



ISSUE DATE: 26<sup>TH</sup> JANUARY, 2020

VALID: PER ANNUAL (1YEAR)

MANDATE REF: {НЕФТЬ/ЙНИ:ЫВ26-01/2020} /RU-DBE.H26/06/19 ACKNOWLEDGEMENT: ENGLISH VERSION IS ALSO VALID AS RUSSIAN

## LETTER OF MANDATESHIP AUTHORIZATION

THE PARTY'S HEREBY CHOOSE THE UNDER MENTIONED ADDRESSES AS THEIR RESPECTIVE OFFICES FOR THE SERVICE OF ALL NOTICES IN TERMS OF THIS MANDATE AUTHORIZATION LETTER :

Seller / Logistics Mandate Representatives:

NAME:

NATIONALITY:

TEL/FAX:

EMAIL:

REPRESENTED BY:

The Entire Board of Directors for NEFTAKTIV LOGISTICS (A Leading Prime Mover in Energy and Agrochemical Fertilizer / Petroleum & Logistics Sector in Rotterdam / Houston & Russia Federation); hereby Irrevocably declare that \_\_\_\_\_ of -- is duly appointed NeftAktiv LLC Mandate and Representative with the Corporate Power and Authority to negotiate, offer, to speak and represent in our Corporate Interest, to co-sign contracts when authorized, for and on our behalf with the full knowledge and consent of the Management Board of NEFTAKTIV Logistics.

This Power of Attorney remains in Force for a Period of ONE (1) year and may be renewed thereafter at the discretion of NEFTAKTIV LOGISTICS. We urge our prospective clients including organizations and government to whom our esteemed Mandate – \_\_\_\_\_ may present this letter, to do business and accord him equal respect and honor as would be granted to our corporate Executives without recourse.

Further due diligence and verification of this Letter should be directed to [neftaktiv@mail.ru](mailto:neftaktiv@mail.ru) or call us on the above telephone numbers and we shall respond accordingly.

Regards,

ТРОФИМОВ АЛЕКСАНДР ВЛАДИМИРОВИЧ  
(TROFIMOV ALEKSANDR VLADIMIROVICH)  
CEO\_ CHIEF EXECUTIVE OFFICER, \_ НЕФТАКТИВ И ЛОГИСТИКА  
email: [neftaktiv@mail.ru](mailto:neftaktiv@mail.ru) Телефон: +7 (499) 664-31-98 +7 - 926-512-9050  
[www.neftaktiv.com](http://www.neftaktiv.com)

ИНН: 7725594298

КПП: 772501001

ОГРН: 1 0 7 7 7 4 6 0 9 8 4 9 5

Регистрационный номер/ registration

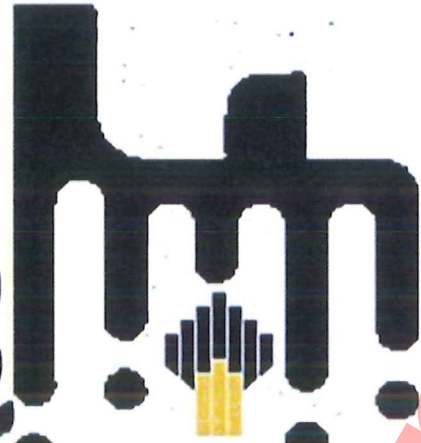
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ООО «НЕФТЬ - АКТИВ»  
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NA-IG/776990/20



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SCO REF: ПГ4Щ2020  
ВЫПУЩЕН ДАТА: 01.01.2020  
ЭКСПИРАЦИЯ ДАТА: 30.12.2021

### SOFT CORPORATE OFFER

WE, **ООО НЕФТАКТИВ** AND LOGISTICS COMPANY, on behalf End Seller Refinery / Logistics Company, 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.

### TERMS OF NEGOTIATION

|                       |   |
|-----------------------|---|
| ORIGIN                | <b>RUSSIA FEDERATION</b>  |
| PERFORMANCE BOND (PB) | <b>2% OF THE FIRST MONTH SHIPMENT VALUE</b>   |
| DESTINATION           | <b>ASWP</b>   |
| INCOTERMS             | <b>FOB / CIF / TTD</b>  |
| LOADING PORT          | <b>NOVOROSSIYSK/PRIMORSK/VLADIVOSTOK/ROTTERDAM &amp; HOUSTON PORTS</b>                          |
| PAYMENT TERMS         | <b>IRREVOCABLE LC, T/T TELEGRAPHIC TRANSFER, BG OR SBLC<br/>MT760, MT103/23, MT103.</b>         |
| INSPECTION            | <b>SGS, CIQ OR SIMILAR</b>  |
| COMMISSION            | <b>\$4USD PER MT SHARED SELLER/BUYER MANDATE<br/>\$2USD PER BBL SHARED SELLER/BUYER MANDATE</b> |
| INSURANCE             | <b>PAID BY SELLER, COVERING 110% OF SHIPMENT VALUE</b>  |



