



**ROSNEFT**

OPEN JOINT STOCK COMPANY  
OIL COMPANY

**DIRECT LICENSED MARKETER TO ROSNEFT OIL REFINERY.**

Head Office

INDUSTRIAL TRADING COMPANY LTD.

#Ul. Bolshaya Dmitrovka 23/1, 6th Floor

125009 Moscow, Russia.

Tel: +7(495) 961-14-47

Fax: +7(846) 276-62-93

---

**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**

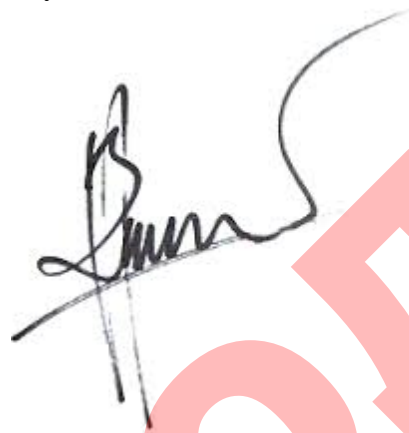
**E. Commitment Assurance Letter To Supply**

**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,

---

Head Office: INDUSTRIAL TRADING COMPANY LTD. #Ul. Bolshaya Dmitrovka 23/1, 6th Floor 125009 Moscow, Russia. Tel:  
+7(495) 961-14-47 Fax: +7(846) 276-62-93.

---