

# АКЦИОНЕРНОЕ ОБЩЕСТВО "СЫЗРАНСКИЙ НПЗ"

446009, Самарская обл., г. Сызрань, ул. Астраханская, д. 1

Joint Stock Company "Syzran Oil Refinery"

446009, Samara region. Syzran, st. Astrakhan, 1

Tel: +7 (968) 546-5131/ Fax: +7 (968) 98-4678 / +7 (926) 004-1907

E-M: snpzrosneft@inbox.ru

ИНН: 6325004584

КПП: 632501001

ОГРН: 1026303056823



СЫЗРАНСКИЙ  
НЕФТЕПЕРЕРАБАТЫВАЮЩИЙ  
ЗАВОД

## SOFT CORPORATE OFFER

Expiring Date: 03/ 31/2020

КОНЕЧНОМУ ПОКУПАТЕЛЮ / ЕГО МАНДАТУ

### SOFT CORPORATE OFFER / МЯГКОЕ ПРЕДЛОЖЕНИЕ КОМПАНИИ

We " Joint Stock Company "Syzran Oil Refinery "ROSNEFT " is an oil and gas exploiting, producing and Export Company, with full legal responsibility, under their penalty of perjury, hereby issue this Offer with given terms and conditions stated in this offer to confirm our readiness to execute the commercial invoice agreement with end buyer, and have the ability to supply the following commodity according to the terms and conditions in this offer. Financial statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiation. Only direct negotiations from end buyer's representative will be considered.

**TERMS: FOB.**

**PRODUCT ORIGIN: RUSSIA**

**DELEVERY PORT: ROTTERDAM PORT.**

**PAYMENT TERMS:**, IRREVOCABLE LC, T/T TELEGRAPHIC TRANSFER, MT103. INSPECTION: SGS, CIQ OR SIMILAR

COMMISSION: SELLER'S SIDE 50% /BUYER'S SIDE 50%.

*To: Whom It May Concern*

*Attn: Principal Buyer/Buyer Mandate*

*Buyer's official ICPO Should be addressed as follow;*

*To: Supplier/ Refinery Russia-Federation*

*Attn: Export Director*

**JOINT STOCK COMPANY "SYZRAN OIL REFINERY"** As an official/ Legal Refinery Worthy of reliance here in Russian Federation with corporate and legal responsibility, under penalty of perjury confirms that we are ready, willing and able to supply the following petroleum products with terms and procedure stated below:

**Products**----- See Product & Price List Below

**Minimum Quantity**----- 50.000 Metric Ton (Per Month)

**Maximum Quantity**----- 1,000.000 Metric (Per Month)

**Origin**----- Russian Federation

**Destination port**----- FOB

**Quality**----- Standard export quality

**Loading Port**----- Any Russian Port

**Inspection**----- SGS, CIQ or Similar at loading Port

**Payment Terms**----- MT103 T/T Wire Transfer.

**Commission**.....**Seller pay seller side and buyer pay buyer side**



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## **PRODUCT: RUSSIAN ORIGIN JET FUEL GOST 10227-86**

