



ОТКРЫТОЕ АКЦИОНЕРНОЕ ОБЩЕСТВО "НОВО-УФИМСКИЙ НЕФТЕПЕРЕРАБАТЫВАЮЩИЙ ЗАВОД"  
OJSC NOVO-UFA REFINERY (NOVOIL)

**NOVOIL**

НОВО-УФИМСКИЙ  
НЕФТЕПЕРЕРАБАТЫВАЮЩИЙ  
ЗАВОД

**Refinery Address**

450037, Россия  
Республика,  
Башкортостан  
г. Уфа-37

**Moscow Office Address**

109429 Кипотня, 2 квартал 4/2  
Москва, Россия  
Тел/Факс: +7495 641 8651  
Э почта: info@novoil-ufa.ru  
www.novoil-ufa.ru

ОГРН: 1020203085561. ИНН: 0277007292. ЛИЦЕНЗИЮ СЕРВИИ ПРД № 0200730

STANDARD SPOT PROCEDURES:

09-11-10

1. Buyer sends ICPO/NCNDA-IMFPA for all parties involved to NOVO-UFA REFINERY(NOVOIL)
2. NOVO-UFA REFINERY(NOVOIL) verifies documentation and issues FCO with Delivery Schedule, Product Specification & Signed and Sealed NCNDA/IMFPA to Buyer for review and amendment if any.
3. Buyer signs & returns FCO with Delivery Schedule, Product Specification to NOVO-UFA REFINERY(NOVOIL) for final perusal.
4. NOVO-UFA REFINERY(NOVOIL) legalizes above documentation with Appropriate Russian Authorities and sends legalized documentation and Invoice for Deed of Transfer Title (Transferring Title Legally to the New Buyer as the New Rightful Owner and Sole Beneficiary) to the Buyer.
5. Buyer proceeds with payment and return the payment confirmation slip to NOVO-UFA REFINERY(NOVOIL) for immediate process of Deed of Transfer Title.
6. NOVO-UFA REFINERY(NOVOIL) sends Deed of Transfer Title Document, Tank Receipt, SGS Report, Dip Test Authorization Letter and Commercial Invoice to the Buyer via SWIFT Bank to Bank.
7. Buyer's Bank confirms SWIFT and remits MT103 payment to NOVO-UFA REFINERY(NOVOIL) Bank.
8. Loading commence immediately.

Notices:

- Prices can be changed upon the agreement between Buyer and Seller.
- Procedures are negotiable for only our registered mandates
- All agents can become official mandates to NOVO-UFA REFINERY(NOVOIL)

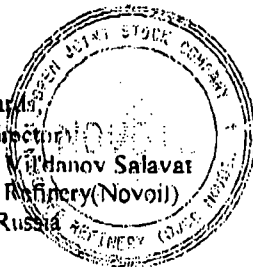
Official mandates are entitled to the following:

- Priority for all your customers
- Price negotiations for larger quantities
- In case of visitation to Russian federation, NOVO-UFA REFINERY(NOVOIL) takes care of your expenses.

If prices and procedures are acceptable please endorse soft offer and return with ICPO:

- LOI/ICPO should be made out to NOVO-UFA REFINERY(NOVOIL)
- Looking forward to do business with you, have a long lasting relationship with your company and close more transactions in the nearest future.

Best Regards,  
Export Director  
Galievich M. Ibragimov Salavat  
Novo-Ufa Refinery (Novoil)  
Moscow, Russia



*Galievich M. Ibragimov*



ОТКРЫТОЕ АКЦИОНЕРНОЕ ОБЩЕСТВО "НОВО-УФИМСКИЙ НЕФТЕПЕРЕРАБАТЫВАЮЩИЙ ЗАВОД"  
OJSC NOVO-UFA REFINERY (NOVOIL)

**NOVOIL**

Ново-Уфимский  
нефтеперерабатывающий завод

**Refinery Address**

450037, Россия  
Республика,  
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ОГРН: 1020203085561, ИНН: 0277007292, ЛИЦЕНЗИЮ СЕРИИ ПРД № 0200730