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**RUSSIAN AVIATION KEROSENE COLONIAL GRADE 54 (JET FUEL)**

Quantity: min 500,000BBL – 2,000,000BBL X 12 months with R/E

Price: CIF ASWP, Gross \$50/Net \$46 per BBL

FOB Novorossiysk, Gross \$48/Net \$44 per BBL

**RUSSIAN AVIATION JET FUEL A1 91/91**

Minimum 50,000MT - Maximum 200,000MT per Month

Price: CIF ASWP, Gross \$43/Net \$37 per BBL

FOB Novorossiysk, Gross \$36/Net \$30 per BBL

**RUSSIAN D6 – GAS OIL (DIESEL)**

Quantity: Min 500,000Gallons – 500,000,000 Gallons X 12 months with R/E

Price: CIF ASWP, Gross \$0.83/Net \$0.81 per Gallon

FOB/ Novorossiysk, Gross \$0.79/Net \$0.77 per Gallon

**RUSSIAN D2 – GAS OIL (DIESEL) 10.2-62 GOST 305-82**

Quantity: Min 50,000MT – 300,000MT X 12 months with R/E

Price: CIF ASWP, Gross \$330/Net \$320 per MT

FOB/ Novorossiysk / Vladivostok / Nakhodka, Gross \$320/Net \$310 per MT

**RUSSIAN ORIGIN MAZUT-100 GOST 10585/75**

Quantity: min 50,000MT – 300,000MT X 12 months with R/E

Price: CIF ASWP, Gross \$270/Net \$260 per MT

FOB/ Novorossiysk / Vladivostok / Nakhodka Gross \$260/Net \$250 per MT

**RUSSIAN ORIGIN MAZUT 100 GOST 10585-99**

Quantity: min 50,000MT – 300,000MT X 12 months with R/E Price: CIF

ASWP, Gross \$270/Net \$260 per MT

FOB/ Novorossiysk / Vladivostok / Nakhodka, Gross \$260/Net \$250 per MT

**BITUMEN GRADE: 40/50, 60/70 AND 80/100:80/100**

Quantity: min 50,000MT – 200,000MT X 12 months with R/E

Price: CIF ASWP, Gross \$230/Net \$222 per MT

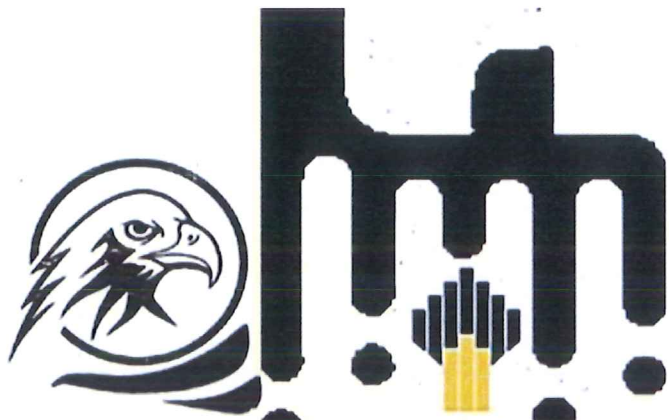
FOB/ Novorossiysk, Gross \$220/Net \$212 per MT



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**RUSSIAN ORIGIN LIQUEFIED NATURAL GAS 5542-87 (LNG)**

Quantity: min 50,000MT–200,000MT X 12 months with R/E  
Price: CIF ASWP, Gross \$210/Net \$202 per MT  
FOB/ Novorossiysk, Gross \$202/Net \$194 per MT

**COMPRESSED NATURAL GAS (CNG)**

250 million cubic feet for first trial shipment  
Price: CIF ASWP, Gross \$380USD/ \$370USD per MT  
FOB/ Novorossiysk, Gross \$360/Net \$350 per MT

**CST-380/180 FUEL OIL RUSSIAN ORIGIN**

Quantity: min 50,000MT–200,000MT X 12 months with R/E  
Price: CIF ASWP, Gross \$220/Net \$212 per MT  
FOB/ Novorossiysk, Gross \$210/Net \$202 per MT

