

АО «Отраденский ГПЗ»

Юридический Адрес: 446301, Самарская обл, Отрадный
ОГРН 1026303206863, ИНН 6340005960, КПП 634001001
Э-Почта: gpp@otradnenskiy-gpz.ru,
Телефоны: +7-(495)-208-8135
Сайт: <http://otradnenskiy-gpz.ru>



JSC Otradnenskiy GPZ

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Date: 03RD, February, 2020

Attention: Competent Buyer's/Consultant's.

SOFT CORPORATE OFFER (SCO) SPOT TRIAL & 12 MONTHS CONTRACT WITH ROLLS AND EXTENSIONS

We, AO OTRADNENSKIY GPZ hereby state and represent that it is our intention to **SELL**, and we hereby confirm that we are **ready, willing and able** to **SELL** the following commodity as per the specification and in the quantity and for the price as specified in the terms and conditions as stated below. This representation is made with full corporate authority and responsibility.

TERMS OF NEGOTIATION:

Delivery: CIF/FOB
Payment Term: BG, SBLC/MT103
Performance Bond: 2% operative PB will be issued from Seller's bank to the buyer bank.
Quality: Q&Q test report will be conducted at the loading port by SGS or Equivalent at the expense of Seller.
Products Origin: Russia Federation.

PRODUCTS AND PRICE LIST

DIESEL GAS D2 OIL GOST 305-82

Minimum Quantity: 50,000MT – 100,000MT – Per Month
FOB Price: Gross \$320- Net \$ 310/ CIF Price: Gross \$ 350- Net \$ 340
Quality: SGS or similar inspection
Commissions: \$5 Buy side (open) Seller side \$5 (closed)
Payment Term: MT103
Loading Port: Vladivostok / Novorossiysk/Primorsk

MAZUT 100 GOST-10585 75 RUSSIAN ORIGINS

Minimum Quantity: 50,000MT – 100,000MT – Per Month
FOB Price: Gross \$310 - Net \$300/CIF Price: Gross \$ 340- Net \$ 330
Quality: SGS or similar inspection
Commissions: \$5 Buy side (open) Seller side \$5 (closed)
Payment Term: MT103
Loading Port: Vladivostok / Vanino/ Primorsk

GASOLINE 93 OCTANE

Minimum Quantity: 100,000MT – 500,000MT – Per Month
FOB Price: Gross \$ 400- Net \$ 490/CIF Price: Gross \$ 450- Net \$ 440
Quality: SGS or similar inspection
Commissions: \$5 Buy side (open) Seller side \$5 (closed)
Payment Term: MT103
Loading Port: Vladivostok / Novorossiysk/Primorsk

CST-180 FUEL OIL

Minimum Quantity: 100,000MT – 500,000MT – Per Month

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OFFICIAL TRANSACTION PROCEDURES ON CIF:

1. Buyer issue Irrevocable Corporate Purchase Order (ICPO) with Buyer's corresponding issuing Bank.
2. Seller issue Commercial Invoice for the Lift able Goods/Draft Contract 12 Months
3. Buyer Return Signed and Accepted Commercial Invoice/Draft Contract to Seller along with NCNDA/IMFPA signed by all buyer groups with commission structures.
4. Buyer issues SBLC MT760 to Seller nominated Bank Account for First Month Shipment within five (5) to ten (10) bank working days (whereby buyer fails to issue SWIFT in the next Five (5) to Ten (10) bank working days, Buyer pays the Shipment Guarantee which the sum will be deducted from the total cost of the product).
5. Seller Bank swift Full set of POP with shipping documents and 2% Performance Bond (PB) within 72 Hours after Seller's confirmation of the Bank Instrument.
 - Full POP Documents Listed Below:
 - The letter of guarantee of an oil refining
 - Copy of license to export issued by the ministry of energy
 - Copy of approval to export issued by the ministry of justice
 - Copy of statement of availability of the product
 - Copy of the refinery commitment to produce the product
 - Copy of TRANSNEFT contract to transport the Product to the Port
 - Copy of the Port Storage agreement
 - Copy of TRANSNEFT contract to transport the product to the loading port (Injection) (Injection fee pay by Seller)
 - Copy of the Charter Part Agreements (CPA) to the product to the discharge port (Due to CIF terms – Seller pay freight charges)
 - Copy of tank storage receipts (Seller pay Port Storage Fees)
 - Copy of dip test authority
 - SGS Report from loading port
 - Ocean Bill of Lading (BL)
 - Insurance
6. Shipping of the Goods will commence within 10–15 Days from the date of the Seller's Receipt of the Acceptable Payment Instrument or Earlier.
7. Buyer Issue MT103 upon Delivery at Buyer's Port, and Seller pays commission to all intermediaries involved in the transaction on seller's and buyer's side 24 hours after confirmation of the buyer's payment.

