



ОАО "РН-РОСТОВНЕФТЕПРОДУКТ"

JOINT-STOCK COMPANY

"RN-ROSTOVNEFTEPRODUKT"

344010, ROSTOVSKAYA OBL, ROSTOV-NA-DONU G,
UNIVERSITETSKIY PER, DOM 131 G, POMESHENIE
301 RUSSIA FEDERATION

INN: 6165029228 OKPO: 40553298
+7 969 100-51-55 +79259773784

Date: 27th April, 2023

To: Potential Buyer

SOFT CORPORATE OFFER

We, "JSC RN-ROSTOVNEFTEPRODUKT" under penalty and Perjury hereby confirm the Availability and Capability to Supply the under listed Products. Only direct negotiation from End buyers or buyer mandates will be considered. Commissions from our company side are only open to our official mandates.

Aviation Fuel (JPA1)

Minimum Quantity: 500,000 BBLs

Maximum Quantity: 5,000,000 BBLs

Price per BBL: \$84 Gross / \$80 Net

Commission: (\$2 Seller side / \$2 Buyer side)

Diesel Fuel Ultra Low Sulphur (EN590-10PPM)

Minimum Quantity: 25,000 MT

Maximum Quantity: 500,000 MT

Price per Metric Ton: \$420 USD Gross / \$410 USD

Commission: (\$5 Seller Side / \$5 Buyer Side)

Virgin Fuel Oil (D6)

Minimum Quantity: 50,000,000 GALS

Maximum Quantity: 400,000,000 GALS

Price per Gallon: \$0.98 USD Gross / \$0.94

Commission: (\$0.02 Seller Side / \$0.02 Buyer Side)

Diesel Fuel Oil (D2)

Minimum Quantity: 25,000 MT

Maximum Quantity: 500,000 MT

Price per Metric Ton: \$430 Gross / \$420 Net

Commission: (\$5 Seller side / \$5 Buyer side)



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CIF PAYMENT PROCEDURE

Incoterms Delivery: CIF

Inspection: SGS / CIQ Inspection

Payment: MT103/TT

Commission: Seller pay all intermediaries

- 1. The Buyer issues ICPO + CP + copy of the Buyer's International Passport (Data Page) to the Seller.**
- 2. The Seller and Buyer endorse the Contract. The Buyer issue a letter of Commitment to the Seller.**
- 3. The Seller provides the following PPOP Documents to the Buyer;**
 - a. Commitment/Assurance to supply**
 - b. Statement of Product Availability**
 - c. Seller Certificate of Incorporation/Registration**
 - d. Product Passport (LAB. Analysis Report Data Sheet)**
- 4. The Seller and Buyer jointly sign the chartered party agreement with the Seller's nominated Shipping Company. The Buyer pays for the freight charges to the shipping company. The fees paid by Buyer will be deducted from final payment before Buyer establish MT103 at the discharge port.**
- 5. Upon the receipt of the freight fee/charges by the shipping company, Seller send an Invite Letter to the buyer to come to the exporting port for checking the product loading. The Seller loads the product on-board of the Chartered Vessel and sends the following documents to the Buyer;**
 - a. Certificate of Origin**
 - b. Bill of Lading issued in the Buyer's Name.**
 - c. Authorization Letter to Board**
 - d. SGS inspection Report**
 - e. Tanker Ullage Report**
 - f. Cargo Manifest**
 - g. Marine Insurance**
 - h. Vessel Details or Q88.**
- 6. The Buyer pays via MT103/TT as per the commercial invoice within five (5) Banking Days, after the arrival of the Vessel at the Destination/Discharging Port and SGS / CIQ Inspection by the Buyer.**
- 7. The Seller releases payments (Commission) to the intermediaries involved within 48 hours of receiving the payment for the product from the Buyer's Bank.**

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Kravets Leonid Semyonovich
General Director