09-11-10

**NOVO-UFA REFINERY(NOVOIL) 2010 CRUDE SOFT CORPORATE OFFER**

We the undersigned company, Novo-Ufa Refinery (Novoil) with full Corporate and legal responsibility, under penalty of Perjury confirms that we are ready, willing and able to sell the following product. Our website will give all the information you need. www.novoil-ufa.ru

**PRODUCTS, PRICES AND PROCEDURES**

**RUSSIA EXPORT BLEND CRUDE OIL, GOST 51858-2002 RUSSIA EXPORT BLEND CRUDE OIL GOST 2965-76**

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser than 50.000  
CIF PRICES: GROSS US \$ 320 / NET US \$ 300  
FOB PRICES: GROSS US \$ 310 / NET US \$ 290  
COMMISSION: \$10 SELLER SIDE / \$10 BUYER SIDE  
DESTINATION: CIF / FOB / ASWP

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's request not lesser than 50.000  
CIF PRICES: GROSS US \$ 300 / NET US \$ 280  
FOB PRICES: GROSS US \$ 290 / NET US \$ 270  
COMMISSION: \$10 SELLER / BUYER SIDE EACH  
DESTINATION: CIF / FOB ASWP

**LIQUIDIFIED NATURAL GAS**

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser than 50.000  
CIF PRICES: GROSS US \$ 310 / NET US \$ 290  
FOB PRICES: GROSS US \$ 300 / NET US \$ 280  
COMMISSION: \$10 SELLER SIDE / \$10 BUYER SIDE  
DESTINATION: CIF / FOB / ASWP

**LIQUIDIFIED PETROLEUM GAS, 50%  
PROPANE / BUTANE MIX**

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser than 50.000  
CIF PRICES: GROSS US \$ 320 / NET US \$ 300  
FOB PRICES: GROSS US \$ 310 / NET US \$ 290  
COMMISSION: \$10 SELLER / BUYER SIDE EACH  
DESTINATION: CIF / FOB / ASWP

**DIESEL GAS D2 OIL GOST 305-82**

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser than 50.000  
CIF PRICES: GROSS US \$ 320 / NET US \$ 300  
FOB PRICES: GROSS US \$ 330 / NET US \$ 310 ( SPOT DEAL)  
COMMISSION: \$10 SELLER SIDE / \$10 BUYER SIDE  
DESTINATION: CIF / FOB / ASWP / ROTTERDAM / HOUSTON

**CST-180 FUEL OIL**

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser than 50.000  
CIF PRICES: GROSS US \$320 / NET US \$ 310  
FOB PRICES: GROSS US \$300 / NET US \$ 290  
COMMISSION: \$\$ SELLER / BUYER SIDE EACH  
DESTINATION: CIF / FOB / ASWP

**MAZUT M100 GOST -10585-75**

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser than 50.000  
CIF PRICES: GROSS US \$ 260 / NET US \$ 240  
FOB PRICES: GROSS US \$ 250 / NET US \$ 230  
COMMISSION: \$10 SELLER SIDE / \$10 BUYER SIDE  
DESTINATION: CIF / FOB / ASWP

**MAZUT M100 GOST -10585-99**

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser than 50.000  
CIF PRICES: GROSS US \$ 280 / NET US \$ 260  
FOB PRICES: GROSS US \$ 270 / NET US \$ 250  
COMMISSION: \$10 SELLER / BUYER SIDE EACH  
DESTINATION: CIF / FOB / ASWP

**AVIATION KEROSENE COLONIAL GRADE SLJET FUEL GASOLINE 93 OCTANE**

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser than 50.000  
CIF PRICES: GROSS US \$ 52 / NET US \$ 48

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser than 50.000  
CIF PRICES: GROSS US \$300 / NET US \$ 290

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OJSC NOVO-UFA REFINERY (NOVOIL)

**NOVOIL**

ООО «НОВОУФАСИ»  
г. Уфа, ул. Сибирская, д. 10  
ИНН: 0277007292, ОГРН: 1020201085561

**Refinery Address**

450037, Россия  
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г. Уфа-37

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FOB PRICES: GROSS US \$ 54 / NET US \$ 50 (SPOT DEAL)  
COMMISSION: \$2 SELLER SIDE / \$2 BUYER SIDE

