



ROSNEFT

OPEN JOINT STOCK COMPANY
OIL COMPANY

DIRECT LICENSED MARKETER TO ROSNEFT OIL REFINERY.

Head Office

INDUSTRIAL TRADING COMPANY LTD.

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OUR REF №: CIF-302030

ISSUE DATE: 03/01/2018 EXPIRE 03/06/2018

BUYER MANDATE:

SOFT CORPORATE OFFER

We INDUSTRIAL TRADING COMPANY RUSSIA LTD Impact Into Crude Petroleum And Natural Gas extraction Service on behalf of our End Seller "ROSNEFT OIL REFINERY" hereby issued this Soft Cooperate Offer {SCO} and confirm with full legal and cooperate responsibility under penalty of perjury that our seller is capable to Supply the following Product.

COMMODITY: DISEAL D2

Trial Quantity: 50,000MTS

Contract Quantity: 100,000 X 12 Months (R& E)

Product Price Per MTS: Gross USD\$:\$220.00 / Net USD\$210.00

Commission Structure: 10 \$PER MTS (Buyer Side/Seller Side (50%/50%))

Delivery/Destination: CIF-ANY WORLD PORT

Loading Port: Primorsk/Novorossiysk (Seller Choice)

Inspection: SGS, CCIC, SAYBOLT OR Similar By Seller

Terms Of Payment: MT103 OR TT After Dip Test + DLC For Contract

Performance Bond: 2% PB Issued By Seller's Bank To The Buyer's Bank

CIF TRANSACTION PROCEDURES:

- Buyer issues a ICPO IREVOCABLE CORPORATE PURCHASE ORDER.ICPO
- Seller issues draft contact, buyer signs and returns to seller within 3 business days along with signatories.
- Buyer acknowledged legalized contract and buyer contact the storage Tank Farm to Lease the Storage Tank for 5 days to process/ collect the PPOP from Tank Farm.

A. Storage Reservoir Receipt (TSR)

B. Authorization to verify (ATV)

C. Memorandum Of Understanding (MOU)

D. Passport Product analysis

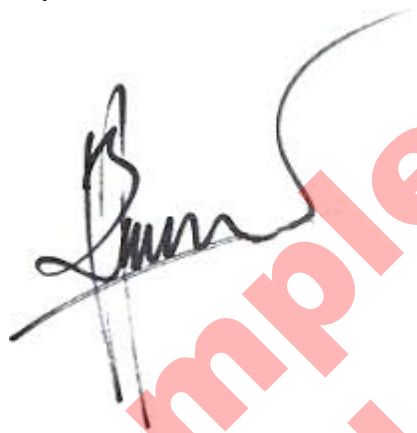
E. Commitment Assurance Letter To Supply

F. Statement Of Availability To The Product

G. Certificate Of Origin

H. Company Export License.

- Buyer on-receipt of PPOP signed back the “MOU” which serves bond of acceptance for Seller to Contribute 100% from Seller loading port to buyer Port and Buyer to Contribute 100% at Buyer unloading port, Seller to legalized/registered signed the “MOU”.
- After Confirmation Of Buyer Readiness to follow procedure, Seller Inject the product into Seller Chartered Tanker-Ship and Seller pay 100% Freight Cost to Charter the Vessel to Buyer unloading port.
- Seller upon implementation with the Pipeline Company “TRANSNEFT/TRANS-FLOT” for the injection of the product into Seller Chartered Vessel, send the full SHIPPING and PPOP document to Buyer to include DTA & ATS. “TRANSNEFT / TRANS-FLOT” DTA ATS
- Upon arrival of the vessel at buyers unloading port buyer clear all demurrage fees buyer conduct dip test and after discharging of product make payment MT103/TT Transfer and seller issues to buyer title of ownership certificate.
- Seller pays commission immediately to intermediaries according to NCNDA/IMFPA after receipt of payment of payments from buyer, and both parties execute signed contract shipment, buyer issue IRDLC/SBLC for contract shipment IRDLC/SBLC.



Engineer Viktor Filipov Ivanovich,
Sale Manager,

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