



SURGUTNEFTEGAZ PUBLIC JOINT STOCK COMPANY

Адрес/Address: 628415, Khanty-Mansiyskiy Avtonomnyy okrug - Yugra, gorod Surgut, ul. Grigoriya Kukuyevitskogo, d.1 k.1

Телефон/Phone: +7 (968) 675-48-55 Почта/Email: llesurgutneftegaz@inbox.ru
OGRN/ОГРН: 1028600584540 INN/ИНН: 8602060555 КПП/КПП: 860201001

Email: pjsc-surgutneftegaz@mail.ru



To: End Buyer/Representative

We **PJSC "Surgutneftegaz"** with legal responsibility under penalty of perjury hereby confirm the Availability and Capability to Supply the under-list products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specification and pass through the stringent requirement 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 buyer's representative and mandates will be considered.

TRANSACTION TERMS OF DELIVERY

DELIVERY TERM: FOB, TTO, AND CIF.

ORIGIN: KAZAKHSTAN ORIGIN.

LOADING PORTS: AKTAU PORT

COMMISSION STRUCTURE FOR MANDATE/ REPRESENTATIVES

\$5 USD PER MT SELLER'S SIDE / \$5 USD PER MT BUYER'S SIDE.

\$1 USD PER BBL SELLER'S SIDE / \$1 USD PER BBL BUYER'S SIDE.

\$0.02 USD PER GAL SELLER'S SIDE / \$0.02 USD PER GAL BUYER'S SIDE.

PAYMENT TERMS: MT103-T/T WIRE TRANSFER.

INSPECTION: CIQ / SGS OR EQUIVALENT

PRODUCTS AND PRICE LIST:

DIESEL GAS D2 OIL GOST 305-82

Minimum Quantity: 10,000 Metric Tons per Month

CIF PRICE: \$350 USD PER Metric Ton CIF, ASWP

FOB: PRICE: \$330 USD PER METRIC TON FOB, ROTTERDAM/HOUSTON.

MAZUT M100 GOST -10585/75/99

Minimum Quantity: 10,000 Metric Tons per Month

CIF PRICE: \$410 USD PER Metric Ton CIF, ASWP

FOB PRICE: \$400 USD PER METRIC TON FOB, ROTTERDAM/HOUSTON.



SURGUTNEFTEGAZ PUBLIC JOINT STOCK COMPANY

Адрес/Address: 628415, Khanty-Mansiyskiy Avtonomnyy okrug - Yugra, gorod Surgut, ul. Grigoriya Kukuyevitskogo, d.1 k.1

Телефон/Phone: +7 (968) 675-48-55 Почта/Email: llesurgutneftegaz@inbox.ru
OGRN/ОГРН: 1028600584540 INN/ИНН: 8602060555 КПП/КПП: 860201001

Email: pjsc-surgutneftegaz@mail.ru



AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Minimum Quantity: 500,000 Barrels per Month

CIF PRICE: \$81 USD per Barrels per Month

FOB PRICE: \$76 USD per Barrels per Month

VIRGIN FUEL OIL D6

Minimum Quantity: 400,000,000 Gallons per Month

CIF Price: USD \$0.90 USD per Gallon per Month

FOB Price: USD \$0.84 USD per Gallon per Month

EXPORT BLEND CRUDE GOST 51 858-2002 / GOST 9965-76

Minimum Quantity: 10,000 Barrels per Month

CIF PRICE: \$56 USD per Barrels per Month

FOB PRICE: \$46 USD per Barrels per Month

LIQUIDIFIED PETROLEUM GAS. GOST 20448-90

Minimum Quantity: 10,000 Metric Tons per Month

CIF PRICE: \$390 USD PER METRIC TON PER MONTH

FOB PRICE: \$340 USD PER METRIC TON PER MONTH

LIQUEFIED NATURAL GAS (LNG) LIFTABLE QUANTITY

Minimum Quantity: 10,000Metric Tons per Month

CIF PRICE: \$410 USD PER METRIC TON

FOB PRICE: \$400 USD PER METRIC TON

FUEL OIL CST-180

Minimum Quantity: 10,000 Metric Tons per Month

CIF PRICE: \$380 USD PER METRIC TON

FOB PRICE: \$350 USD PER METRIC TON



SURGUTNEFTEGAZ PUBLIC JOINT STOCK COMPANY

Адрес/Address: 628415, Khanty-Mansiyskiy Avtonomnyy okrug - Yugra, gorod Surgut, ul. Grigoriya Kukuyevitskogo, d.1 k.1

Телефон/Phone: +7 (968) 675-48-55 Почта/Email: llesurgutneftegaz@inbox.ru

OGRN/ОГРН: 1028600584540 INN/ИНН: 8602060555 КПП/КПП: 860201001

Email: pjsc-surgutneftegaz@mail.ru



JET A1 FUEL

Minimum Quantity: 500,000 Barrels per Month

CIF Price: Gross USD \$60.00 USD per Barrels per Month

FOB Price: Gross USD \$56.00 USD per Barrels per Month

DIESEL EN590

Minimum Quantity: 30,000 metric tons

CIF PRICE: \$490 USD PER METRIC TON CIF, ASWP

FOB PRICE: \$470 USD PER METRIC TON FOB, ROTTERDAM/HOUSTON.

