

SOFT CORPORATE OFFER

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.

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

Minimum Quantity: 500,000 BBL
Maximum Quantity: 5,000,000 BBL Monthly
Price FOB Rotterdam: \$40 Gross
CIF Price: \$48 Gross

EASTERN SIBERIA PACIFIC OCEAN OIL (ESPO)

Minimum Quantity: 500,000 Barrels per Month
Maximum Quantity: 5,000,000 Barrels per Month
CIF Price: Gross USD \$ 50.00BBL NET / USD \$48.00 NET on CIF
FOB Price: Gross USD \$ 48.00BBL NET / USD \$46.00 NET on FOB

RUSSIA ORIGIN DIESEL GAS D2 OIL GOST 305-82

Minimum Quantity: 10,000 Metric Tons per Month
Maximum Quantity: 500,000 Metric Tons per Month
CIF Price: Gross USD \$ 250.00MT NET / USD \$ 240.00MT on CIF
FOB Price: Gross USD \$ 240.00MT NET / USD \$ 230.00MT on FOB

RUSSIA ORIGIN MAZUT M100 GOST -10585/75/99

Minimum Quantity: 10,000 Metric Tons per Month
Maximum Quantity: 500,000 Metric Tons per Month
CIF Price: Gross USD \$220.00/ USD \$ 210.00 NET on CIF
FOB Price: Gross USD \$210.00 / USD \$200.00 NET on FOB

VIRGIN FUEL OIL D6

Minimum Quantity: 100,000,000 Gallons per Month
Maximum Quantity: 800,000,000 Gallons per Month
CIF Price: Gross USD \$ 0.62 / USD \$ 0.60 NET on CIF
FOB Price: Gross USD \$ 0.60 / USD \$0.58 NET on FOB

RUSSIA EXPORT BLEND CRUDE GOST 51 858-2002/ GOST 9965-76

Minimum Quantity: 10,000 Barrels per Month
Maximum Quantity: 3,000,000 Barrels per Month
CIF Price: Gross USD \$48.00 / USD \$ 44.00 NET on CIF
FOB Price: Gross USD \$44.00 / USD \$ 42.00 NET



LIQUIDIFIED PETROLEUM GAS. GOST 20448-90

Minimum Quantity: 10,000 Metric Tons per Month
Maximum Quantity: 1,000,000 Metric Tons per Month
CIF Price: Gross USD \$ 240.00MT / USD \$ 230.00MT NET on CIF
FOB Price: Gross USD \$ 230.00MT / USD \$ 220.00MT NET on FOB

LIQUEFIED NATURAL GAS (LNG) LIFTABLE QUANTITY

Minimum Quantity: 100,000Metric Tons Per Month
Maximum Quantity: 400,000Metric Tons Per Month
CIF Price: Gross USD \$ 240.00MT / USD \$ 230.00MT NET on CIF
FOB Price: Gross USD \$ 230.00MT / USD \$ 220.00MT NET on FOB

FUEL OIL OCTANE

Minimum Quantity: 10,000 Metric Tons per Month
Maximum Quantity: 500,000 Metric Tons per Month
CIF Price: Gross USD\$200.00/ USD\$190.00 NET on CIF
FOB Price: Gross USD \$170.00/ USD \$160.00 NET on FOB

UREA 46% PRILLED & GRANULAR (RUSSIAN ORIGIN)

Minimum Quantity: 10,000 Metric Tons per Month
Maximum Quantity: 50,000 Metric Tons Month
CIF Price: Gross USD \$ 140.00 / NET USD \$ 130.00 on CIF
FOB Price: Gross USD \$ 130.00 / NET USD \$ 120.00 FOB

DIESEL GAS OIL ULTRA-LOW SULPHUR DIESEL (EN590)

Minimum Quantity: 20,000 metric tons
Maximum Quantity: 300,000 metric tons
CIF price: GROSS USD \$285.00 MT NET: USD \$ 275.00 MT
FOB Price: GROSS USD \$ 275.00 MT NET: USD \$ 265.00 MT

FOB TRANSACTION PROCEDURES

1. Buyer issues an official ICPO along with and company certificate of registration, Valid means of identification and tank storage agreement.
2. Seller issues product commercial invoice (CI)
3. Buyer signs and returns the commercial invoice
4. Seller issues to buyer the listed below documents:
 - PRODUCT PASSPORT
 - ATSC
 - AUTHORITY TO VERIFY (e-verification)
 - STATEMENT OF PRODUCT AVAILABILITY
 - TANK STORAGE RECEIPT
5. Buyer issues to seller (TSR/ATV/TTIA/)



6. Seller issues to buyer the full POP documents:

- (UDTA) Unconditional Dip Test Authorization
- Fresh SGS report (24/48 hours)
- Injection report
- Certificate of Origin

7. Buyer conducts dip test inspection on the product in seller tanks (OPTIONAL)
8. Upon successful Verification of the SGS , seller transfer product to buyer's tank. Buyer conduct dip test of the product in buyer's tank. Buyer pays for the total product
9. Seller immediately transfer the title of product ownership to buyer with all export documents

TRANSACTION PROCEDURE ON CIF

1. Buyer issues Purchase Order upon receipt in acceptance of seller's Soft Offer.
2. Seller issues Draft Sales and Purchase Agreement Contract and Commercial Invoice for buyer's review and signing.
3. Buyer signs the Sales and Purchase Agreement Contract and Commercial Invoice back to the seller.
4. Seller registers and legalizes the signed Sales and Purchase Agreement Contract. 5. NCNDA/IMFPA to be signed by all parties to secure payment Commissions.
6. Seller sends legalized contract and below Partial POP Documents to buyer as listed below:
 - Certificate of Origin.
 - Commitment to Supply.
 - Product Passport.
 - Statement of Availability of the product.
7. Buyer issues their Financial Guarantee SBLC or DLC to cover Trial Shipment to seller's bank in Seven (7) working days.
8. If the buyer fails to issue SBLC or DLC in seven (7) working days, in alternative buyer shall make Security Guarantee Deposit of 2% via T.T Wire from the total value of the Contract of the first shipment to seller fiduciary bank account as performance to secure the allocation which will be deducted from the first shipment.
9. Upon confirmation of buyer's SBLC or DLC or Security Guarantee Deposit of 2% via TT Wire to Fiduciary seller's bank, the seller will issue 2% Performance Bond, Full POP, and Shipping Documents via SWIFT bank-to bank as shown below:
 - Allocation Title Ownership certificate.
 - Port Storage Agreement to transport the product to the loading port,
 - Port Storage Agreement
 - Charter party Agreement to transport the product to discharge port.
 - Tank Storage Receipt.
 - SGS Quality and Quantity Certificate.
 - Bill of Lading.
 - Vessel Questionnaire 88
10. Shipment commences and upon arrival of the vessel tanker at the discharge port, the buyer conducts SGS Inspection and makes the payment for the full shipment via TT Wire or MT103. And the seller pays commissions according to IMFPA



APPROVED AND SIGNED BY:
Mr. Denis Rogachev
President- Sales & Procurement



FAKKE