**GASOLINE 93 OCTANE RUSSIAN ORIGIN**

Quantity: Minimum 100,000MT - Maximum 300,000MT  
Price: CIF ASWP, Gross \$210/Net \$202 per MT  
FOB/ Novorossiysk, Gross \$200/Net \$192 per MT

**RUSSIAN EXPORT BLEND CRUDE GOST 51 858-2002 [R.E.B.C.O.]**

Quantity: Min 100,000–500,000 BBL X 12 months with R/E  
Price: CIF ASWP, Gross \$40/Net \$35 per BBL  
FOB/ Novorossiysk / Vladivostok / Nakhodka, Gross \$35/Net \$30 per BBL

**RUSSIAN EXPORT BLEND CRUDE GOST 9965-76 [R.E.B.C.O.]**

Quantity: min 100,000–500,000 BBL X 12 months with R/E  
Price: CIF ASWP, Gross \$45/Net \$40 per BBL  
FOB/ Novorossiysk / Vladivostok / Nakhodka, Gross \$40/Net \$35 per BBL

**RUSSIAN UREA FERTILIZER 46% PRILLED**

Quantity: min 10,000–200,000MT X 12 months with R/E  
Price: CIF ASWP, Gross \$240/\$220 per MT  
FOB Novorossiysk / Vladivostok / Nakhodka, Gross \$225/Net \$205 per MT

**RUSSIAN UREA 46% GRANULAR**

Quantity: min 50,000 – 300,000MT X 12 months with R/E  
Price: CIF ASWP, Gross \$240/\$235 per MT

**DIESEL EN 590 10 ppm: EURO 5, Euro4 Origin Russian**

Quantity MINIMUM 20,000 MT - MAXIMUM 200,000 MT X 12 MONTHS  
Price - \$270 / 260USD Gross/Net ,per MT CIF ASWP Price - USD 250 / 240 \$ per MT On  
FOB Basis : Novorossiysk/Vladivostok/Rotterdam/ Primorsk Price - \$320 Minus Platts discount /MT FOB new

**RUSSIAN LIGHT CYCLE OIL LCO**

US \$35.00-\$40.00 / Barrels 10000 Barrels (Min. Order)



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**TANK FARM STORAGE FACILITIES & LOGISTICS TO ALL PORTS**  
We offer Storage tank farm, shipping & Logistics services

In order to enable us issue the Tank Storage Agreement (TSA/ NOR / ATV / TSR /ATI/CAP) for storage of signed quantity & quality specification, we urge you to send us the signed SPA/CI with any of your Seller Refinery Company Or send us the full contact details of the Lessee Company to prompt issuance of TSA.

Company Name:  
Company Address:  
Contact Person:  
Email:  
Telephone:  
Title:

**Terms Delivery:**

- CIF ASWP
- FOB Dip & Pay Tank To Tank
- Fob Dip & Pay Tank To Vessel



Duration of Lease / loading port:

**Storage Tank Estimate:**

Tariff: \$0.045 per Barrel

\$45,300 USD Per day for Storage of your purchased product.

Minimum Leasing Period: FIVE (5) Days

\$45,300 x 3 days = \$135,900 for FIVE (5) days.

Total Amount: \$135,900.00 USD for Three (3) working days.

Payment method is MT103 T/T Wire Transfer. We do not accept LC, BG or any other form of payment instruments.

If Leasing Company accepts the Storage Tank Estimates, we advise to release the contact details of the Leasing Company to permit us issue the TSA for your review.

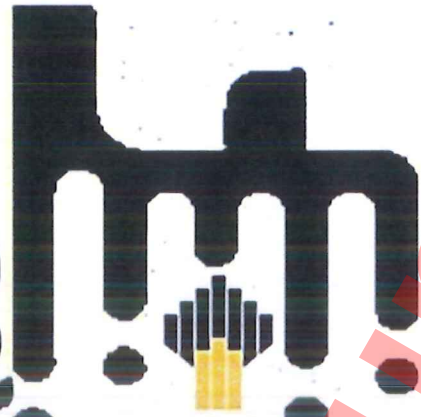
**Note:** kindly indicates the number of days to be leased.



