

ROSNEFT-VANKORNEFT



Shadrina St., 20, Turukhansk, Krasnoyarsk Territory, 663230

DATE: 21 March, 2018
TO: Genklaudis.sha, Albania
ATT: Mr. Paulin GEGA
VIA: Kian Oil Group

THE MANAGEMENT AND EXECUTIVE BOARD OF OJSC VANKORNEFT AGREED ON THE RULING OF THE SALES AND EXPORT DEPARTMENT TOWARDS THIS SOFT CORPORATE OFFER AND ALSO CONFIRMS OUR READINESS TO EXECUTIVE A SALES AND PURCHASE AGREEMENT AND A SPOT TRANSACTION FOR THE UNDER LISTED PRODUCTS.

CONTRACT OFFER:

DIESEL GAS D2 OIL GOST 305-82

MINIMUM QUANTITY: 10,000 METRIC TONS IMMEDIATE LIFTABLE (X 12 MONTHS)
MAXIMUM QUANTITY: 500,000 METRIC TONS IMMEDIATE LIFTABLE (X 12 MONTHS)
PRICE: GROSS \$330.00 USD/320.00 USD NET ON CIF ASWP

DIESEL GAS OIL ULTRA-LOW SULPHUR DIESEL 50PPM

MINIMUM QUANTITY: 10,000 METRIC TONS IMMEDIATE LIFTABLE (X 12 MONTHS)
MAXIMUM QUANTITY: 500,000 METRIC TONS IMMEDIATE LIFTABLE (X 12 MONTHS) PRICE:
GROSS \$ 350.00 USD/340.00 USD NET ON CIF ASWP

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL RUSSIAN ORIGIN

MINIMUM QUANTITY: 500,000 BBL PER IMMEDIATE LIFTABLE (X 12 MONTHS)
MAXIMUM QUANTITY: 5,000,000,000 BBL IMMEDIATE LIFTABLE (X 12 MONTHS) PRICE:
GROSS \$66, NET \$64. ASWP

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D6 VIRGIN FUEL OIL

\$0.76 USD GROSS PER GALLON / \$0.74 USD NET PER GALLON

200,000,000 GALLONS UP TO 800,000,000 GALLONS CIF ASWP

CONTRACT BANKING TRANSACTION PROCEDURES:

1. BUYER ACCEPTS SELLER' S PROCEDURE AND ISSUE ICPO WITH THE FOLLOWING: BANKING DETAILS, COMPANY PROFILE, PASSPORT COPY AND LETTER OF AGREEMENT FOR CLAUSE No. 4 , AND ACCEPTANCE LETTER STATING TO ADHERE TO SELLER' S PROCEDURE
- 2, SELLER ACKNOWLEDGES BUYER'S ICPO AND ISSUES CONTRACT TO BUYER OPEN FOR AMENDMENT, BUYER SIGNS AND RETURN THE CONTRACT TO THE SELLER IN WORD FORMAT WITHIN 4 WORKING INTERNATIONAL DAYS.
- 3, SELLER MAKES THE FINAL SIGNATURE AND CONVERTS THE CONTRACT TO PDF AND SEND TO BUYER AS FINAL APPROVED CONTRACT ALONG WITH BELLOW SOFT PERFORMANCE GUARANTEE POP DOCUMENTS:
 - A, COMMITMENT LETTER TO SUPPLY PRODUCT
 - B, PRODUCT ALLOCATION CERTIFICATE ISSUED BY MINISTRY OF ENERGY
 - C, EXPORT LICENSE ISSUED BY RUSSIAN MINISTRY OF ENERGY.
 - D, SELLER CERTIFICATE OF INCORPORATION/REGISTRATION.
- 4, BUYER'S BANK IN ACCORDANCE WITH SELLER'S VERBIAGE ISSUE SBLC MT760 OR DLC MT700 WITHIN 7 WORKING DAYS FOR FIRST SHIPMENT'S VALUE TO SELLER'S FINANCIAL BANK TO ENABLE SELLER COMMENCE LOADING OF PRODUCT WITH THE SHIPPING COMPANY AND RELEASE FULL SET OF POP DOCUMENTS AFTER LOADING VIA BANK TO BANK SWIFT WITHIN 7 WORKING DAYS. IF BUYER FAILS TO ISSUE SBLC MT760 OR DLC MT700 WITHIN 7 WORKING DAYS, IN ALTERNATIVE BUYER PAY'S VIA TT \$350,000 AS GUARANTEE PERFORMANCE WITHIN 72 HOURS WHICH WILL BE DEDUCTED FROM THE PRODUCT FACE VALUE WHEN FINAL PAYMENT IS MADE.
- 5, SELLER'S BANK ISSUES OPERATIVE 2% PB IN FAVOUR OF BUYER'S BANK ACCOUNT WITHIN 3 WORKING DAYS, WHICH IS SUBMITTED AND DETAILED IN THE MUTUALLY AGREED SIGNED CONTRACT.
- 6, UPON SELLER BANK SUCCESSFUL EXCHANGE OF INSTRUMENT METHOD WITH BUYER'S BANK OR ALTERNATIVE TT

