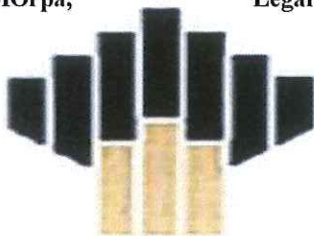


Почтовый/Юридический адрес: 628183, ХМАО-Югра,
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ОКПО 50529266 ОГРН 1028601946725
ИНН/КПП 8610010727/997150001



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ОАО РН-НЯГАНЬНЕФТЕГАЗ

Or date 28/08/2016 № 777212

На expire 26/11/2016 or

SOFT CORPORATE OFFER

The Management and Executive Board of JSC "RN-NYAGANNEFTEGAZ" 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.

DIESEL GAS D2 OIL GOST 305-82

MINIMUM QUANTITY: 10.000 METRIC TONS TRIAL LIFT

MAXIMUM QUANTITY: 200.000 METRIC TONS IMMEDIATE LIFTABLE (X 12 MONTHS)

PRICE: GROSS \$ 290.00 USD/280.00 USD NET ON CIF ASWP

PRICE: GROSS \$ 280.00 USD/\$270.00 USD NET FOB/

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL RUSSIAN ORIGIN

MINIMUM QUANTITY: 1.000.000 BLS PER TRIAL LIFT

MAXIMUM QUANTITY: 5.000.000.000 BLS IMMEDIATE LIFTABLE (X 12 MONTHS)

PRICE: GROSS \$ 35.00 USD/\$33.00 USD NET FOB/

COMMISSION: SELERS SIDE % 50, BUYERS SIDE % 50.

MAZUT 100 GOST-1058575 RUSSIAN ORIGIN

MINIMUM QUANTITY: 50.000 MT PER IMMEDIATE LIFTABLE (X 12 MONTHS)

MAXIMUM QUANTITY: 200.000 MT PER IMMEDIATE LIFTABLE (X 12 MONTHS)

PRICE: GROSS USD \$ 180/ NET USD \$ 170-CIF ASWP

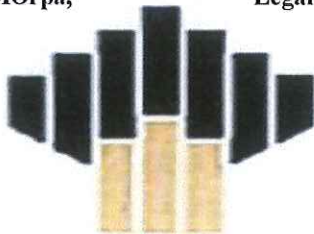
VIRGIN FUEL OIL D6

MINIMUM QUANTITY: TRIAL LIFT 50 MILLION US GALLONS

MAXIMUM QUANTITY: WEEKLY CONTRACT 200 MILLION US GALLONS / WEEK

PRICE: GROSS USD \$ 0.70 / NET USD \$ 0.68 PER GALLON

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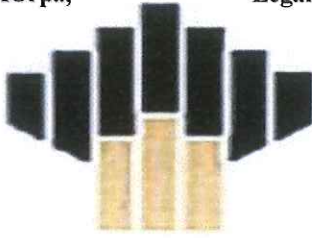
CI, DIP & PAY ROTTERDAM (1)

1. Buyer sends ICPO to Seller on receipt of Seller's Soft Offer along with tank storage agreement (TSA) or CPA as proof of storage availability.
2. Seller issues Draft contract /commercial invoice CI, for the available quantity in the storage tank to Buyer, Buyer Signs and returns to Seller with scan passport copy/ NCNDA/IMFPA signed by all buyer groups with commission structures.
3. Seller issues, Dip Test Authorization AGREEMENT letter sign by all parties including the buyer's tank farm Sign and Return by Each Parties.
4. Seller issue the following ppop documents.
 - (a) Fresh SGS Report 48hours.
 - (b) Tank Receipt,
 - (c) Tank Storage Agreement,
 - (d) Product Passport issued by SGS.
 - (e) Injection Report.
 - (f) Certificate of Origin
 - (g) Authorization to Sell (ATS)
 - (h) Dip Test Authorization (DTA)
 - (i) Port storage agreement.
5. Upon the successful verification of the PPOP by the buyer, Buyer order SGS to conduct the Dip test of the product in the Seller Tank on buyer expense.
6. Upon successful dip test, Buyer provide vessel details or Tank details, Seller shall immediately submit the (SGS) inspection Report to the buyer, along with Title of ownership Certificate to be followed by all export documentation.
7. Buyer make 100% payment by MT103 TT wire transfer for the total product and Seller pays commission to all intermediaries involved in the transaction 24 hours after confirmation of the buyer payment

CIF BANKING TRANSACTION PROCEDURES (2)

1. Buyer sends ICPO to Seller on receipt of Seller's Soft Offer along with company profile.
2. Seller will revert with Draft Contract address to Buyer Company, buyer signs each page of full Draft contract return to Seller along with NCNDA/IMFPA signed by all buyer group with commission structures.

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ОАО РН-НЯГАНЬНЕФТЕГАЗ

3. Upon Seller receipt of signed contract from the buyer, within 72hours Seller legalizes and registered the signed contract with the ministry of energy Russian Federation.

4. Buyer bear the cost for the notarization and dispatching of the ppop had copies which is to be stated in the Draft Contract.

5. Seller sends to Buyer via Government Secured Courier Service the Registered /Legalized Hard Copies Contract along with the Partial POP, the courier expenses shall be borne by the Seller which is to be stated in the Draft Contract.

6. The Partial POP Documents to be sent along with the Registered/Legalized Contract via courier to avoid circulation through internet by scammers, the POP includes; below.

(1) CERTIFICATE OF ORIGIN.

(2) REFINERY REGISTRATION CERTIFICATE.

(3) STATEMENT OF PRODUCT AVAILABILITY.

(4) EXPORT LICENSE.

(5) COMMITMENT TO PRODUCE THE PRODUCT.

(6) ATTESTATION OF ALLOCATION CERTIFICATE.

(7) BILL OF LOADING /Q88.

(8) ANALYSTICAL REPORT EQUIVALENT.

7. Upon the confirmation of the listed partial PPOP Seller bank issue Non active 2% PB to buyer's bank, Buyer bank place MT799 block fund covering the first trial shipment, seller activate 2% PB.

8. Seller bank issues to Buyer's bank the full Shipment documents proof of Product (PPOP)

9. The SGS inspection will be borne by the Seller at the loading seaport and Buyer CIQ at the Offloading seaport.

10. Shipment commences as per contract.

11. Buyer's bank upon arrival of the cargo at the discharge port, payment will be release for the Product by the buyer via MT103 100% after CIQ Inspection at Discharge port.

12. Seller will release payments to the intermediaries involved within 48 hours of receiving the Payment for the product from the Buyer's ban Signed.



BAKIROV RUSTEM ILGIZOVICH
GENERAL DIRECTOR
JSC RN-NYAGANNEFTEGAZ