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**NEFTAKTIV STANDARD Free on Board (FOB) DELIVERY PROCEDURES:**

1. BUYER ISSUES ICPO ALONG WITH INTERNATIONAL PASSPORT (ORIGINAL) COPY AND TANK STORAGE AGREEMENT (TSA) AS PROVE OF TANK STORAGE AVAILABILITY.
2. SELLER ISSUES COMMERCIAL INVOICE (CI) FOR THE AVAILABLE QUANTITY IN THE STORAGE TANK TO BUYER, BUYER SIGN AND RETURNS TO SELLER WITH NCNDA/IMFPA SIGNED BY ALL BUYER GROUP COMMISSION STRUCTURES.
3. SELLER ISSUES THE FOLLOWING PARTIAL POP DOCUMENTS:
  - A. STORAGE OPERATORS DECLARATION (SOD)
  - B. COMPLIANCE OF SELLER TANK STORAGE EXTENSION
  - C. PRODUCT COMMITMENT / AVAILABILITY TO SUPPLY
  - D. CERTIFICATE OF ORIGIN
  - E. PRODUCT PASSPORT (COPY) LABORATORY TEST
  - F. AUTHORIZATION TO VERIFY (ATV)
4. BUYER SEND "CONFIRMATION LETTER OF STORAGE TANK AVAILABILITY WITH TERMINAL/HUB DETAILS & ATV" FROM THE SELECTED TANK FARM, SELLER ISSUES INJECTION SCHEDULE & APPROVED DTA LETTER WITH ROTTERDAM TERMINAL CONTROLL FOR COMPLETE PHYSICAL VERIFICATION AND DIP TEST IN SELLER TANK
5. SELLER ISSUES DATA TRANSMITTAL OF PRODUCT INJECTION IN RESERVOIR (DTPIR) AND SELLER TANK STORAGE RECEIPT (TSR) TO BUYER, BUYER ORDER SGS TO CONDUCT DIP TEST OF THE PRODUCT IN SELLER'S TANK AT BUYER EXPENSE.
6. AFTER SUCCESSFUL DIP TEST, BUYER SEND TSR AND SELLER INJECT PRODUCT QUANTITY INTO BUYER'S LEASE STORAGE TANK, SELLER SUBMITS THE FULL INJECTION REPORT TO BUYER.
7. BUYER MAKES 100% PAYMENT BY MT103 TRANSFER FOR TOTAL PRODUCT AND SELLER TRANSFER TITLE OF OWNERSHIP TO BUYER. SELLER PAY COMMISSION TO ALL INTERMEDIARIES INVOLVED IN TRANSACTION WITHIN 24 HOURS AFTER VERIFYING BUYER'S PAYMENT.
8. SELLER ISSUES CONTRACT SPA TO BUYER REVIEW, BUYER SENDS APPROVED SPA AND ISSUES SBLC/IRDLIC IRREVOCABLE, NONTRANSFERABLE, AUTO-REVOLVING FOR 12 MONTHS SHIPMENT VALUES, AND DOCUMENTARY LETTER OF CREDIT FOR LENGTH OF CONTRACT AND FOR EACH LIFT PER SCHEDULE, BUYER PAYS AFTER DIP TEST BY MT103 TT-WIRE TRANSFER FOR EACH MONTHLY QUANTITY.
9. THE SUBSEQUENT DELIVERY SHALL COMMENCE ACCORDING TO TERMS AND CONDITIONS OF THE CONTRACT, TITLE-HOLDER CONTACTS THE BUYER'S LOGISTICS AND VERIFIES RELIABILITY.



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**NEFT AKTIV STANDARD COST, INSURANCE AND FREIGHT (CIF) DELIVERY PROCEDURES:**