PAYMENT OF \$350,000 PAID IF BUYER FAILED TO ISSUE INSTRUMENT WITHIN THE STIPULATED TIME FRAME, SELLER LOADS PRODUCT WITHIN 7 WORKING INTERNATIONAL DAYS AND SEND POP DOCUMENTS IN BUYER'S COMPANAY NAME TO BUYER

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VIA BANK TO BANK AND A COPY VIA EMAIL TO BUYER AND REPRESENTATIVE. (8 SETS BELLOW)

- A, CERTIFICATE OF ORIGIN
- B, PRODUCT PASSPORT
- C, COMMERCIAL INVOICE
- D, COMPANY TAX PAYER CERTIFICATE
- E, FRESH SGS REPORT
- F, TANK RECEIPT
- G, Q88 AND QUALITY SPECIFICATION
- H, BILL OF LADING

7, BUYER NOTIFIES SELLER BY OFFICIAL WRITTEN NOTICE OF HIS BANK RECEIVING SELLER'S POP DOCUMENTS WHILST SELLER SENDS TO BUYER THE REGISTERED HARD COPY OF THE CONTRACT THROUGH COURIER SERVICE WITHIN 3 WORKING DAYS.

8, SHIPMENT COMMENCES AS SCHEDULED IN THE CONTRACT AND UPON ARRIVAL OF THE CARGO AT THE DISCHARGE PORT, BUYER'S INSPECTION TEAM CARRY OUT CIQ OR EQUIVALENT INSPECTION TO ASCERTAIN QUALITY AND QUANTITY.

9, PRODUCT IS DISCHARGED AFTER SUCCESSFUL INSPECTION INTO BUYER'S STORAGE FACILITY, BUYER'S BANK RELEASE PAYMENT FOR TOTAL VALUE OF THE PRODUCT TO SELLER'S BANK WITHIN 72 HOURS BY TT MT 103. SELLER SHALL PAY ALL PARTIES INVOLVED THEIR COMMISSION BY TT WITHIN 2 WORKING DAYS.

10, SECOND AND SUCCEEDING SHIPMENTS CONTINUES.

ПРОДЛЕВА

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ANY CLIENT (BUYER'S COMPANY) WHO FAILS TO PERFORM AFTER PLACING ICPO FOLLOWING OUR WORKING TERMS AND PROCEDURE SHALL BE REPORTED TO THE APPROPRIATE AUTHORITIES FOR NECESSARY ACTION.

SPECIAL NOTES: ALL CLIENT WHO WISH TO VISIT OUR REFINERY MUST STATE AND INDICATE CLEARLY IN THEIR OFFICIAL ICPO AS SELLER WELFARE DEPARTMENT WILL ONLY ISSUE INVITATION LETTER TO BUYER'S WHO INDICATED AS NO LATE APPLICATION TO VISIT WILL BE ACCOMMODATED. VISITATION WITHOUT OFFICIAL INVITATION FROM OUR WELFARE DEPARTMENT IS NOT ALLOWED.



A handwritten signature in black ink, appearing to be "Arkady Kuznetsov".

ARKADY KUZNETSOV

GENERAL DIRECTOR

OJSC VANKORNEF