DESTINATION: CIF / FOB / ASWP / ROTTERDAM / HOUSTON

FOB PRICES: GROSS US \$ 280 / NET US \$ 270  
COMMISSION: \$5 SELLER / BUYER SIDE EACH

DESTINATION: CIF / FOB / ASWP

09-11-10

GASOLINE 87 OCTANE

ORIGIN: RUSSIAN ORIGIN

QUANTITY: Buyer's Request not lesser than 50.000

CIF PRICES: GROSS US \$ 300 / NET US \$ 290

FOB PRICES: GROSS US \$ 280 / NET US \$ 270

COMMISSION: \$5 SELLER SIDE / \$5 BUYER SIDE

DESTINATION: CIF / FOB / ASWP

GASOLINE 89 OCTANE

ORIGIN: RUSSIAN ORIGIN

QUANTITY: Buyer's Request not lesser than 50.000

CIF PRICES: GROSS US \$ 300 / NET US \$ 290

FOB PRICES: GROSS US \$ 280 / NET US \$ 270

COMMISSION: \$5 SELLER / BUYER SIDE EACH

DESTINATION: CIF / FOB / ASWP

STANDARD BANKING PROCEDURES:

1. Buyer issues ICPO/BCL with NCNDA-IMFPA for all parties involved to NOVO-UFA REFINERY (NOVOIL)
2. NOVO-UFA REFINERY(NOVOIL) verifies all documentation and issues FCO to the Buyer
3. Buyer sign, seal and return FCO with procedure acceptance letter to NOVO-UFA REFINERY(NOVOIL)
4. NOVO-UFA REFINERY(NOVOIL) issues Draft Contract to Buyer open for amendments
5. Buyer make amendments if any, sign and return Draft Contract to NOVO-UFA REFINERY(NOVOIL) for perusal and final endorsement.
6. NOVO-UFA REFINERY(NOVOIL) seals contract and sends the Final PDF Contract and Allocation Booking Invoice to the Buyer to book for its Contract Allocation in order to enable our refinery to legalize the Final Contract and other necessary documents with the Appropriate Russian Authorities. (Specified fee is calculated prior to the ICPO issued by the Buyer).
7. Upon contract allocation booking payment confirmation and final contract legalization, NOVO-UFA REFINERY(NOVOIL) Bank issues FULL POP and other relative documents to the Buyer's Bank. Below are the POP Documents to be issued.
  - a. Copy of License/Permit to Export, issued by the department of the Ministry of Energy, Russian Federation
  - b. Copy of Approval to Export, issued by the department of the Ministry of Justice, Russian Federation.
  - c. Copy of statement of availability of the product.
  - d. Copy of the refinery commitment to produce the product.
  - e. Copy of the Pipeline Corporation contract to transport the product to the Loading Port.
  - f. Refinery Certificate of Product.
  - g. Copy of the port storage agreement.
  - h. Copy of the charter party agreement(s) to transport the product to discharge Port
8. Buyer's Bank confirms SWIFT and issues RDLC to NOVO-UFA REFINERY(NOVOIL) Bank
9. NOVO-UFA REFINERY(NOVOIL) Bank issues 2% performance bond to activate RDLC, should NOVO-UFA REFINERY(NOVOIL) fail to perform, the 2% will be paid to the Buyer/Intermediaries as compensation.
10. Upon completion of all verification, shipment and delivery commences as per Sales Purchase Agreement (Contract).
11. NOVO-UFA REFINERY(NOVOIL) releases payment to all brokers/Agents same time out-turn after shipment delivered via SWIFT fund transfer within 3-5 banking days after discharge and receipt of all relevant shipping documents.