1. BUYER ACCEPTS SELLER'S PROCEDURE AND ISSUE ICPO WITH THE FOLLOWING: BANKING DETAILS, COMPANY PROFILE, PASSPORT COPY AND ACCEPTANCE LETTER STATING ADHERENCE TO SELLER'S PROCEDURE.
2. SELLER ACKNOWLEDGES BUYER'S ICPO AND ISSUES CONTRACT (SPA) TO BUYER OPEN FOR AMENDMENT, BUYER SIGNS AND RETURN THE CONTRACT TO THE SELLER IN WORD FORMAT WITHIN 3 WORKING INTERNATIONAL DAYS.
3. SELLER MAKES THE FINAL SIGNATURE AND CONVERTS THE CONTRACT (SPA) TO PDF AND SEND TO BUYER AS FINAL APPROVED CONTRACT ALONG WITH BELOW PPOP DOCUMENTS:
  - A. COMMITMENT LETTER TO SUPPLY PRODUCT
  - B. CHARTER PARTY AGREEMENT (CPA) FROM SELLER SHIPPING COMPANY
  - C. PRODUCT INJECTION & TRANSPORTATION SCHEDULE INTO TANKER
  - D. NOTICE OF READINESS TO INJECT
  - E. CERTIFICATE OF ORIGIN
  - F. EXPORT LICENSE ISSUED BY RUSSIAN MINISTRY OF ENERGY.
  - G. SELLER CERTIFICATE OF INCORPORATION/REGISTRATION.
4. BUYER SIGNS AND COMPLETES CHARTER PARTY AGREEMENT (CPA) & INJECTION SCHEDULE TO CONFIRM ACCEPTANCE OF TANKER AND TIMING FOR TRANSPORTATION OF PRODUCT TO DISCHARGE PORT AND ISSUES DLC MT700 OR SBLC MT760 IN ACCORDANCE WITH SELLER'S VERBIAGE FOR FIRST SHIPMENT'S VALUE TO SELLER'S FINANCIAL BANK TO ENABLE SELLER COMMENCE LOADING OF PRODUCT WITH THE SHIPPING COMPANY WITHIN 4 WORKING DAYS. IF BUYER FAILS TO ISSUE SBLC MT760 OR DLC MT700 WITHIN 3 WORKING DAYS, IN ALTERNATIVE BUYER PAY'S VIA MT103 / TT \$350,000 AS GUARANTEE PERFORMANCE WITHIN 48 HOURS WHICH WILL BE DEDUCTED FROM THE PRODUCT FACE VALUE WHEN FINAL PAYMENT IS MADE.
5. SELLER CONFIRMS SIGNED CPA WITH SCHEDULE AND FINANCIALLY PROCURE TANKER WITH SHIPPING COMPANY TO ISSUE OPERATIVE 2% PB IN FAVOUR OF BUYER'S BANK ACCOUNT WITHIN 3 WORKING DAYS, WHICH IS SUBMITTED AND DETAILED IN THE MUTUALLY SIGNED CONTRACT UPON SUCCESSFUL EXCHANGE OF INSTRUMENT METHOD WITH BUYER'S BANK OR ALTERNATIVE MT103/TT PAYMENT OF \$350,000 PAID IF BUYER FAILED TO ISSUE INSTRUMENT WITHIN THE STIPULATED TIME FRAME, SELLER LOADS PRODUCT WITHIN 4 WORKING INTERNATIONAL DAYS AND SEND POP DOCUMENTS IN BUYER'S COMPANY NAME AS FULL SET OF POP DOCUMENTS AFTER LOADING VIA BANK TO BANK 4 SETS BELOW:
  - A. PRODUCT PASSPORT
  - B. TANK STORAGE RECEIPT / Q88
  - C. BILL OF LADING
  - D. COMMERCIAL INVOICE
  - E. COMPANY TAX PAYER CERTIFICATE
  - F. FRESH SGS REPORT
  - G. INJECTION REPORT
6. BUYER NOTIFIES SELLER BY OFFICIAL WRITTEN NOTICE OF HIS BANK RECEIVING SELLER'S POP DOCUMENTS WHILST SELLER SENDS TO BUYER THE REGISTERED HARD COPY OF THE CONTRACT THROUGH COURIER SERVICE WITHIN 3 WORKING DAYS.



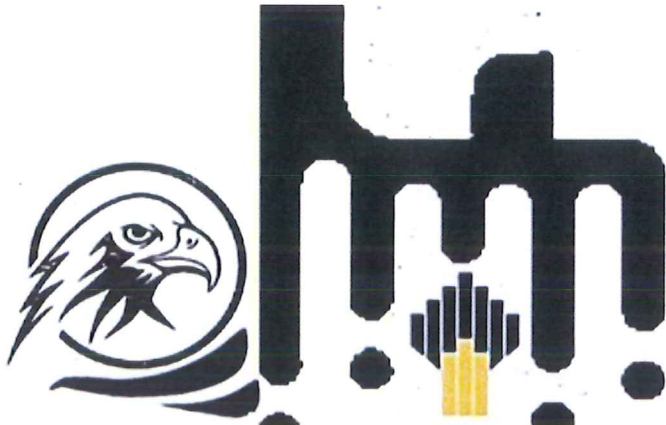
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7. SHIPMENT COMMENCES AS SCHEDULED IN THE CONTRACT AND UPON ARRIVAL OF THE CARGO AT THE DISCHARGE PORT, BUYER'S INSPECTION TEAM CARRY OUT CIQ OR EQUIVALENT INSPECTION TO ASCERTAIN QUALITY AND QUANTITY.
8. PRODUCT IS DISCHARGED AFTER SUCCESSFUL INSPECTION INTO BUYER'S STORAGE FACILITY, BUYER'S BANK RELEASE PAYMENT FOR TOTAL VALUE OF THE PRODUCT TO SELLER'S BANK WITHIN 48 HOURS BY MT103/TT WITH SELLERS SELECTED ACCOUNT DETAILS.
9. SELLER SHALL PAY ALL PARTIES INVOLVED THEIR COMMISSION BY TT WITHIN 2 WORKING DAYS, SECOND AND SUCCEEDING SHIPMENTS CONTINUES WITH SAME TERMS AND CONDITIONS OF FIRST PURCHASE.