LIGHT CYCLE OIL (LCO)

Minimum Quantity: 10,000 MT per Month

Month Price: \$260.00 USD per Metric Ton

CIF PRICE: \$390 USD PER METRIC TON CIF, ASWP

FOB PRICE: \$380 USD PER METRIC TON FOB, ROTTERDAM/HOUSTON.

BITUMEN GRADE60/70 AND 80/100

Minimum Quantity: 30,000 METRIC TONS

CIF PRICE: \$390 USD PER METRIC TON CIF, ASWP

FOB PRICE: \$380 USD PER METRIC TON FOB, ROTTERDAM/HOUSTON.

GASOLENE 89 OCTANES

Minimum Quantity: 30,000 METRIC TONS

CIF PRICE: \$320 USD PER METRIC TON

FOB PRICE: \$290 USD PER METRIC TON



SURGUTNEFGAZ PUBLIC JOINT STOCK COMPANY

Адрес/Address: 628415, Khanty-Mansiyskiy Avtonomnyy okrug - Yugra, gorod Surgut, ul. Grigoriya Kukuyevitskogo, d.1 k.1

Телефон/Phone: +7 (968) 675-48-55 Почта/Email: llesurgutneftegaz@inbox.ru
OGRN/ОГРН: 1028600584540 INN/ИНН: 8602060555 КПП/КПП: 860201001

Email: pjsc-surgutneftegaz@mail.ru



CIF TRANSACTION PROCEDURE

1. BUYER ISSUES PURCHASE ORDER UPON RECEIPT IN ACCEPTANCE OF SELLER'S SOFT OFFER.
2. SELLER ISSUES DRAFT SALES AND PURCHASE AGREEMENT CONTRACT FOR BUYER'S REVIEW AND SIGNING.
3. SELLER SEND'S PARTIAL POP TO BUYER VIA EMAIL:
 - (A) STATEMENT OF AVAILABILITY OF PRODUCT
 - (B) COMMITMENT TO SUPPLY
 - (C) PRODUCT PASSPORT
 - (D) COMPANY REGISTRATION CERTIFICATE
 - (E) PRODUCT ALLOCATION EXPORT LICENSE
- 4 SELLER APPOINTS AND SIGNS CHARTER PARTY AGREEMENT WITH THE BUYER AND THE SHIPPING COMPANY. THIS IS APPLICABLE ONLY FOR 1ST SHIPMENT, BUYER AND SELLER PAY THE SHIPPING FREIGHT TO THE SHIPPING COMPANY VIA T/T WIRE TRANSFER DIRECTLY TO THE SHIPPING COMPANY (SELLER 50% / BUYER 50%) FOR TRANSPORTING OF THE PRODUCT TO BUYER'S FINAL DISCHARGE PORT THE FEE WOULD LATER BE REFUNDED/DEDUCTED WHEN THE BUYER IS PAYING FOR THE PAYMENT (1ST SHIPMENT CONTRACT AMOUNT).
5. SELLER SWIFT THE FULL POP AS LISTED BELOW AND 2% PERFORMANCE BOND TO BUYER'S BANK. BUYER'S BANK SWIFT IN RETURN, THE IRREVOCABLE NON TRANSFERABLE DOCUMENTARY LETTER OF CREDIT TO THE SELLER'S BANK
 - COPY OF APPROVAL TO EXPORT, ISSUED BY THE DEPARTMENT OF THE MINISTRY OF JUSTICE.
 - COPY OF THE JSC CONTRACT TO TRANSPORT THE PRODUCT TO THE PORT.
 - COPY OF THE PORT STORAGE AGREEMENT.
 - THE AUTHORIZATION TO BOARD (ATB) THE VESSEL FOR INSPECTION.
 - COPY OF THE RESOURCE CERTIFICATE
 - COPY OF ALLOCATION NUMBER
 - TERMINAL SERVICE RECEIPTS (TSR)
 - CERTIFICATE OF ORIGIN
 - BILL OF LADING AND MANIFESTO
 - SGS REPORTS OF QUALITY AND QUANTITY
 - VESSEL Q88
 - CERTIFICATE OF INSURANCE, ISSUED BY INTERNATIONALLY RECOGNIZED INSURANCE COMPANY, FOR A MINIMUM OF 110% OF THE CIF VALUE OF GOODS ON BOARD EACH VESSEL.
 - SIGNED COMMERCIAL INVOICE



