



ООО НК РОСТАНЕФТЬ

ЮРИДИЧЕСКИЙ АДРЕС: 423241, РЕСП ТАТАРСТАН, ГОРОД БУГУЛЬМА,
РАЙОН БУГУЛЬМИНСКИЙ, УЛИЦА САЛИХА САЙДАШЕВА, 8

Телефон: +79267454127

E-mail: rostaneft@list.ru

ИНН: 1645025721 || КПП: 164501001 || ОКПО: 50635654 || ОГРН: 1101689000687

SCO CORPORATE OFFER (SCO)

We the ROSTANEFT LLC under penalty of perjury, a Mandate company to BASHNEFT REFINERY hereby confirm with full corporate responsibility to supply and introduce this offer with below terms and procedures for our products:

RUSSIA D2 GAS OIL GOST 305-82

Quantity: Minimum: 50,000 MT. Maximum: 500,000 MT

CIF Price: \$175 Gross / \$165 Net

FOB Price: \$ 150 Gross / \$140 Net

Commission: \$5 / \$5

AGO (AUTOMATIVE GAS OIL)

Quantity: Minimum: 50,000 MT. Maximum: 500,000 MT

CIF Price: \$180 Gross / \$170 Net

FOB Price: \$160 Gross / \$150 Net

Commission: \$5 / \$5

MAZUT 100 GOST-10585-75 / 99 RUSSIA ORIGIN

Quantity: Quantity: Minimum: 50,000 MT. Maximum: 500,000 MT

CIF Price: \$170 Gross / \$160 Net

FOB Price: \$140 Gross / \$130 Net

Commission: \$5 / \$5

EN590 (10 PPM) RUSSIA ORIGIN

Quantity: Minimum: 50,000 MT. Maximum: 500,000MT

CIF Price: \$180 Gross / 170 net

FOB Price: \$160 Gross / \$150 net

Commission: \$5 /\$5

LPG (LIQUIFIED PETROLEUM GAS) GOST 20448-90

Quantity: Minimum 50,000 metric ton Maximum 500,000 Metric ton

CIF Price: Gross \$165 gross /Net \$155



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CIF TRANSACTION PROCEDURE

1. Buyer issues ICPO with letter of acceptance to seller upon receipt of soft corporate offer.
2. Seller issues Sales Purchase Agreement, (SPA) and open for amendment for buyer review and signatory
3. Upon receipt of the signed SPA, seller issue the following PPOP documents to the buyer.
 - (A) Seller Irrevocable Commitment to Supply
 - (B) Statement of availability of product
 - (C) certificate of origin
 - (D) Commercial invoice for the first value shipment
- 4.. Upon the confirmation of the listed partial PPOP, Buyer bank issues irrevocable, Non-operative, non transferable, indivisible letter of credit (SBLC MT760/DLC MT700) according to seller's fiduciary bank verbiage to seller nominated fiduciary offshore bank account for first month shipment. should buyer fail to issue payment instrument within 7 banking days, buyer will make cash deposit of \$320,000 USD by TT wire transfer for security guarantee to enable seller charter vessel and commence shipment, and this payment will be deducted from the total cost of product after inspection at discharge port, or legal action will be taken against buyer for default..
5. Seller's bank replied with 2% PB to activate the letter of credit issued by the buyer bank. Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with 2% Performance Bond (PB2%).:
 - a) Copy of license to export, issued by the department of the Ministry of Energy, Russian Federation.
 - b) Copy of Approval to Export, issued by the Ministry of Justice, Russian Federation.
 - c) Copy of statement of availability of the product.
 - d) Copy of the refinery commitment to produce the product.
 - e) Copy of Transnet contract to transport the product to the loading port.
 - f) Copy of the port storage agreement.
 - g) Copy of the charter party agreement to transport the product to discharge port.
 - h) Copy of Vessel Questionnaire 88.
 - i) Copy of Bill of Lading.
 - j) SGS Report at loading port.
 - k) Dip test Authorization (DTA) & ATB
 - l) NOR /ETA
 - m) Certificate of Ownership Transfer
 - n) Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy
6. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer' discharge port within 5-24 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport.
7. Buyer's bank upon arrival of the cargo at the discharge port, payment will be made for the Product by the buyer via MT103 100% after (Q& Q) or CIQ report Inspection at Discharge port



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SEAL AND SIGNATURE
PIVSAEV VIKTOR ALEKSANDROVICH
GENERAL DIRECTOR
ROSTANEFT LLC
RUSSIAN FEDERATION
OGRN: 1101689000687
INN: 1645025721
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