barrel / Buyer side \$ 2 per Barrel, Seller side \$ 0.02 per Metric Tons / Buyer side \$ 0.02 per Gallons. Payable by Seller.

**Default:** Penalty Clause: Non-Performer to Pay the Other Party 15% of Value of the Contract.

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**RUSSIAN AVIATION KEROSENE JP54:**

Minimum Quantity CIF: 1,000,000 Barrels per Month Maximum Quantity: 5,000,000 Barrels per Month  
CIF Price: Gross \$ 52.00 USD / per barrel  
Commissions: \$4 Seller side - \$ 2 per Barrel / Buyer side - \$ 2 per Barrel, Payable by Seller.

**RUSSIAN AVIATION KEROSENE JET A1:**

Minimum Quantity CIF: 500,000 Barrels per Month Maximum Quantity: 3,000,000 Barrels per Month  
CIF Price: Gross \$ 52.00 USD / per barrel.  
Commissions: \$ 4, Seller side - \$ 2 per Barrel / Buyer side - \$ 2 per Barrel, Payable by Seller.

**RUSSIAN DIESEL GAS D2 OIL:**

Minimum Quantity CIF: 20,000 Metric Tons per Month Maximum Quantity: 500,000 Metric Tons per Month  
CIF Price: Gross \$ 265.00 USD / per metric ton.  
Commissions: \$10, Seller side - \$ 5.00 per Metric Tons / Buyer side - \$ 5.00 per Metric Tons, Payable by Seller.

**RUSSIAN VIRGIN FUEL OIL (D6):**

Minimum Quantity CIF: 50,000,000 Gallons per week Maximum Quantity: 400,000,000 Gallons per month  
CIF Price: Gross \$ 0.80 USD/ per gallon.  
Commissions: \$0.04, Seller side - \$ 0.02 per Metric Tons / Buyer side - \$ 0.02 per Gallons. Payable by Seller.

**RUSSIAN MAZUT M-100:**

Minimum Quantity CIF: 50,000 Metric Tons per Month Maximum Quantity: 200,000 Metric Tons per Month  
CIF Price: Gross \$ 175.00 USD / per metric ton.  
Commissions: \$10, Seller side - \$ 5.00 per Metric Tons / Buyer side - \$ 5.00 per Metric Tons, Payable by Seller.

**RUSSIAN DIESEL GASOIL EN 590 10PPM, 500PPM:**

Minimum Quantity CIF: 20,000 Metric Tons per Month Maximum Quantity: 100,000 Metric Tons per Month  
CIF Price: Gross \$ 245.00 USD / per metric ton.  
Commissions: \$10, Seller side - \$ 5.00 per Metric Tons / Buyer side - \$ 5.00 per Metric Tons, Payable by Seller.

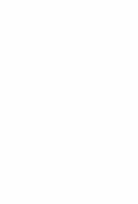
**RUSSIAN LIQUIDIFIED PETROLEUM GAS:**

Minimum Quantity CIF: 6,000 Metric Tons per Month Maximum Quantity: 100,000 Metric Tons per Month  
CIF Price: Gross \$ 235.00 USD / per metric ton.  
Commissions: \$10, Seller side - \$ 5.00 per Metric Tons / Buyer side - \$ 5.00 per Metric Tons, Payable by Seller.

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**RUSSIAN LIQUIDIFIED NATURAL GAS:**

Minimum Quantity CIF: 5,000 Metric Tons per Month Maximum Quantity: 100,000 Metric Tons per Month  
CIF Price: Gross \$ 235.00 USD / per metric ton.  
Commissions: \$10, Seller side - \$ 5.00 per Metric Tons / Buyer side - \$ 5.00 per Metric Tons, Payable by Seller

**RUSSIAN GASOLINE 91 - 92- 95 OCTANES:**

Minimum Quantity CIF: 50,000 Metric Tons per Month Maximum Quantity: 200,000 Metric Tons per Month  
CIF Price: Gross \$ 255.00 USD / per metric ton.  
Commissions: \$10, Seller side - \$ 5.00 per Metric Tons / Buyer side - \$ 5.00 per Metric Tons, Payable by Seller.

**RUSSIAN BITUMEN 60/70:**

Minimum Quantity CIF: 10,000 Metric Tons per Month Maximum Quantity: 100,000 Metric Tons per Month  
CIF Price: Gross \$ 225.00 USD / per metric ton.  
Commissions: \$10, Seller side - \$ 5.00 per Metric Tons / Buyer side - \$ 5.00 per Metric Tons, Payable by Seller.

