



69 Pyatnitskaya Str. 115054 Moscow
Tel: +7-(495) 6xxxx.
Fax: +7(495) xxxx
www.xxxxxx
E-xxxxxxxxxx

CONTRACT CODE:
BUYER CODE :
SELLER CODE :

DATE: 17th, Aug , 2012.

SOFT OFFER

“**OAO NK RUSSENEFT**” with the End-Seller the undersigned company, “ **OAO NK RUSSENEFT**” with full corporate and legal responsibility, under penalty of perjury confirms that we are ready, willing and legally able to supply the petroleum product with the prices and terms indicated below. OAO NK RUSSENEFT further warrant and attest that this allocation has been fully confirmed as existing, is true and valid and is available for Sale & Purchase transaction. We further warrant and attest under penalty of perjury that we have full and complete legal rights and authority to sell this contract to prospective Buyer.

DIESEL GAS D2 OIL GOST 305-82

RUSSIAN ORIGIN
QUANTITY: Minimum 100 000MT
CONDITION OF DELIVERANCE, CIF, ASWP
FIXED PRICE: CIF USD Gross \$ 600 / Net 580
FOB USD \$ 560**XXX**
COMMISSION: USD \$ 20:00

MAZUT 100 GOST -10585-99

RUSSIAN ORIGIN
QUANTITY: Minimum 100 000MT
CONDITION OF DELIVERANCE, CIF, ASWP
FIXED PRICE: USD \$ Gross 420 / Net 405
FOB USD \$ 380**XXX**
COMMISSION: USD \$15:00

MAZUT 100 GOST -1058575

RUSSIAN ORIGIN
QUANTITY: Minimum 50 000MT
CONDITION OF DELIVERANCE, CIF, ASWP

FIXED PRICE: USD \$ Gross 350 / Net 335
FOB USD \$ 320**XXX**
COMMISSION: USD \$15:00



MS,PETROVNA.S.



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AVIATION KEROSENE COLONIAL GRADE JP54

RUSSIAN ORIGIN
QUANTITY: Minimum 200 000Barrles
CONDITION OF DELIVERANCE, CIF, ASWP
FIXED PRICE: USD \$ \$69 gross / \$63net
FOB USD \$ 50 COMMISSION: USD \$6:00

BITUMEN / PETROLEUM ASPHALT

RUSSIAN ORIGIN
QUANTITY: Minimum 150 000MT
CONDITION OF DELIVERANCE, CIF, ASWP
FIXED PRICE: USD \$ 440 Gross / \$430 Net
FOB USD \$ 430**XXX**
COMMISSION: USD \$10:00

180CST

RUSSIAN ORIGIN
QUANTITY: Minimum 150 000MT
CONDITION OF DELIVERANCE, CIF, ASWP
FIXED PRICE: \$370 Gross / 360 Net
FOB USD \$ 350**XXX**
COMMISSION: USD \$10:00

LIQUIDIFIED NETURAL GAS

RUSSIAN ORIGIN
QUANTITY: Minimum 150 000MT
CONDITION OF DELIVERANCE, CIF, ASWP
FIXED PRICE: USD \$510 Gross / \$500Net,
CONDITION OF DELIVERANCE CIF, ASWP
FOB USD \$ 490**XXX**
COMMISSION: USD \$10:00

SN150, 500

RUSSIAN ORIGIN
QUANTITY: Minimum 20 000MT
CONDITION OF DELIVERANCE, CIF, C/F ASWP
FIXED PRICE: USD \$ 1060 Gross / 1050 Net
FOB USD \$1050
COMMISSION: USD \$10:00



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GASOLINE ALL GRADES

RUSSIAN ORIGIN
QUANTITY: Minimum 100.000MT
CONDITION OF DELIVERANCE, CIF, ASWP
FIXED PRICE: USD \$390 Gross / \$380 Net MT
FOB USD \$ 360**XXX**
COMMISSION: USD \$10:00

CST-180 FUEL OIL RUSSIAN ORIGIN

Quantity: Minimum 100,000 MT Maximum 1,000,000 MT
CIF Price: USD \$220 Gross / USD \$210 Net
FOB Price: USD \$210 **XXX**
Commission: USD \$5.00

RUSSIAN EXPORT BLEND CRUDE GOST 51 858 -2002

QUANTITY: Minimum 100 000 Barrels
CONDITION OF DELIVERANCE, CIF, ASWP
FIXED PRICE: USD-\$52 Gross - \$50Net CIF
COMMISSION: USD \$2:00

RUSSIAN EXPORT BLEND CRUDE GOST 9965-76

QUANTITY: Minimum 100 000 Barrels
CONDITION OF DELIVERANCE, CIF, ASWP
FIXED PRICE: USD- \$60 GROSS- \$54 Net CIF
FOB USD \$ 56**XXX**
COMMISSION: USD \$6:00

LIQUEFIED PETROLEUM GAS.

RUSSIAN ORIGIN
QUANTITY: Minimum 150 000MT
CONDITION OF DELIVERANCE, CIF, ASWP
FIXED PRICE: USD \$Gross 370 / 360
FOB USD \$ 350**XXX**
COMMISSION: USD \$10:00



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Seller General Procedure

- 1. Buyer accepts, sign & seal FCO**
- 2. Both companies verifies authenticity of each other’s corporate license, banking detail, taxation Code / passport as identification with soft probe authorization within 3 banking days.**
- 3. Seller sends draft Contract and commercial invoice to be evaluated and signed by buyer. (The electronic version will be notarized and confirmed binding, legal and operational)**
- 4. NCNDA / IMFPA will be sign by all the parties.**
- 5. Seller’s bank issues notarized attestation confirming availability of product to be exported to buyer and the bank is taking fiscal responsibility of supplying order.**
- 6. Both party paymasters and their bank open direct window of communication/...possibly TTM in Moscow.**
- 7. Buyer’s bank opens SBLC or MT760/MT103-23 (as may be agreed) immediately after title document is Verified and Certified.**
- 8. Seller’s bank swift 2% PG, transfer title of Ownership and transaction passport to .buyer’s bank.**
- 9. Seller send bill of lading to buyer's Bank.**
- 10. Full delivery commence as schedule in terms with contract condition.**



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