



INDONESIA, JUNE 17, 2012.

To : **EL - AL**
BEN GURION AIRPORT
ISRAEL

Attn : **Mr. MOTI SONSINO (PURCHASING DIRECTOR)**

SOFT OFFER

We are on behalf of **OAQ NK RUSSNEFT (RUSSNEFT OIL AND GAS COMPANY)** with the Russia Registration No: **1027717003467** and full corporate responsibilities on behalf of our entire management into Crude oil products for spot deal and contract on **FOB/CIF ASWP** for a long term trading relation period with possible rolls and extension for twelve (12) months maximum for the sales of Russian crude oil related products for years after years to Africa, Asia, CIS and America continents. For decades the refinery has been successful which merits are appreciated by international and local inspection team around the globe. (SGS, CIQ)

PRODUCT : **RUSSIAN JP54 AVIATION KEROSENE COLONIAL GRADE 54**

QUANTITY : **Min. 500,000 Barrels – Max. 3,000,000 Barrels per Month**
(SPOT Purchase or Contract Purchase – 12 Months)

PRICE : **USD 97 per Barrel FOB RUSSIA PORT/CIF ASWP**
(any safe world port)

PAYMENT : **SBLC or DLC or BG MT 760 or BG MT 103**

LOADING PORT in RUSSIA: NOVOROSIYSK/ VLADIVOSTOK

DELIVERY to DESTINATION PORT : Within 30 -45 days after receiving & confirming
Buyer Operative Bank Payment Instrument.



PROCEDURES

THE PROCEDURES IS NON-NEGOTIABLE.

1. BUYER SENDS ICPO WITH (A) THE PHOTOCOPY OF BUYER'S COMPANY CERTIFICATE OF INCORPORATION. (B) SCANNED COPY OF BUYER'S ASSIGNEE INTERNATIONAL PASSPORT. (C) BUYER BCL (BANK CONFIRMATION LETTER) TO APPOINTED TO OAO NK RUSSNEFT.
2. SELLER SENDS DRAFT CONTRACT FOR OPEN AMENDMENT FOR BUYER APPROVAL AND SIGNATURE.
3. BUYER RETURNS RETURN DRAFT CONTRACT/SPA TO SELLER IN UNSEALED (NORMAL WORD FILE) FOR SELLER TO COUNTERSIGN AND SEAL FOR APPROVAL WITH THE RUSSIAN MINISTRY OF ENERGY AT SELLER EXPENSE LODGED WITH THEIR RESPECTIVE BANKS.
4. BUYER BANK ISSUES **SWIFT PRE ADVICE DLC/ BG MT 103/23** (OPTIONAL) TO SELLER BANK (FIDUCIARY ACCOUNT) WITHIN 15 (FIFTEEN DAYS) UPON BUYER RECEIVING SOFT APPROVED CONTRACT/SPA + POF LETTER FROM OAO NK RUSSNEFT FOR THE CONFIRMATION OF BUYER FINANCIAL CAPABILITY TO PURCHASE PRODUCT AND QUANTITY MENTIONED. **{MT 799/BCL NOT IN ACCEPTANCE BY SELLER BANK TO SWIFT PB2% & POP TO THE BUYER BANK}**
5. SELLER BANK RESPONDS ISSUING TANK RECEIPT/EQUIVALENT, SGS REPORT LESS THAN TWENTY FOUR (24) HOURS ON QUALITY AND QUANTITY ALONG WITH AUTHORIZATION TO PERFORM DIP TEST AUTHORIZATION IF NECESSARY + PB (PERFORMANCE BOND) 2%
6. BUYER LODGES SWIFT **DLC/SBLC/BG** INTO SELLER BANK as PAYMENT GUARANTEE
7. SELLER LOADS THE PRODUCT TO THE BUYER DESIGNATED/AGREED VESSEL AS PER INCOTERMS 2010 FOB/CIF
8. SHIPMENT COMMENCE AS STATED IN THE CONTRACT.
9. BUYER PAYMENT IS MADE BY **T/T** OR **MT 103** WITHIN 7 (SEVEN) DAYS UPON ARRIVING THE GOODS (D2 GOST 305-82) AND FINAL ANALYSIS AT BUYER DISCHARGING PORT.
10. INTERMEDIARIES ARE PAID FOR EACH LIFT FOR THE SIGNED CONTRACT AND ROLLOVERS.
11. DELAY IN SIGNING THE FIRM SALES TERM SHEET CAN MAKE THE SELLER TO WITHDRAW THE OFFER OF SALE OR PRICE MIGHT CHANGE

If you can accept the price and agree the procedures, please send the documents for further proceed by OAO NK RUSSNEFT as follows :

