



ВАРЬЕГАННЕФТЕГАЗ
ПУБЛИЧНОЕ АКЦИОНЕРНОЕ ОБЩЕСТВО

ПАО "ВАРЬЕГАННЕФТЕГАЗ"

Юридический адрес: 628464, Ханты-Мансийский Автономный Округ - Югра Автономный Округ, Город Радужный, Микрорайон 2-й, 21
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ФАКС: +7(346) 683 8418 Эл. почта: legal@odo-vng.ru, rosneft@odo-vng.ru
ИНН: 8609000160 КПП: 860901001 ОГРН: 1028601465067

FULL COOPERATE OFFER

We "PJSC VARIEGANNEFTEGAZ" REFINERY with legal responsibility under penalty of perjury hereby confirm the Availability and Capability to Supply the under-list products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specification and pass through the stringent requirement of SGS or Equivalent Financial Statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiations. Only direct negotiations from end buyer's representative and mandates will be considered

ORIGIN: RUSSIA DELIVERING

TERMS: CIF/FOB

INCOTERMS: COST INSURANCE & FREIGHT

LOADING PORT: NOVOROSIYSK, NOVOROSIYSK / PRIMORSK / VLADIVOSTOK / ROTTERDAM & HOUSTON PORTS

PAYMENT TERMS: T/T WIRE TRANSFER, MT103 SBLC & DLC

INSPECTION: SGS

INSURANCE: PAID BY SELLER COVERING 110% OF THE SHIPMENT VALUE

PRODUCT:	RUSSIA ORIGIN DIESEL GAS D2 OIL GOST 305-82
MINIMUM QUANTITY:	10,000 Metric Tons per Month
MAXIMUM QUANTITY:	500,000 Metric Tons per Month
CIF PRICE:	Gross USD \$ 290.00MT NET / USD \$ 280.00MT on CIF
FOB PRICE:	Gross USD \$ 270.00MT NET / USD \$ 260.00MT on FOB/Novorossiysk/Rotterdam

PRODUCT:	RUSSIA ORIGIN MAZUT M100 GOST -10585/75/99
MINIMUM QUANTITY:	10,000 Metric Tons per Month
MAXIMUM QUANTITY:	500,000 Metric Tons per Month
CIF PRICE:	Gross USD \$ 290.00MT NET / USD \$ 280.00MT on CIF
FOB PRICE:	Gross USD \$ 270.00MT NET / USD \$ 260.00MT on FOB/Novorossiysk/Rotterdam

PRODUCT:	PETROLEUM COKE
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PJSC "VARIEGANNEFTEGAZ "

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CIF TRANSACTION PROCEDURES:

1. Buyer issues ICPO with this procedure incorporated on the ICPO along with Buyer's company registration certificate.
2. Seller Issues Sale & Purchase Agreement (SPA), and ICC warning letter Buyer review, amend (if necessary), signs and return the SPA in WORD format to Seller within 3 banking days. Seller sends final SPA to Buyer in PDF format, Buyer confirms final SPA and issues letter of acceptance of the final SPA.
3. Seller issues to Buyer via email the following transaction documents:
 - A. commitment to supply
 - B. statement of product availability
 - C. certificate of origin) D. product passport
 - E. ATSC, Buyer confirms the receipt of the documents by mail and issue confirmation letter within 24hrs.
4. Seller makes arrangement for the chartered freight with a renowned shipping company for the transportation of the product to buyer designated discharge port, both Seller and Buyer sign the Charter Party Agreement (CPA) together with the shipping company (A three party CPA) this is applicable only for 1st shipment (Seller & Buyer). pays CPA cost 50/50 via T/T wire transfer directly to the shipping company. Fee would later be refunded/ deducted when Buyer is paying for the total product cost).
5. After completion of the above, Seller issues to Buyer product title transfer agreement, Buyer signs and returns. Seller legalizes the jointly Contract with the authorities in charge and sends to buyer the legalized contract, the certificate of product title transfer and then proceeds with the port & cu stom clearance of product and all internal routines operations accordingly.

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6. Upon completion of the above and confirmation of this export approval by the Authority to Seller with the endorsement of the Charter Party Agreement (CPA) and the Shipping Schedule by the Port Authority, to enable Seller release the below Proof of Product Documents: ~ Legalized Charter Party Agreement (CPA) with the Loading Port Authority.

~ Injection Report ~ Product Allocation Certificate.
~ Allocation Title Transfer Certificate.
~ Export License ~ Export Approval ~ Tank Receipt.
~ Dip Test Authorization.

7. Seller issues the commercial invoice and sends to Buyer and within 5 working days, Buyer's bank issues to Seller's bank swift operative Standby Letter of Credit (SBLC) via Swift MT760, Letter of Credit (LC), Bank Guarantee (BG) or Documentary Letter of Credit (DLC) via Swift MT700 for the entire 1st shipment total product value, and for Seller to lodge and activate a 2% PB (Performance Bond/Performance Guarantee) in the favor of the Buyer. If Seller fails to supply the cargo/ shipment of the product to the Buyer this 2% Performance Bond will be paid/forfeited to the Buyer.

8. The product SGS inspection charges will be borne by Seller at the loading port. Seller invites buyer for visitation to witness the final inspection and TTM for negotiation of future transaction (Optional to Buyer). Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.

9. Loading & Shipment of product commences as per schedule. Upon Vessel's arrival and finalization of SGS at destination port, Buyer release payment via swift fund transfer within 3 to 5 banking days to Seller for total shipment value after discharge of product at destination port and receipt of the entire relevant shipping and export documents. Seller within 48 hours pays the intermediaries involved according to signed & notarized IMFPA.

Best Regards ,

Signed

On Behalf of PJSC "VARIEEGANNEFTEGAZ" REFINERY

Mr. stykov sergey semin

Sales Director



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