



РОСНЕФТЬ РН-УВАТНЕФТЕГАЗ

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ИНН 7225003194 ОГРН 1027201295395

DATE: 30th OCTOBER. 2017

VALID: 18th FEBRUARY. 2018

REF No. RN-UVAT/000861/CIF

SOFT CORPORATE OFFER CIF ASWP/ROTTERDAM

The undersigned company (**RN-UVATNEFTEGAZ**) is an Authorized End Seller Company/Refinery in Russian Federation. We hereby issue this Soft Cooperate Offer with full corporate and legal responsibility, under penalty of perjury confirms that have and are ready, willing and able to provide for capable Buyers the following Petroleum Products / Commodities:

PRODUCTS PRICES LIST:

REBCO GOST 51 858-2002

Max. Quantity: 1.000.000 Bbl CIF Price: \$32 Gross / \$28 Net GAL

DIESEL D2 RUSSIAN GASOIL L-0.2-62 GOST 305-82

Max. Quantity: 100.000 MT PER CIF Price: \$250 Gross / \$240 Net PER MT

MAZUT M100 GOST-10585/75

Max. Quantity: 100.000 MT PER CIF Price: \$190 Gross / \$180 Net PER MT

ADDITIONAL INFORMATION:

ORIGIN: Russian Federation.

DELIVERY: CIF ASWP with Rollover & Extension.

INSPECTION: SGS test report will be conducted at the loading port by SGS

Address: Lenina st, 67 Tyumen 625000 Russia Federation. Email: info@rn-uvatneftegaz.ru sales@rn-uvatneftegaz.ru Tel: + 7 495 295 6682
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PAYMENT INSTRUMENT: DLC/SBLC/IRDL/C/BG/T/T, MT103, at Sight.

LOADING PORT: Vladivostok/Novorossiysk Port.

PERFORMANCE BOND (PB): 2% PB to be issued by Seller's Bank in favour of the Buyer.

SHIPMENT METHOD: Via vessel or pipeline to Buyer's tank Rotterdam port

COMMISSION: US\$10 per MT / US\$ 4 per BLS / US\$ 0.04 per GAL

SELLING PROCEDURES

1. Buyer issues ICPO with letter of acceptance to seller upon receipt of soft corporate offer.
2. Seller issues Sales and Purchase Agreement open for amendment for buyer review.
3. Buyer review draft agreement and returns sign copy in word format to seller.
4. Seller review contract acknowledged and return sealed to buyer for final execution.
5. Upon acceptance seller issues to buyer fresh SGS report including listed Part of Proof of Product approved by the appropriate ministry all the documents will send through courier.

A. STATEMENT OF AVAILABILITY OF PRODUCT

B. TANK RECEIPT OF THE PRODUCT STORAGE

C. CERTIFICATE OF ORIGIN

D. CHARTER PARTY AGREEMENT.

E. REGISTERED HARD COPIES CONTRACT ISSUED BY THE MINISTRY OF JUSTICE.

F. CERTIFICATE OF CONFORMITY

G. COMPANY CERTIFICATE OF TAX INCORPORATION



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H.FRESH SGS REPORT BASED ON INTERNATIONAL ANALYTICAL REPORT I. EXPORT LICENCE & ATS

6. Buyers bank open communication with seller bank and agree to issue Irrevocable non-transferable, non-assignable, non-divisible, Revolving Documentary letter of credit covering first shipment value.(Buyer's Bank Option).

7. Seller issues all Proof of Product including the SGS based on international analytical report/BILL OF LADING to buyers Bank in accordance to instrument presented by buyer's bank, Seller's Bank replied with 2%PB to activate the letter of credit issued by the Buyers Bank.

8. Seller clears vessels from the commercial terminal (Russian Shore) Buyer confirm shipping documents with vessels captain while Seller effect delivery to buyer destination according to contract schedule and arrange payment to all intermediaries involved from both party representatives after confirmation of quality and quantity (Q&Q) or CIQ report.



RN-UVATNEFTEGAZ LLC

Mr. Evgeny Zadorozhny

GENERAL DIRECTOR

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