- 1.The Official ICPO (Irrevocable Corporate Purchase Order) + Bank Coordinate/Details for soft probe and together with
- 2.The photocopy of buyer's company certificate of incorporation
- 3.Scanned copy of buyer's Assignee International Passport
- 4.Buyer **BCL (BANK CONFIRMATION LETTER)** to be appointed to **OAO NK RUSSNEFT** to proof that the BUYER has FINANCIAL CAPABILITY to buy PETROLEUM PRODUCTS to OAO NK RUSSNEFT.

to be addressed to :

SALES AND EXPORT DEPARTMENT
OAO NK RUSSNEFT (RUSSNEFT OIL & GAS COMPANY)
69 Pyatnitskaya Street, 115054, Moscow
RUSSIA FEDERATION
Via. Drs. Haryono Bhekti, Apt. MM as LEGAL MANDATE

Yours sincerely

A handwritten signature in black ink, appearing to read "Haryono Bhekti", written over a horizontal line.

Drs. Haryono Bhekti, Apt. MM
LEGAL AUTHORIZED MANDATE

OAO NK RUSSNEFT (RUSSNEFT OIL & GAS COMPANY)

E-mail : haryono.bhekti@cbn.net.id
haryono.bhekti@gmail.com

Mobile : + 62 816 99 5829

VALIDITY PRICE : WITHIN 5 (FIVE) WORKING DAYS



SAMPLE 1 (ONE)

PRE ADVICE DLC BY BANK SWIFT MT 705

-----Message Header-----

SWIFT INPUT : FIN / FREE TEXT
SENDER : BANK NAME
RECEIVER :

SWIFT :

----- Message Text-----

20: TRANSACTION REFERENCE NO XXXXXX
79: NARRATIVE

79A : OUR CLIENT M/S _____ ACCOUNT NO _____ HEREBY CONFIRM THEIR INTENT TO PURCHASE RUSIAN HEAVY FUEL OIL MAZUT M100 GOST 10585-75 FROM YOUR CLIENT M/S _____, HOLDING IBAN NUMBER _____ WITH YOU FOR A SUM OF USD **\$000.000.000.USD** (_____) FOR ONE YEAR.

79B : OUR CLIENT HAS THE FINANCIAL ABILITY AND SUFFICIENT LINE OF CREDIT WITH US TO OPEN AN OPERATIVE CONFIRMED IRREVOCABLE TRANSFERABLE LETTER OF CREDIT WITHIN SIXTY DAYS PAYABLE ON YOUR CLIENT M/S _____ UPON RECEIPT, AUTHENTICATION AND VERIFICATION OF THE BANK GUARANTEE ISSUED BY SWIFT MT 760 FOR THE ABOVE MENTIONED AMOUNT TO OUR CLIENT.

79C : THIS BANK READINESS TO OPEN A DOCUMENTARY CREDIT IS WITHOUT ANY LIABILITY OF THIS BANK IN THE ABOVE TRANSACTION WHICH WILL BE GOVERNED BY UNDERLYING AGREEMENT AND CONTRACTS BETWEEN OUR CLIENT AND YOUR CLIENT MUTUALLY BETWEEN THEMSELVES UNDER PROVISIONS OF ICC PUBLICATION UCP-X00 .

----- Message Trailer-----

TEXT OF SWIFT MT 700

BASIC SWIFT HEADER

Buyer's Bank SWIFT Info :

APPLICATION HEADER

xxxxxx

HSR HEADER

SERVICE CODE 103
BANK, PRIORITY 113
MSG USER REF 108: XXXX

SENDER:

BANK NAME:
ADDRESS:
SWIFT CODE ACC:
NUMBER: ACC.
HOLDER:

MT RECEIVER BANK

27: SEQUENCE OF TOTAL
1/??

40A: TUPE OF DOCUMENTARY CREDIT



IRREVOCABLE, TRANSFERABLE, DIVISIBLE

20: DOCUMENTARY CREDIT NUMBER
XXXXXXX

31C: DATE OF ISSUE
XXXXXXX

31 D: DATE AND PLACE OF EXPIRY
XXXXXXX (BANK BRANCH)
(DATE 60 DAYS AFTER THE ISSUING DATE)

51 A: APPLICANT BANK
XXXXXXX

50: APPLICANT _Buyer _____

59: BENEFICIARY FINSTILUC

32B: CURRENCY CODE/AMOUNT
CURRENCY : USD
AMOUNT: # 000.000.000 #

39B: MAXIMUM CREDIT AMOUNT
+/- 5% (VARIANCE)

45A: DESCRIPTION OF GOODS AND/OR SERVICES
AS PER PROFORMA INVOICE NO [REDACTED]
PAYMENT FOR RUSSIAN HEAVY FUEL OIL MAZUT M100 GOST 10585-75
QUANTITY 000.000.000 MT
TRANSACTION CODE: [REDACTED]

46A: DOCUMENTS REQUIRED
BANK GUARANTEE ISSUED BY SWIFT MT 760
(NO MENTION OF THE FACE VALUE)

