



**SOFT CORPORATE OFFER**

REF: RULUK/SCO/01/020  
To: End Buyers/Buyers Mandate  
Validity: March 2020

We "PJSC LUKOIL" under penalty and Perjury hereby confirm the availability of the under listed Product. The 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 or buyer mandates will be considered.

**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 Ton  
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 BITUMEN**

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: \$5 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: \$5 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.

11, Sretensky Boulevard, Moscow, Russia, 101000



3. Buyer signs and returns the commercial invoice and ICC warning letter with tank storage agreement (TSA) or Chartered party agreement (CPA) as proof of tanks storage/vessel availability and NCNDA/IMFPA signed by all buyer groups.

4. Seller programs injection and issues to buyer the listed below documents:

- Unconditional dip test authorization (DTA)
- Fresh SGS report inspection
- Injection report
- Certificate of Origin
- Product passport (analysis test report)
- Notarized and endorse NCNDA/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 on buyer expense

6. Upon successful dip test inspection, buyer pays for the total 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](http://www.lukoil.com/Company/CorporateGovernance/ManagementCommittee/DenisRogachev)

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