#### FOB DIP AND PAY TERM & TRANSACTION PROCEDURES

1. BUYER ISSUES LOI/ICPO/TSA/ATV TO OBTAIN SALES PURCHASE AGREEMENT (SPA) AND SIGNS BACK TO SELLER (NEFTAKTIV);
2. SELLER ISSUES COMMERCIAL INVOICE (CI), DATA TRANSMITTAL OF PRODUCT INJECTION IN RESERVOIR (DTPIR) TO BE SIGNED BY BUYERS CHOSEN TANK FARM TO CONFIRM BUYERS' TANK AVAILABILITY.
3. BUYER AND SELLER JOINTLY SECURES TANK STORAGE RECEIPT & CLEARANCE ACCESS PERMIT (TSR/CAP) FROM BUYERS' SELECTED TANK FARM OR BUYER EXTENDS SELLERS RESERVOIR TANKS TO OBTAIN DTA/ATV/ATSC/NOR, PRODUCT PASSPORT COPY (ORIGINAL TEST), CERTIFICATE OF ORIGIN & STATEMENT OF PRODUCT AVAILABILITY & GPS COORDINATES OF RESERVOIR TANK FOR CONDUCTION OF DIP TEST IN SELLER'S TANK IN LOADING PORT;
4. BUYER COMPANY INSTRUCT THEIR SURVEILLANCE TEAM (SGS AGENT) TO DIP TEST AND OBTAIN SGS/INJECTION REPORT AND PROVIDES TANK OR VESSEL DETAILS AND RECEIVES FULL PROOF OF PRODUCT (POP) TO BUYER COMPANY, TRANSPORTATION & INJECTION OF THE PRODUCT COMMENCES.
5. BUYER MAKES 100% PAYMENT BY MT103/TT WIRE TRANSFER WITHIN 24 HOURS, AFTER CONFIRMATION OF BUYERS' PAYMENT; SELLER ISSUES FINAL AGREEMENT TO BUYER COMPANY TO REVIEW CONTRACT ON R/E WEEKLY & MONTHLY DELIVERIES, BUYER REVIEWS AND APPROVES CONTRACT AND ISSUES SBLC/IRDLIC IRREVOCABLE, NON-TRANSFERABLE, AUTO REVOLVING FOR 12 MONTHS SHIPMENT VALUE, DOCUMENTARY LETTER OF CREDIT FOR LENGTH OF CONTRACT AND FOR EACH LIFT-ABLE ASSCHEDULE AND SELLER PAYS MANDATES / INTERMEDIARIES THEIR COMMISSIONS ACCORDING TO SPOT / MONTHLY DELIVERIES.

#### CIF TERM & TRANSACTION PROCEDURES

1. BUYER ISSUE LOI/ICPO TO OBTAIN SALES PURCHASE AGREEMENT (SPA) AND SIGNS BACK TO SELLER;
2. SELLER ISSUES COMMERCIAL INVOICE & TANK TERMINAL RESERVOIR RECEIPT (CI/TTR) TO BUYER COMPANY.
3. BUYER RELEASES TANK STORAGE AGREEMENT & CLEARANCE ACCESS PERMIT (TSA/CAP) AND OBTAIN DTA/ATVI/ATS TO CONDUCT DIP TEST IN SELLER'S TANK AT LOADING PORT;
4. BUYER COMPANY INSTRUCT THEIR SURVEILLANCE TEAM (SGS) TO DIP TEST AND OBTAIN SGS/INJECTION REPORT AND PROVIDES TANK OR VESSEL (TSR/ATI OR Q88/VCC) DETAILS, AND RECEIVES FULL PROOF OF PRODUCT (POP) TO BUYER COMPANY, TRANSPORTATION & INJECTION OF THE PRODUCT PROCEED.





**ООО « НЕФТЬ - АКТИВ »  
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НЕФТЬ И ГАЗ**

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Тел: +7 495-664 - 3198. www.neftaktiv.com / skype: neftaktiv@mail.ru

5. BUYER MAKES 100% PAYMENT BY MT103 / TT WIRE TRANSFER WITHIN 24HOURS, AFTER CONFIRMATION OF BUYERS' PAYMENT; SELLER ISSUES FINAL AGREEMENT TO BUYER COMPANY TO REVIEW CONTRACT ON R/E
6. WEEKLY & MONTHLY DELIVERIES, BUYER REVIEWS AND APPROVES CONTRACT AND ISSUES SBLC/IRDLIC IRREVOCABLE, NON-TRANSFERABLE, AUTO REVOLVING FOR 12 MONTHS SHIPMENT VALUE, DOCUMENTARY LETTER OF CREDIT FOR LENGTH OF CONTRACT AND FOR EACH LIFT-ABLE AS SCHEDULE AND MANDATES / INTERMEDIARIES RECEIVES THEIR COMMISSIONS ACCORDING TO MONTHLY DELIVERIES.

(2) **CIF PROCEDURES 2**

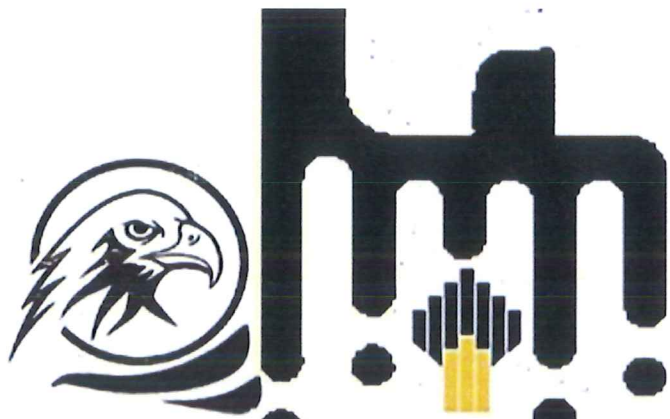
1. BUYER ACCEPTS SELLER'S PROCEDURE AND ISSUE ICPO WITH THE FOLLOWING: BANKING DETAILS, COMPANY PROFILE, PASSPORT COPY AND ACCEPTANCE LETTER STATING ADHERENCE TO SELLER'S PROCEDURE.
2. SELLER ACKNOWLEDGES BUYER'S ICPO AND ISSUES CONTRACT (SPA) TO BUYER OPEN FOR AMENDMENT, BUYER SIGNS AND RETURN THE CONTRACT TO THE SELLER IN WORD FORMAT WITHIN 3 WORKING INTERNATIONAL DAYS.
3. SELLER MAKES THE FINAL SIGNATURE AND CONVERTS THE CONTRACT (SPA) TO PDF AND SEND TO BUYER AS FINAL APPROVED CONTRACT ALONG WITH BELOW PPOP DOCUMENTS:
  - A. COMMITMENT LETTER TO SUPPLY PRODUCT
  - B. CHARTER PARTY AGREEMENT (CPA) FROM SELLER SHIPPING COMPANY
  - C. PRODUCT INJECTION & TRANSPORTATION SCHEDULE INTO TANKER
  - D. NOTICE OF READINESS TO INJECT
  - E. CERTIFICATE OF ORIGIN
  - F. EXPORT LICENSE ISSUED BY RUSSIAN MINISTRY OF ENERGY.
  - G. SELLER CERTIFICATE OF INCORPORATION/REGISTRATION



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**ROSNEFT**

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Тел: +7 495-664 - 3198, [www.neftaktiv.com](http://www.neftaktiv.com) / skype: [neftaktiv@mail.ru](mailto:neftaktiv@mail.ru)