47A. ADDITIONAL CONDITIONS
THE PAYMENT WILL BE FREED AVAILABLE UPON RECEIPT, AUTHENTICATION AND VERIFICATION OF THE BANK GUARANTEE
ISSUED BY SWIFT MT 760

Regards
end of message

----- Message Trailer-----



SAMPLE 2 (TWO)

PRE ADVICE DLC BY BANK SWIFT MT 705

-----Message Header-----

SWIFT INPUT : FIN / FREE TEXT
SENDER : BANK NAME
 ██████████
RECEIVER :

SWIFT :

----- Message Text-----

20: TRANSACTION REFERENCE NO XXXXXXXX

79: NARRATIVE

79A : OUR CLIENT M/S _____ ACCOUNT NO _____ HEREBY CONFIRM THEIR INTENT TO PURCHASE RUSSIAN DIESEL GAS OIL D2 GOST 305-82 FROM YOUR CLIENT M/S _____, HOLDING IBAN NUMBER _____ WITH YOU FOR A SUM OF USD **\$000.000.000.USD** (_____) FOR ONE YEAR.

79B : OUR CLIENT HAS THE FINANCIAL ABILITY AND SUFFICIENT LINE OF CREDIT WITH US TO OPEN AN OPERATIVE CONFIRMED IRREVOCABLE TRANSFERABLE LETTER OF CREDIT WITHIN SIXTY DAYS PAYABLE ON YOUR CLIENT M/S _____ UPON RECEIPT, AUTHENTICATION AND VERIFICATION OF THE BANK GUARANTEE ISSUED BY SWIFT MT 760 FOR THE ABOVE MENTIONED AMOUNT TO OUR CLIENT.

79C : THIS BANK READINESS TO OPEN A DOCUMENTARY CREDIT IS WITHOUT ANY LIABILITY OF THIS BANK IN THE ABOVE TRANSACTION WHICH WILL BE GOVERNED BY UNDERLYING AGREEMENT AND CONTRACTS BETWEEN OUR CLIENT AND YOUR CLIENT MUTUALLY BETWEEN THEMSELVES UNDER PROVISIONS OF ICC PUBLICATION UCP-X00 .

----- Message Trailer-----



Specimen Bank Guarantee Verbiage SWIFT MT 760

ISSUED BY
INSTRUMENT OF GUARANTEE
CUSIP NUMBER
ACCESS CODE
EXPIRATION DATE
ISSUE DATE
MATURITY DATE
CURRENCY
AMOUNT
ISSUED BY
Beneficiary:
Receiving Bank:

WE THE UNDERSIGNED <MAJOR WORLD BANK>, HEREBY OPEN OUR IRREVOCABLE, TRANSFERABLE, ASSIGNABLE AND CONFIRMED LETTER OF GUARANTEE IN FAVOUR OF _____ FOR THE AMOUNT OF 00,000,000(000, MILLION USD) DUE, ONE YEAR AND ONE DAY FROM THE DATE OF ISSUE DD/MM/YYYY

PAYMENT IS AVAILABLE BY BENEFICIARY FIRST WRITTEN DEMAND VIA SWIFT WIRE SYSTEM. DEMAND HEREUNDER MUST BE MARKED, DRAWN UNDER THE LETTER OF GUARANTEE NUMBER _____ DATED DD/MM/YYYY, BUT NOT LATER THAN FIFTEEN (15) DAYS AFTER THE MATURITY DATE.

SUCH PAYMENT SHALL BE MADE WITHOUT SET-OFF AND CLEAR OF ANY DEDUCTIONS, OR CHARGES, FEES OR WITHHOLDING OF ANY NATURE, NOW OR HEREINAFTER IMPOSED, LEVIED, COLLECTED, WITH-HELD OR ASSESSED BY THE GOVERNMENT OF (NAME OF ISSUING BANK'S COUNTRY) OR ANY POLITICAL SUBDIVISION OR AUTHORITY THEREOF OR THEREIN.

THIS GUARANTEE IS TRANSFERABLE AND ASSIGNABLE WITHOUT PRESENTATION TO US, THIS LETTER OF GUARANTEE IS SUBJECT TO THE UNIFORM CUSTOMS AND PRACTICE FOR DOCUMENTARY CREDITS, INTERNATIONAL CHAMBER OF COMMERCE, PARIS FRANCE. LATEST REVISION PUBLICATION NO.458.

THIS CABLE IS AN OPERATIVE INSTRUMENT AND NO MAIL CONFIRMATION SHALL FOLLOW, ALL CHARGES ARE FOR THE APPLICANT.

FOR AND ON BEHALF OF:
<MAJOR WORLD BANK>,

AUTHORIZED SIGNATORY:
SIGNATORY:
BANK OFFICER:
CODE:

AUTHORIZED SIGNATORY:
SIGNATORY:
BANK OFFICER:
CODE: