LUKOIL
OIL COMPANY

PJSC LUKOIL

## SOFT CORPORATE OFFER

REF: RULUK/SCO/[illegible]
To: End Buyers/Buyers Mandate
Validity: March 2020

We "PJSC LUKOIL" under penalty and Perjury hereby confirm the availability of the under listed [illegible] 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. Only direct negotiations from End buyers/[illegible] buyer's [illegible] will be cons[illegible]

**RUSSIAN AVIATION KEROSENE COLONIAL (JP54)**
Minimum Quantity: 100,000 Barrels
Maximum Quantity: 2,000,000 Barrels
Price CIF: Gross $55 USD/NET $52 USD
Price FOB: Gross $53 USD/NET $50 USD
COMMISSION: $1.5 SELLER SIDE CLOSED / $1.5 BUYER SIDE OPEN

**RUSSIAN DIESEL EN590 10PPM**
Minimum Quantity: 10,000 Metric Tons
Maximum Quantity: 200,000 Metric Tons
Price CIF: Gross $410 USD/NET $400 USD
Price FOB: Gross $390 USD/NET $380 USD
COMMISSION: $5 SELLER SIDE CLOSED / $5 BUYER SIDE OPEN

**RUSSIAN [illegible]**
Minimum Quantity: 10,000 Metric Ton
Maximum Quantity: 200,000 Metric Tons
Price CIF: Gross $240 USD/NET $230 USD
Price FOB: Gross $230 USD/NET $220 USD
COMMISSION: [illegible] SELLER SIDE CLOSED / $5 BUYER SIDE OPEN

**RUSSIAN PETROLEUM COKE (PETCOKE)**
Minimum Quantity: 10,000 Metric Tons
Maximum Quantity: 200,000 Metric Tons
Price CIF: Gross $100 USD/NET $90 USD
Price FOB: Gross $90 USD/NET $80 USD
COMMISSION: [illegible] SELLER SIDE CLOSED / $5 BUYER SIDE OPEN

## CIF TERMS AND PROCEDURES

1. Buyer issues an official ICPO with company registration license
2. Seller issues FCO, buyer signs and return with a letter of acceptance stating to adhere to seller's transaction terms and procedure.



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3. Buyer signs and returns the commercial invoice and Warning letter with [illegible] storage agreement (TSA) / Chartered party agreement (CPA) as proof of tank storage/vessel availability and NCND/IMFPA signed by all buyer [illegible]
4. Seller [illegible] issues to buyer the listed below documents

- Unconditional dip test authorization (DTA)
- Fresh SGS report [illegible] inspection
- Injection report
- Certificate of Origin
- Product passport (analysis test report)
- Notarized and endorse NCND/IMFPA
- Authorization to sell collect (ATSC)
- Tank storage receipt (TSR)

5. (Optional) Buyer SGS team re-conducts dip test inspection on the product in seller storage tanks at buyer expense
6. [illegible] successful [illegible] product value and seller immediately transfer the title of product ownership to buyer with all export documents
7. Seller immediately commences injection of the product into buyer's tanks or chartered vessel
8. Seller pays all intermediary involve in the transaction within 72 hours.

APPROVED BY PJSC LUKOIL RUSSIA
Mr. Denis Rogachev
PJSC LUKOIL Vice President, Procurement

www.lukoil.com/Company/CorporateGovernance/ManagementCommittee/DenisRogachev