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ОГРН: 1028203085561, ИНН: 0277007292, ЛИЦЕНЗИЮ СВРНИ ПРД №: 0200730

09-11-10

**NOVO-UFA REFINERY(NOVOIL) 2010 UREA AND BITUMEN SOFT  
CORPORATE OFFER**

We the undersigned company, **Novo-Ufa Refinery (Novoil)** with full Corporate and legal responsibility, under penalty of Perjury confirms that we are ready, willing and able to sell the following product. Our website will give all the information you need. [www.novoil-ufa.ru](http://www.novoil-ufa.ru)

**PRODUCTS, PRICES AND PROCEDURES**

**BITUMEN PENETRATION GRADE 40/50, 60/70,80/100**

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser 5.000  
CIF PRICES: GROSS US \$ 335 / NET US \$ 325  
FOB PRICES: GROSS US \$ 325 / NET US \$ 315  
COMMISSION: \$10 SELLER SIDE / \$10 BUYER SIDE  
DESTINATION: CIF / FOB / ASWP

**UREA N46% PRILLED AND GRANULAR**

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser 5.000  
CIF PRICES: GROSS US \$ 195 / NET US \$ 185  
FOB PRICES: GROSS US \$ 185 / NET US \$ 175  
COMMISSION: \$10 SELLER SIDE / \$10 BUYER SIDE  
DESTINATION: CIF / FOB / ASWP

**STANDARD BANKING PROCEDURES:**

1. Buyer issues ICPO/BCL with NCNDA-IMFPA for all parties involved to NOVO-UFA REFINERY (NOVOIL)
2. NOVO-UFA REFINERY(NOVOIL) verifies all documentation and issues FCO to the Buyer
3. Buyer sign, seal and return FCO with procedure acceptance letter to NOVO-UFA REFINERY(NOVOIL)
4. NOVO-UFA REFINERY(NOVOIL) issues Draft Contract to Buyer open for amendments
5. Buyer make amendments if any, sign and return Draft Contract to NOVO-UFA REFINERY(NOVOIL) for perusal and final endorsement.
6. NOVO-UFA REFINERY(NOVOIL) seals contract and sends the Final PDF Contract and Allocation Booking Invoice to the Buyer to book for its Contract Allocation in order to enable our refinery to legalize the Final Contract and other necessary documents with the Appropriate Russian Authorities. (Specified fee is calculated prior to the ICPO issued by the Buyer).
7. Upon contract allocation booking payment confirmation and final contract legalization, NOVO-UFA REFINERY(NOVOIL) books for transportation of the product from the factory to the loading port and then submits confirmation of booking to the buyer and our bank to issue FULL POP and other relative documents to the Buyer's Bank. Below are the POP Documents to be issued.
  - a. Copy of License/Permit to Export, issued by the department of the Ministry of Energy, Russian Federation
  - b. Copy of Approval to Export, issued by the department of the Ministry of Justice, Russian Federation.
  - c. Copy of statement of availability of the product.
  - d. Copy of the refinery commitment to produce the product.
  - e. Copy of the Pipeline Corporation contract to transport the product to the Loading Port.
  - f. Refinery Certificate of Product.
  - g. Copy of the port storage agreement.
  - h. Copy of the charter party agreement(s) to transport the product to discharge Port
8. Buyer's Bank confirms SWIFT and issues RDLIC to NOVO-UFA REFINERY(NOVOIL) Bank



ОТКРЫТОЕ АКЦИОНЕРНОЕ ОБЩЕСТВО "НОВО-УФИМСКИЙ НЕФТЕПЕРЕРАБАТЫВАЮЩИЙ ЗАВОД"  
OJSC NOVO-UFA REFINERY (NOVOIL)

**NOVOIL**

Ново-Уфимский  
нефтеперерабатывающий  
завод

**Refinery Address**

450037, Россия  
Республика,  
Башкортостан  
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www.novoil-ufa.ru

ОГРН: 1020203083561, ИНН: 9277007292, ЛИЦЕНЗИЮ СЕРИИ ПРД №: 0200730

- 09-11-10.
9. NOVO UFA REFINERY (NOVOIL) Bank issues 2% performance bond to activate RDLC, should NOVO UFA REFINERY (NOVOIL) fail to perform, the 2% will be paid to the Buyer/Intermediaries as compensation.
  10. Upon completion of all verification, shipment and delivery commences as per Sales Purchase Agreement (Contract).
  11. NOVO-UFA REFINERY (NOVOIL) releases payment to all brokers/Agents same time out-turn after shipment delivered via SWIFT fund transfer within 3-5 banking days after discharge and receipt of all relevant shipping documents.