PRICE PER BARREL: 50.00 USD GROSS/ 48.00 USD NET FOB

MIN QTY: 1,000,000 BBL PER MONTH

MAX QTY: 6,000,000 BBL PER MONTH

## **PRODUCT: RUSSIAN ORIGIN MAZUT GOST 10585-99**

PRICE PER METRIC TONE: 220.00 USD GROSS/ 210.00 USD NET FOB

MIN QTY: 50,000 MT PER MONTH

MAX QTY: 500,000 MT PER MONTH

## **PROCEDURE 1**

### **FOB CI, DIP & PAY/ ROTTERDAM TRANSACTION PROCEDURE**

1. BUYER ISSUE ICPO CONTAINING THE SELLER'S WORKING PROCEDURE WITH BANKING DETAILS AND SCANNED COPY OF BUYER'S PASSPORT ALONG WITH "TSA" AND BUYER COMPANY CERTIFICATE OF INCORPORATION.
2. SELLER ISSUES COMMERCIAL INVOICE OF THE PRODUCT TO BUYER TO BE SIGNED AND RETURNED BACK TO SELLER.
3. UPON CONFIRMATION OF SIGNED CI BY BUYER, SELLER ISSUE DTA TO BUYER, FOR BUYER AND BUYER LOGISTIC TO SIGNED AND ENDORSE FOR DIP TEST TO BE CARRIED OUT IMMEDIATELY.
4. UPON CONFIRMATION OF ENDORSEMENT OF DTA SELLER ISSUE TO BUYER PPOP DOCUMENT LISTED BELOW:
  - FRESH SGS REPORT.
  - TANK STORAGE RECEIPT (TSR) WITH GPS COORDINATES OF WHERE THE TANKS/VESSEL ARE LOCATED.
  - INJECTION REPORT
  - AUTHORIZATION TO SELL.
  - AUTHORIZATION TO VERIFY THE PRODUCT IN THE SELLER'S TANK (ATV)
5. BUYER INSPECTS BY SGS ON BUYER'S EXPENSES AND SENDS TSR.
6. UPON SUCCESSFUL DIP TEST IN TANKS/VESSEL, PRODUCT WILL IMMEDIATELY BE INJECTED INTO BUYER'S TANKS. BUYER MAKES PAYMENT FOR THE PRODUCT VIA MT103/TT.
7. BUYER LIFTS PRODUCT AND ALL INTERMEDIARIES ARE PAID AND SELLER AND BUYER CONSIDER AND SIGNS FURTHER CONTRACTS AFTER SUCCESSFUL TRANSACTION.

### APENDIX 1



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## SELLER SIGN AND SEAL.

**Authorized & Signed by:**

*Mr. Kuzmin Igor Gennadievich*



# РОСНЕФТ

## OTHER PROVISIONS, SUPPLEMENTS

Electronic Signature is valid and accepted as Hand Signature EDT (Electronic Document Transmissions) EDT shall be deemed valid and enforceable in respect of any provisions of this Agreement. As applicable, this Agreement shall be: 1- Incorporate U.S. Public Law 106-229, "Electronic Signatures in Global and National Commerce Act" or such other applicable law conforming to the UNCITRAL Model Law on Electronic Signatures (2001) and 2- ELECTRONIC COMMERCE AGREEMENT (ECE/TRADE/257, Geneva, May 2000) adopted by the United Nations Centre for Trade Facilitation and Electronic Business (UN/CEFACT). 3- EDT documents shall be subject to European Community Directive No. 95/46/EEC, as applicable. Either Party may request hard copy of any document that has been previously transmitted by electronic means provided however, that any such request shall in no manner delay the Parties from performing their respective obligations and duties under EDT instruments. ДРУГИЕ ПОЛОЖЕНИЯ, ДОПОЛНЕНИЯ

Электронная подпись действительна и принята в качестве ручной подписи EDT (электронная передача документов) EDT считается действительным и подлежащим исполнению в отношении любых положений настоящего Соглашения. В зависимости от обстоятельств, настоящим Соглашением являются: - Включить 106-229 публичного права США ", Закон об электронных подписях в глобальную и национальную торговлю" или другое применимое законодательство, соответствующее Типовому закону ЮНСИТРАЛ об электронных подписях (2001) и СОГЛАШЕНИЕ ОБ ЭЛЕКТРОННОЙ ТОРГОВЛЕ (ECE/TRADE/257, Женева, май 2000 года), принятое Центром Организации Объединенных Наций по упрощению процедур торговли и электронным деловым операциям (СЕФАКТ ООН). 3- Документы EDT должны подпадать под действие Директивы Европейского сообщества No 95/46/ЕЕС, если это применимо. Любая из Сторон может запросить печатную копию любого документа, который был ранее передан с помощью электронных средств, при условии, однако, что любая такая просьба никоим образом не задерживает Стороны от выполнения их соответствующих обязательств и обязанностей по инструментам EDT.