SURGUTNEFTEGAZ PUBLIC JOINT STOCK COMPANY

Адрес/Address: 628415, Khanty-Mansiyskiy Avtonomnyy okrug - Yugra, gorod Surgut, ul. Grigoriya Kukuyevitskogo, d.1 k.1

Телефон/Phone: +7 (968) 675-48-55 Почта/Email: llesurgutneftegaz@inbox.ru
OGRN/ОГРН: 1028600584540 INN/ИНН: 8602060555 КПП/КПП: 860201001

Email: pjsc-surgutneftegaz@mail.ru



- DIP TEST AUTHORIZATION (DTA) & ATB
- NOR /ETA
- CERTIFICATE OF OWNERSHIP TRANSFER
- ALLOCATION TRANSACTION PASSPORT CODE CERTIFICATE (ATPCC) BY MINISTRY OF ENERGY.
- TITLE OF OWNERSHIP CERTIFICATE 6. SHIPMENT COMMENCES AS SCHEDULED IN THE CONTRACT AND UPON ARRIVAL OF THE CARGO AT THE DISCHARGE PORT AND AFTER SGS/Q&Q OR EQUIVALENT INSPECTION IMMEDIATELY BUYER'S BANK RELEASES THE TOTAL VALUE OF THE SHIPPING TO SELLER'S BANK WITHIN 48HOURS (TWO BANKING DAYS) BY MT103.

7. BUYER / SELLER PAYS ALL INTERMEDIARIES INVOLVED IN TRANSACTION AS PER IMFPA WITHIN 48 HOURS.

TANK TAKE OVER (TTO) PROCEDURE, TO BE RE-ROUTED TO ANY SAFE PORT

1. THE BUYER ISSUES AN OFFICIAL ICPO CONTAINING THE SELLER'S PROCEDURE ALONG WITH BUYER COMPANY CERTIFICATE OF INCORPORATION.
2. SELLER ISSUES ORIGINAL MOU.
3. BUYER COUNTERSIGN MOU AND FORWARD BACK.
4. UPON THE RECEIPT OF COUNTERSIGN ORIGINAL MOU FROM THE BUYER, SELLER SEND TO BUYER'S SECURED EMAIL THE LISTED DOCUMENT ISSUED IN THE NAME OF THE INITIAL BUYER AS STATED BELOW:
 - PRODUCT PASSPORT (QUANTITY & QUALITY DIP TEST ANALYSIS REPORT)
 - CERTIFICATE OF ORIGIN
 - TANKER VESSEL Q88 DOCUMENT
 - VESSEL (N.O.R) NOTICE OF READINESS
 - ULLAGE REPORT
 - CARGO MANIFEST
 - INVOICE FOR TITLE TRANSFER



SURGUTNEFTEGAZ PUBLIC JOINT STOCK COMPANY

Адрес/Address: 628415, Khanty-Mansiyskiy Avtonomnyy okrug - Yugra, gorod Surgut, ul. Grigoriya Kukuyevitskogo, d.1 k.1

Телефон/Phone: +7 (968) 675-48-55 Почта/Email: llsurgutneftegaz@inbox.ru
OGRN/ОГРН: 1028600584540 INN/ИНН: 8602060555 КПП/КПП: 860201001

Email: pjsc-surgutneftegaz@mail.ru



5. UPON THE RECEIPT OF THE DOCUMENTS, BUYER VERIFIES THE AVAILABILITY OF THE PRODUCT ON HIGH SEA AND IMMEDIATELY MAKES 1.5% SECURITY GUARANTEE PAYMENT OF THE TOTAL COST OF THE PRODUCT.

6. UPON SELLER RECEIPT OF THE TITLE TAKEOVER PAYMENT, SELLER ORDERS FOR RE-ROUT TO BUYER'S DESIRED PORT, TRANSFERS THE TITLE TO THE POTENTIAL BUYER'S COMPANY'S NAME AND ALSO REISSUE ALL OTHER OUTSTANDING DOCUMENTS TO THE POTENTIAL BUYER'S COMPANY'S AND VIA SWIFT FROM SELLER BANK THE FULL PROVE OF PRODUCT.

7. VESSEL ARRIVE THE DISCHARGE PORT AND BUYER CARRIES OUT THE CIQ/SGS INSPECTION AND UPON A SUCCESSFUL INSPECTION, BUYER PAYS BY MT103 T/T FOR THE FULL PRODUCT TO THE SELLER BANK.