4. SELLER & BUYER SIGNS AND COMPLETES CHARTER PARTY AGREEMENT (CPA) & INJECTION SCHEDULE TO CONFIRM ACCEPTANCE OF TANKER AND TIMING FOR TRANSPORTATION OF PRODUCT, SELLER CONFIRMS SIGNED CPA WITH SCHEDULE AND FINANCIALLY PAY TANKER/BULK CARRIER WITH SHIPPING COMPANY TO DISCHARGE PORT. BUYER ISSUES DLC MT700 OR SBLC MT760 IN ACCORDANCE WITH SELLER'S VERBIAGE FOR FIRST SHIPMENT'S VALUE TO SELLER'S FINANCIAL BANK TO ENABLE SELLER COMMENCE LOADING OF PRODUCT WITH THE SHIPPING COMPANY WITHIN 4 WORKING DAYS. IF BUYER FAILS TO ISSUE SBLC MT760 OR DLC MT700 WITHIN 3 WORKING DAYS, IN ALTERNATIVE BUYER PAY'S VIA MT103 / TT \$350,000 USD (EQUIVALENT IN RENMINBI >>RMB<< CURRENCY IS ALSO ACCEPTABLE) AS GUARANTEE PERFORMANCE WITHIN 48 HOURS WHICH WILL BE DEDUCTED FROM THE PRODUCT FACE VALUE WHEN FINAL PAYMENT IS MADE.
5. SELLER ACTIVATES BUYER PAYMENT INSTRUMENT BY OPERATIVE 2% PB IN FAVOUR OF BUYER'S BANK ACCOUNT WITHIN 3 WORKING DAYS, WHICH IS SUBMITTED AND DETAILED IN THE MUTUALLY SIGNED CONTRACT UPON SUCCESSFUL EXCHANGE OF INSTRUMENT METHOD WITH BUYER'S BANK OR ALTERNATIVE MT103/TT PAYMENT OF \$350,000 PAID IF BUYER FAILED TO ISSUE INSTRUMENT WITHIN THE STIPULATED TIME FRAME, SELLER LOADS PRODUCT WITHIN 4 WORKING INTERNATIONAL DAYS AND SEND POP DOCUMENTS IN BUYER'S COMPANY NAME AS FULL SET OF POP DOCUMENTS AFTER LOADING VIA BANK TO BANK 4 SETS BELLOW:
  - A. PRODUCT PASSPORT
  - B. TANK STORAGE RECEIPT / Q88
  - C. BILL OF LADING
  - D. COMMERCIAL INVOICE
  - E. COMPANY TAX PAYER CERTIFICATE
  - F. FRESH SGS REPORT
  - G. INJECTION REPORT
6. BUYER NOTIFIES SELLER BY OFFICIAL WRITTEN NOTICE OF HIS BANK RECEIVING SELLER'S POP DOCUMENTS WHILST SELLER SENDS TO BUYER THE REGISTERED HARD COPY OF THE CONTRACT THROUGH COURIER SERVICE WITHIN 3 WORKING DAYS.
7. SHIPMENT COMMENCES AS SCHEDULED IN THE CONTRACT AND UPON ARRIVAL OF THE CARGO AT THE DISCHARGE PORT, BUYER'S INSPECTION TEAM CARRY OUT CIQ OR EQUIVALENT INSPECTION TO ASCERTAIN QUALITY AND QUANTITY.
8. PRODUCT IS DISCHARGED AFTER SUCCESSFUL INSPECTION INTO BUYER'S STORAGE FACILITY, BUYER'S BANK RELEASE PAYMENT FOR TOTAL VALUE OF THE PRODUCT TO SELLER'S BANK WITHIN 48 HOURS BY MT103/TT WITH SELLERS SELECTED ACCOUNT DETAILS.
9. SELLER SHALL PAY ALL PARTIES INVOLVED THEIR COMMISSION BY TT WITHIN 2 WORKING DAYS, SECOND AND SUCCEEDING SHIPMENTS CONTINUES WITH SAME TERMS AND CONDITIONS OF FIRST PURCHASE.

**NOTE: IF THE ABOVE NEGOTIATION TERMS AND WORKING PROCEDURES ARE ACCEPTABLE BY YOUR BUYER COMPANY, KINDLY ISSUE AN ICPO ADDRESSED TO THE EXPORT DEPARTMENT AND INSERT THE WORKING PROCEDURES IN THE ICPO**



**КОПИЯ  
ВЕРНА**



ТРОФИМОВ АЛЕКСАНДР ВЛАДИМИРОВИЧ  
(TROFIMOV ALEKSANDR VLADIMIROVICH) Signed/Date: 01-01-2020  
CEO, CHIEF EXECUTIVE OFFICER, НЕФТАКТИВ И ЛОГИСТИКА  
email: [neftaktiv@mail.ru](mailto:neftaktiv@mail.ru) Телефон: +7 (499) 664-31-98 +7 - 926-512-9050  
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Neft Aktiv recently finished building a "tank farm" at its Jackfish complex in Alberta. This storage facility gives Neft Aktiv immense flexibility in the event of a pipeline problem.



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