Notices:

- Prices can be changed upon the agreement between Buyer and Seller.
- Procedures are negotiable for only our registered mandates.
- All agents can become official mandates to NOVO-UFA REFINERY (NOVOIL).

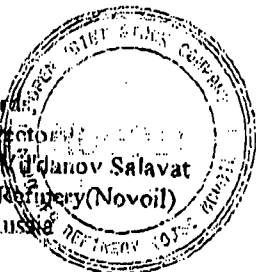
Official mandates are entitled to the following:

- Priority for all your customers
- Price negotiations for larger quantities
- In case of visitation to Russian federation, NOVO-UFA REFINERY (NOVOIL) takes care of your expenses.

If prices and procedures are acceptable please endorse soft offer and return with ICPO:

- LOI/ICPO should be made out to NOVO-UFA REFINERY (NOVOIL)
- Looking forward to do business with you, have a long lasting relationship with your company and close more transactions in the nearest future.

Best Regards,  
Export Director  
Galievich (Galiev) Salavat  
Novo-Ufa Refinery (Novoil)  
Moscow, Russia





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Ново-Уфимский  
нефтеперерабатывающий  
завод

ОГРН 1020263085561. ИНН: 0277007292, ЛИЦЕНЗИЮ СЗР № 0268/00

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- 10. Upon completion of all verification, shipment and delivery commences as per Sales Purchase Agreement (Contract).
- 11. NOVO-UFA REFINERY (NOVOIL) releases payment to all brokers/Agents same time out-turn after shipment delivered via SWIFT fund transfer within 3-9 banking days after discharge and receipt of all relevant shipping documents.

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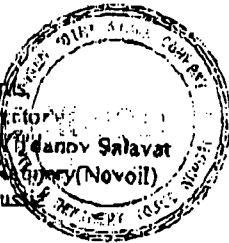
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Export Director  
Galiavich Ivanov Salavat  
Novo-Ufa Refinery (Novoil)  
Moscow, Russia





Ново-Уфимский  
нефтеперерабатывающий  
завод

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ОГРН: 1020203083561, ИНН: 0277007102, ЛИЦЕНЗИЯ СЕРИИ УР.Л. №: 0200730

## NOVO-UFA REFINERY(NOVOIL) 2010 UREA AND BITUMEN SOFT CORPORATE OFFER

09-11-10

We the undersigned company, Novo-Ufa Refinery (Novoil) with full Corporate and legal responsibility, under penalty of Perjury confirms that we are ready, willing and able to sell the following product. Our website will give all the information you need. [www.novoil-ufa.ru](http://www.novoil-ufa.ru)

### PRODUCTS, PRICES AND PROCEDURES

#### BITUMEN PENETRATION GRADE 40/50, 60/70, 80/100

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser 5,000  
CIF PRICES: GROSS US \$ 335 / NET US \$ 325  
FOB PRICES: GROSS US \$ 325 / NET US \$ 315  
COMMISSION: \$10 SELLER SIDE / \$10 BUYER SIDE  
DESTINATION: CIF / FOB / ASWP

#### UREA N16% PRILLED AND GRANULAR

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser 5,000  
CIF PRICES: GROSS US \$ 193 / NET US \$ 185  
FOB PRICES: GROSS US \$ 185 / NET US \$ 175  
COMMISSION: \$10 SELLER SIDE / \$10 BUYER SIDE  
DESTINATION: CIF / FOB / ASWP

#### STANDARD BANKING PROCEDURES:

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2. NOVO-UFA REFINERY(NOVOIL) verifies all documentation and issues FCO to the Buyer
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4. NOVO-UFA REFINERY(NOVOIL) issues Draft Contract to Buyer open for amendments
5. Buyer make amendments if any, sign and return Draft Contract to NOVO-UFA REFINERY(NOVOIL) for perusal and final endorsement.
6. NOVO-UFA REFINERY(NOVOIL) seals contract and sends the Final PDF Contract and Allocation Booking Invoice to the Buyer to book for its Contract Allocation in order to enable our refinery to legalize the Final Contract and other necessary documents with the Appropriate Russian Authorities. (Specified fee is calculated prior to the ICPO issued by the Buyer).
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  - g. Copy of the port storage agreement.
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8. Buyer's Bank confirms SWIFT and issues RDLC to NOVO-UFA REFINERY(NOVOIL) Bank