OFFICIAL (SPOT) FOB PROCEDURE

1. Buyer sends ICPO with statement of that buyer intends to and agrees to pay 5 days Seller Tank Extension via MT103TT when Tank Storage Invoice is issued.
2. Seller issues Commercial Invoice (CI), for the available quantity in the tank storage to buyer, Along with the Invoice for Tank Storage Extension issued by the storage company. Buyer signs, seals and returns the CI to Seller with scan passport copy, commission structures signed by all Buyer groups. Buyer also issues MT103TT to pay for 5days Tank Storage Extension and pay 5 days Tank Extension Fee immediately via the issued MT103TT to the storage company.
3. Seller issues the PPOPS of DTA, Fresh SGS Report, Seller's TSR, ATV and ATS to Buyer immediately upon Seller's confirmation of the receipt of the Tank Storage Extension Fee via MT103TT Wire Transferred, as below:

*DTA (Dip Test Authorization)
*Fresh SGS Report

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*Seller's TSR (Tank Storage Receipt)

*ATV (Authorization to Verify)

*ATS (Authorization to Sell)

*And Buyer orders SGS or Equivalent to conduct the Dip Test of the Products in the Seller's Tank Storage on Buyer's expense.

4. Upon successful Dip test, Buyer provides Vessel details or Tank details, Seller shall immediately submit the SGS inspection report along with the full Proof of Products (POP) to the Buyer.

5. Buyer makes 100% payment by MT103TT wire Transfer for the total products and Seller or Seller Mandate pays Commissions and the Matters discussed with the Seller Mandate to all intermediaries involved in the transaction within 24 hours after Seller's Confirmation of the Buyer's Full Payment.

NON-NEGOTIABLE TTO PROCEDURES:

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO)
2. Seller issues the Takeover of contract addendum for review and endorsement by all parties
3. Seller issues Proof of Product and Shipping documents as listed below:

- Freight Cargo Manifest
- Ocean Bill of Lading
- Certificate of Origin
- Certificate of Quantity
- Vessel Q88
- Vessel Ullage Report
- Commitment Letter

4. Upon receipt of the above documents by the buyer, buyer makes payment for the Title Transfer Fee which amounts to \$586,000.00 via direct T/T Wire transfer directly to the refinery.

5. Upon receipt of the above payment, the Change Of Title Ownership Affidavit will be issued for all parties endorsement and upon signing of the affidavit, the Ownership Certificate will be issued and all Proof Of Product and shipping documents will be changed to the current buyers name and sent to the buyer alongside the SGS Report at the loading port while the course of the vessel will be re-routed to the current buyer's discharge port.

GUIDELINES TO NOTE WHEN PREPARING DOCUMENTS ICPO

1. Freshly dated (not older than 2 working days).
2. The letterhead is genuine, check for any signs of cut and paste or scan and edit. In the letterhead we need complete company name, address, phone number, fax number and email address.
3. The information's must be detailed and we need a specification.
4. The ICPO /LOI must be addressed to us **АО "OTRADNENSKIY GPZ REFINERY**

USEFUL INFORMATION FOR BUYER.

We, AO "OTRADNENSKIY GPZ REFINERY acting as Principal Seller can take multiple buyers as allocation remains very large, until sold out.

Validity: this offer is valid until Tuesday 30TH of June, 2020.

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Sincerely Yours

ISSUED ON BEHALF OF AO "OTRADNENSKIY GPP"
SIGNED BY Mr. Fedechkin Vyacheslav Vasilievich
Title: General Director/CEO.



Seller's signature & seal