**RUSSIAN PETROLEUM COKE:**

Minimum Quantity CIF: 5,000 Metric Tons per Month Maximum Quantity: 200,000 Metric Tons per Month  
Price: Gross \$ 75.00 USD / per metric ton.  
Commissions: \$10, Seller side - \$ 5.00 per Metric Tons / Buyer side - \$ 5.00 per Metric Tons, Payable by Seller.

**RUSSIAN FUEL OIL, CST180 & CST ALL GRADE:**

Minimum Quantity CIF: 20,000 Metric Tons per Month Maximum Quantity: 100,000 Metric Tons per Month  
CIF Price: Gross \$ 265.00 USD / per metric ton.  
Commissions: \$10, Seller side - \$ 5.00 per Metric Tons / Buyer side - \$ 5.00 per Metric Tons, Payable by Seller.

**RUSSIAN LIGHT CYCLE OIL (LCO):**

Minimum Quantity CIF: 50,000 Metric Tons per Month Maximum Quantity: 100,000 Metric Tons per Month  
CIF Price: Gross \$ 225.00 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 [R.E.B.C.O] \*SOKOL:**

Minimum Quantity CIF: 500,000 Barrels per Month Maximum Quantity: 3,000,000 Barrels per Month  
CIF Price: Gross \$ 35.00 USD / per barrel.  
Commissions: \$4, Seller side - \$ 2 per Barrel / Buyer side - \$ 2 per Barrel, Payable by Seller.

**RUSSIA EXPORT BLEND CRUDE [ESPO]:**

Minimum Quantity CIF: 500,000 Barrels per Month Maximum Quantity: 3,000,000 Barrels per Month  
CIF Price: Gross \$ 35.00 USD / per barrel.  
Commissions: \$4, Seller side - \$ 2 per Barrel / Buyer side - \$ 2 per Barrel, Payable by Seller.

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**RUSSIAN 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 \$ 245.00 USD / per metric ton.  
Commissions: \$10, Seller side - \$ 5.00 per Metric Tons / Buyer side - \$ 5.00 per Metric Tons, Payable by Seller.

**RUSSIAN HSD2 GAS OIL L-0.2-62, AGO (AUTOMATIVE GAS OIL):**

Minimum Quantity CIF: 40,000 Metric Tons per Month Maximum Quantity: 200,000 Metric Tons per Month  
CIF Price: Gross \$ 255.00 USD / per metric ton.  
Commissions: \$10, Seller side - \$ 5.00 per Metric Tons / Buyer side - \$ 5.00 per Metric Tons, Payable by Seller

**RUSSIAN METHANOL:**

Minimum Quantity CIF: 50,000 Metric Tons per month Maximum Quantity: 500,000 Metric Tons per month  
CIF Price: Gross \$ 355.00 USD / per metric ton.  
Commissions: \$10, Seller side - \$ 5.00 per Metric Tons / Buyer side - \$ 5.00 per Metric Tons, Payable by Seller.

**RUSSIAN BASE OIL, N40, N70, SN 150, SN300 & SN 500:**

Minimum Quantity CIF: 5,000 Metric Tons per Month Maximum Quantity: 100,000 Metric Tons per Month  
CIF Price: Gross \$ 325.00 USD / per metric ton.  
Commissions: \$10, Seller side - \$ 5.00 per Metric Tons / Buyer side - \$ 5.00 per Metric Tons, Payable by Seller.

**LUBRICANTS OIL, ALL GRADE (CF4/CH4 15W40 20W50 10W40):**

Minimum Quantity CIF: 5,000 Litre per Month Maximum Quantity: 50,000 Litre per Month  
CIF Price: Gross \$ 1.14 /per Litre  
Commissions: \$0.10, Seller side - \$ 0.05 per Litre / Buyer side - \$ 0.05 per Litre, Payable by Seller.

**RUSSIAN “NAPHTHA”: 2**

Minimum Quantity: 20,000 Metric Tons per month Maximum Quantity: 100,000 Metric Tons per month  
Price: Gross 205.00 USD / per metric ton.  
Commissions: \$10, Seller side - \$ 5.00 per Metric Tons / Buyer side - \$ 5.00 per Metric Tons, Payable by Seller.

**RUSSIAN “GRANULAR SULFUR”:**

Minimum Quantity: 10,000 Metric Tons per month Maximum Quantity: 100,000 Metric Tons per month  
Price: Gross \$ 95.00 USD / per metric ton.  
Commissions: \$10, Seller side - \$ 5.00 per Metric Tons / Buyer side - \$ 5.00 per Metric Tons, Payable by Seller.