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450037, Россия  
Республика  
Башкортостан  
г. Уфа-37

Moscow Office Address  
109429 Кашира, 2 корпус 4/2  
Москва, Россия  
Тел/Факс: +7495 641 8651  
Э почта: info@novoil-ufa.ru  
www.novoil-ufa.ru

Ново-Уфимский  
нефтеперерабатывающий  
завод

ОГРН: 1020203005541, ИНН: 0217007393, ЛИЦЕНЗИЮ СЭРМИ ПРД № 0200730

FOB PRICES: GROSS US \$ 54 / NET US \$ 50 (SPOT DEAL)  
COMMISSION: \$2 SELLER SIDE / \$2 BUYER SIDE  
DESTINATION: CIF / FOB / ASWP / ROTTERDAM / HOLLSTON

FOB PRICES: GROSS US \$ 280 / NET US \$ 270  
COMMISSION: \$5 SELLER / BUYER SIDE EACH  
DESTINATION: CIF / FOB / ASWP

09-11-10

GASOLINE 87 OCTANE

GASOLINE 89 OCTANE

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser than 50 000  
CIF PRICES: GROSS US \$ 300 / NET US \$ 290  
FOB PRICES: GROSS US \$ 280 / NET US \$ 270  
COMMISSION: \$5 SELLER SIDE / \$5 BUYER SIDE  
DESTINATION: CIF / FOB / ASWP

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser than 50,000  
CIF PRICES: GROSS US \$ 300 / NET US \$ 290  
FOB PRICES: GROSS US \$ 280 / NET US \$ 270  
COMMISSION: \$5 SELLER / BUYER SIDE EACH  
DESTINATION: CIF / FOB / ASWP

STANDARD BANKING PROCEDURES:

1. Buyer issues ICPO/RCL with NCNDA-IMPPA for all parties involved to NOVO-UFA REFINERY (NOVOIL)
2. NOVO-UFA REFINERY (NOVOIL) verifies all documentation and issues PCO to the Buyer
3. Buyer sign, seal and return PCO with procedure acceptance letter to NOVO-UFA REFINERY (NOVOIL)
4. NOVO-UFA REFINERY (NOVOIL) issues Draft Contract to Buyer open for amendments
5. Buyer make amendments if any, sign and return Draft Contract to NOVO-UFA REFINERY (NOVOIL) for personal and final endorsement
6. NOVO-UFA REFINERY (NOVOIL) seals contract and sends the Final PDF Contract and Allocation Booking Invoice to the Buyer to book for its Contract Allocation in order to enable our refinery to legalize the Final Contract and other necessary documents with the Appropriate Russian Authorities. (Simplified fee is calculated prior to the ICPO issued by the Buyer).
7. Upon contract allocation booking payment confirmation and final contract legalization, NOVO-UFA REFINERY (NOVOIL) Bank issues FULL POP and other relative documents to the Buyer's Bank. Below are the POP Documents to be issued.
  - a. Copy of License/Permit to Export, issued by the department of the Ministry of Energy, Russian Federation
  - b. Copy of Approval to Export, issued by the department of the Ministry of Justice, Russian Federation.
  - c. Copy of statement of availability of the product.
  - d. Copy of the refinery commitment to produce the product.
  - e. Copy of the Pipeline Corporation contract to transport the product to the Loading Port.
  - f. Refinery Certificate of Product.
  - g. Copy of the port storage agreement.
  - h. Copy of the charter party agreement(s) to transport the product to discharge Port
8. Buyer's Bank confirms SWIFT and issues RDLC to NOVO-UFA REFINERY (NOVOIL) Bank
9. NOVO-UFA REFINERY (NOVOIL) Bank issues 2% performance bond to activate RDLC, should NOVO-UFA REFINERY (NOVOIL) fail to perform, the 2% will be paid to the Buyer/Intermediaries as compensation.
10. Upon completion of all verification, shipment and delivery commences as per Sales Purchase Agreement (Contract).
11. NOVO-UFA REFINERY (NOVOIL) releases payment to all brokers/Agents same time on-turn after shipment delivered via SWIFT fund transfer within 3-5 banking days after discharge and receipt of all relevant shipping documents.