THE NON-NEGOTIABLE PROCEDURE FOB ROTTERDAM TANK TO TANK/ TANK TO VESSEL

1. THE BUYER SENDS ICPO ON RECEIPT AND ACCEPTANCE OF THE SELLER'S SCO OFFER ALONGSIDE THE BUYER'S PASSPORT COPY.
2. THE SELLER ISSUES COMMERCIAL INVOICE (CL) F OR THE BUYER'S ENDORSEMENT.
3. THE BUYER SIGNS AND RETURNS THE CL TO SELLER.
4. THE SELLER ISSUES THE READINESS TO INJECT AND DTA WITH ATSC TO BUYER.
5. WITHIN 48HOURS UPON RECEIPT AND CONFIRMATION OF THE APPROVED CI AND PPOP, THE BUYER PROCEEDS AND REQUESTS A PAYMENT INVOICE FOR AN EXTENSION OF THE SELLER'S TANK FOR A MINIMUM OF 2(TWO)DAYS IN ORDER TO RECEIVE THE GPS COORDINATE LOCATION OF THE TANK, AND TERMINAL ACCESS PERMIT.
6. UPON CONFIRMATION OF THE BUYER'S PAYMENT, THE SELLER ISSUES THE BELOW POP TO THE BUYER'S SECURE EMAIL: A. UNCONDITIONAL DIP TEST AUTHORIZATION LETTER UDTA
B. INJECTION REPORT AGREEMENT
C. FRESH SGS REPORT ON ROTTERDAM SHORE TANK LESS THAN 24 HOURS.
D. INJECTION REPORT ON ROTTERDAM SHORE TANK IRR



SURGUTNEFTEGAZ PUBLIC JOINT STOCK COMPANY

Адрес/Address: 628415, Khanty-Mansiyskiy Avtonomnyy okrug - Yugra, gorod Surgut, ul. Grigoriya Kukuyevitskogo, d.1 k.1

Телефон/Phone: +7 (968) 675-48-55 Почта/Email: llesurgutneftegaz@inbox.ru
OGRN/ОГРН: 1028600584540 INN/ИНН: 8602060555 КРР/КПП: 860201001

Email: pjsc-surgutneftegaz@mail.ru



- E. PRODUCT PASSPORT AND ANALYTICAL REPORT PP
 - F. TANK STORAGE RECEIPT ROTTERDAM INCLUDING GPS, HUB, BAR-CODE AND ALL OTHERS
 - G. CERTIFICATE OF ORIGIN COO H. ATTESTATION OF ALLOCATION ATOA
 - I. AUTHORIZATION TO VERIFY PRODUCT ATV
 - J. SELLER SCHEDULES DIP TEST AND PROVIDES BUYER WITH TANK STORAGE RECEIPT TO EXECUTE THE QUALITY & QUANTITY
7. UPON THE SUCCESSFUL DIP TEST INSPECTION IN THE SELLER'S TANK, THE BUYER SUBMITS NOR FROM HIS SHIPPING COMPANY AND SELLER INJECTS THE PRODUCT INTO THE BUYER'S VESSEL OR THE BUYER TAKES OVER THE SELLER'S TANK COMPLETELY.
8. THE SELLER RELEASES THE COMPLETE POP DOCUMENTS TO THE BUYER, INCLUDING THE FOLLOWING DOCUMENTS: RESOURCE CONFIRMATION LETTER (ISSUED BY THE END-REFINERY)
9. THE BUYER ISSUES 100% PAYMENT FOR THE TOTAL PRODUCT BY MT103/TT WIRE TRANSFER TO SELLER.
10. THE SELLER TRANSFERS THE PRODUCT TITLE WITH THE COMPLETE POP DOCUMENTS TO THE BUYER AND PAYS THE COMMISSION TO HIS SELLER SIDE INTERMEDIARIES AS PER MASTER FEE AGREEMENT AND BUYER PAYS ALSO DIRECTLY TO HIS BUYER'S SIDE INTERMEDIARIES.
11. THE SELLER ISSUES AN ANNUAL (12 MONTHS) DELIVERY CONTRACT FOR REVIEW AND ACCEPTANCE.



Bogdanov Leonidovich
Director
PJSC SURGUTNEFTEGAZ



SURGUTNEFTEGAZ PUBLIC JOINT STOCK COMPANY

Адрес/Address: 628415, Khanty-Mansiyskiy Avtonomnyy okrug - Yugra, gorod Surgut, ul. Grigoriya Kukuyevitskogo, d.1 k.1

Телефон/Phone: +7 (968) 675-48-55 *Почта/Email:* llesurgutneftegaz@inbox.ru

OGRN/ОГРН: 1028600584540 *INN/ИНН:* 8602060555 *КРР/КПП:* 860201001

Email: pjsc-surgutneftegaz@mail.ru