**POLYETHYLENE, HDPE FOR INJECTION MOLDING AND MFR-20:**

Minimum Quantity CIF: 400, Metric Tons per Month Maximum Quantity: 100,000 Metric Tons per Month  
CIF Price: Gross \$ 800.00 USD / per metric ton. 1000  
Commissions: \$10, Seller side - \$ 5.00 per Metric Tons / Buyer side - \$ 5.00 per Metric Tons, Payable by Seller.

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**PJSC LUKOIL CIF ASWP TRANSACTION WORKING PROCEDURE:**

- Buyer issues ICPO addressed to the seller (Refinery/Refinery Representative), alongside with company's profile and a copy of Passport for the signatory.
- Seller issues Contract (SPA) to Buyer, Buyer review and endorse, sends back with letter of acceptance within Five (5) days upon received.
- Seller reviews the buyers signed contract, acknowledged and send contract confirmation letter to buyer.
- Upon acceptance seller will immediately send to buyer part of proof of product (PPOP) by secured courier service: -
  - Approved/Authenticated Contract Letter of Approval.
  - Product Passport (product analysis report),
  - Injection Agreement with the logistics Company,
  - Commercial Invoice for the first value shipment (LC).
  - Final Approved Verbiage for 2%,
  - Final Approved Verbiage for LC, Performance Bond.

5). Upon the confirmation of the list partial PPOP, Buyer issues a letter of acknowledgement and Acceptance by email within 24 hours to the seller. Buyer then also instruct its Bank to commence with the issuing of the Payment Instrument, Documentary LETTER OF CREDIT (DLC-MT700) according to seller's fiduciary nominated Bank Account for the first month shipment. And in case Buyer fail to issue or having difficulties in issuing the payment Instrument within seven (7) banking days, Buyer can be mandated in taking the option of a cash deposit, as Security Guarantee deposits the will enable seller proceed and finalize the Chartering of vessel to commence shipment from PJSC Lukoil approve shipping company Transneft Transportation Monopoly Company in other not to delay the products shipment, this payment is not an extra cost rather it will be deducted from the total cost of the products before buyer establish the final payment of the product.

6). PJSC Lukoil shall inform the buyer the Shipping schedule of the Logistics company (Transneft Transportation Monopoly Company) that will be transporting the product to buyer's destination port, PJSC Lukoil finalize the signing of Charter Party Agreement (CPA) and every necessary arrangement of the vessel/Transportation with the shipping company (Transneft Transportation Monopoly Company) within 24 hours upon finalizing of the LETTER OF CREDIT (LC) OR cash deposit by the buyer, as Security Guarantee deposits.

7). Seller Bank issue 2% performance bond to activate Buyer's instrument and Full Proof of Products (Bank to Bank) including the following:

- Copy of Statement of Product Availability
- Copy of legalizer "PJSC AK TRANSNEFT" Affidavit and Letter of Affirmation.
- Copy of Refinery Commitment to supply endorsed and approved by Ministry of Energy
- PJSC AK TRANSNEFT Contract to transport the product to the loading port.
- Copy of the Port Storage Agreement.
- Copy of Charter party agreement to transport the product to discharge port.
- Copy of Products Approve letter/Certificate.
- Copy of Bill of Lading
- SGS Report at loading port

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- Dip test Authorization (DTA) & ATB
- Copy of Vessel Questionnaire 88
- Copy of Certificate of Approval
- NOR/ETA
- Certificate of Ownership
- Allocation transaction Passport Code Certificate (ATPCC) issue by Russian Ministry of Energy.

8). All parties finalized signing of the NCNDA/IMFPA. Buyer will be invited by seller to witness the loading of the product (At Buyers Cost, Maximum of Five Personals / Representatives, Optional).

9). Shipment commences as per contract and the shipment shall arrive at Buyer's discharge port as scheduled by both Parties.

10). Buyer within seven (7) days upon arrival of the product at the discharge port release payment to Sellers nominated Bank by MT 103 at discharge port, after the discharge of the cargo at the destination port and CIQ/SGS INSPECTION confirming the quality and quantity of the product. Seller within 24 hours pay commissions to all parties involve as stated in the IMFPA already sign.

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.
- PJSC Lukoil do not issue separate SCO/FCO to buyer, every purchase is in accordance with generally SCO.

Authorized Signatory,

FOR AND ON-BEHALF OF

PRESIDENT AND CEO,

MANAGEMENT BOARD OF PJSC LUKOIL,

RUSSIAN FEDERATION

Date: \_\_\_\_\_

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11. The Principal End Buyer/Buyer's Representatives  
Via: PJSC Lukoil Sales Representative