OT:

FROM RUSSIAN TRADE MISSION

22/12 2010 13:00 FAX 28873180

TEL: 347 2519801

FAX NO.: 092 051 2270231

23 DEK 2010 13:37 CTP5

23 Dec. 2010 12:32PM P5

CANON

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ОТКРЫТОЕ АКЦИОНЕРНОЕ ОБЩЕСТВО "НОВО-УФАМСКИЙ НЕФТЕПЕРЕРАБАТЫВАЮЩИЙ ЗАВОД"  
OJSC NOVO-UFA REFINERY (NOVOIL)

**NOVOIL**

Ново-Уфимский  
нефтеперерабатывающий завод

**Refinery Address**

450037, Россия  
Республика  
Башкортостан  
г. Уфа-37

**Moscow Office Address**

109429 Капотки, 2 квартал 4/2  
Москва, Россия  
Тел/Факс: +7495 641 8651  
E-mail: info@novoil-ufa.ru  
www.novoil-ufa.ru

ОГРН: 1020203085561, ИНН: 0277007292, ЛИЦЕНЗИОННО-СЕРВИСНЫЙ №: 0200730

**NOVO-UFA REFINERY (NOVOIL) 2010 CRUDE SOFT CORPORATE OFFER** 09-11-10

We the undersigned company, Novo-Ufa Refinery (Novoil) with full Corporate and legal responsibility, under penalty of Perjury confirms that we are ready, willing and able to sell the following product. Our website will give all the information you need. www.novoil-ufa.ru

**PRODUCTS, PRICES AND PROCEDURES**

**RUSSIA EXPORT BLEND CRUDE OIL GOST 51 858-2002 2965-76**

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser than 50,000  
CIF PRICES: GROSS US \$ 320 / NET US \$ 300  
FOB PRICES: GROSS US \$ 310 / NET US \$ 290  
COMMISSION: \$10 SELLER SIDE / \$10 BUYER SIDE  
DESTINATION: CIF / FOB / ASWP

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's request not lesser than 50,000  
CIF PRICES: GROSS US \$ 300 / NET US \$ 280  
FOB PRICES: GROSS US \$ 290 / NET US \$ 270  
COMMISSION: \$10 SELLER / BUYER SIDE EACH  
DESTINATION: CIF / FOB ASWP

**LIQUIDIFIED NATURAL GAS**

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser than 50,000  
CIF PRICES: GROSS US \$ 310 / NET US \$ 290  
FOB PRICES: GROSS US \$ 300 / NET US \$ 280  
COMMISSION: \$10 SELLER SIDE / \$10 BUYER SIDE  
DESTINATION: CIF / FOB / ASWP

**LIQUIDIFIED PETROLEUM GAS, 50%  
PROPANE / BUTANE MIX**

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser than 50,000  
CIF PRICES: GROSS US \$ 320 / NET US \$ 300  
FOB PRICES: GROSS US \$ 310 / NET US \$ 290  
COMMISSION: \$10 SELLER / BUYER SIDE EACH  
DESTINATION: CIF / FOB / ASWP

**DIESEL GAS O2 OIL GOST 305-02**

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser than 50,000  
CIF PRICES: GROSS US \$ 320 / NET US \$ 300  
FOB PRICES: GROSS US \$ 330 / NET US \$ 310 (SPOT DEAL)  
COMMISSION: \$10 SELLER SIDE / \$10 BUYER SIDE  
DESTINATION: CIF / FOB / ASWP / ROTTERDAM / HOUSTON

**GST-180 FUEL OIL**

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser than 50,000  
CIF PRICES: GROSS US \$ 320 / NET US \$ 310  
FOB PRICES: GROSS US \$ 300 / NET US \$ 290  
COMMISSION: \$5 SELLER / BUYER SIDE EACH  
DESTINATION: CIF / FOB / ASWP

**MAZUT M100 GOST -10585-75**

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser than 50,000  
CIF PRICES: GROSS US \$ 260 / NET US \$ 240  
FOB PRICES: GROSS US \$ 250 / NET US \$ 230  
COMMISSION: \$10 SELLER SIDE / \$10 BUYER SIDE  
DESTINATION: CIF / FOB / ASWP

**MAZUT M100 GOST -10585-99**

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser than 50,000  
CIF PRICES: GROSS US \$ 280 / NET US \$ 260  
FOB PRICES: GROSS US \$ 270 / NET US \$ 250  
COMMISSION: \$10 SELLER / BUYER SIDE EACH  
DESTINATION: CIF / FOB / ASWP

**AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL GASOLINE 93 OCTANE**

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser than 50,000  
CIF PRICES: GROSS US \$ 52 / NET US \$ 48

ORIGIN: RUSSIAN ORIGIN  
QUANTITY: Buyer's Request not lesser than 50,000  
CIF PRICES: GROSS US \$ 300 / NET US \$ 290



ОТКРЫТОЕ АКЦИОНЕРНОЕ ОБЩЕСТВО "НОВО-УФЕИМСКАЯ НЕФТЕПЕРЕРАБАТЫВАЮЩИЙ ЗАВОД"  
OJSC NOVO-UFA REFINERY (NOVOIL)

НОВО-УФЕИМСКАЯ  
НЕФТЕПЕРЕРАБАТЫВАЮЩИЙ  
ЗАВОД

Refinery Address  
450037, Россия  
Республика  
Башкортостан  
г. Уфа-37

Moscow Office Address  
109129 Косыгин, 2 этаж 4/2  
Москва, Россия  
Тел/Факс: +7495 641 8651  
E-mail: info@novoil.ufa.ru  
www.novoil-uf.ru

ОГРН: 1020262083561, ИНН: 0277007193, ЛИЦЕНЗИО СЕРИИ ПРД №: 0300730

STANDARD SPOT PROCEDURES:

09-11-10

1. Buyer sends ICPO/NCNDA-IMPPA for all parties involved to NOVO-UFA REFINERY(NOVOIL)
2. NOVO-UFA REFINERY(NOVOIL) verifies documentation and issues FCO with Delivery Schedule, Product Specification & Signed and Sealed NCNDA/IMPPA to Buyer for review and amendment if any.
3. Buyer signs & returns FCO with Delivery Schedule, Product Specification to NOVO-UFA REFINERY(NOVOIL) for final perusal.
4. NOVO-UFA REFINERY(NOVOIL) legalizes above documentation with Appropriate Russian Authorities and sends legalized documentation and Invoice for Deed of Transfer Title (Transferring Title Legally to the New Buyer as the New Rightful Owner and Sole Beneficiary) to the Buyer.
5. Buyer proceeds with payment and return the payment confirmation slip to NOVO-UFA REFINERY(NOVOIL) for immediate process of Deed of Transfer Title.
6. NOVO-UFA REFINERY(NOVOIL) sends Deed of Transfer Title Document, Tank Receipt, SGS Report, Dip Test Authorization Letter and Commercial Invoice to the Buyer via SWIFT Bank to Bank.
7. Buyer's Bank confirms SWIFT and remits MT103 payment to NOVO-UFA REFINERY(NOVOIL) Bank.
8. Loading commence immediately.

Notices:

- Prices can be changed upon the agreement between Buyer and Seller.
- Procedures are negotiable for only our registered mandates.
- All agents can become official mandates to NOVO-UFA REFINERY(NOVOIL)

Official mandates are entitled to the following:

- Priority for all your customers
- Price negotiations for larger quantities
- In case of visitation to Russian federation, NOVO-UFA REFINERY(NOVOIL) takes care of your expenses.

If prices and procedures are acceptable please endorse soft offer and return with ICPO:

- LOI/ICPO should be made out to NOVO-UFA REFINERY(NOVOIL)
- Looking forward to do business with you, have a long lasting relationship with your company and close more transactions in the nearest future.

Best Regards,  
Export Director  
Galievich Gulunov Safavat  
Novo-Ufa Refinery(Novoil)  
Moscow, Russia

