



**ZAURAL
REFINERY**

640002 , Kurgan region
Kurgan city
Uritsky street, house 36
Russian Federation
PSRN 1084526000173
TIN 4526005658

Contact and Information:
+ 7(495) 297-3539
+7(35248) 9-12-91
E-mail: info@znpz.ru
web: www.znpz.ru



SOFT CORPORATE OFFER

We, **ZAURAL REFINERY** confirm with full corporate responsibility under penalty and perjury that we are ready and capable to enter into a contract to sell the commodity listed below. All the supply is guaranteed to meet the specifications and to pass the stringent requirements of SGS or equivalent. The sales and purchase contract would be in accordance with international standards and procedures.

PRODUCTS

AUTOMOTIVE DIESEL FUEL EN-590

Origin: Russia

Quantity: 100,000 METRIC TON per month

Delivery: CIF

Price: \$230/\$220 per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

AVIATION KEROSENE COLONIAL GRADE AI

Origin: Russia

Quantity: 1,000,000 Barrels per month

Delivery: CIF

Price: USD Gross \$20/\$18 Net per Barrel

Commission: USD 1.00 seller side, USD 1.00 Buyer side Per Barrel

D6 VIRGIN FUEL OIL

Origin: Russia

Quantity: 50,000,000 GALS per month

Port: CIF ASWP

Price: \$0.72Gross/\$0.68 net Per Gallon

Commission: USD 0.02 seller side, USD 0.02 Buyer side Per Gallon

AVIATION KEROSENE COLONIAL GRADE 54

Origin: Russia

Quantity: 1,000,000 Barrels per month

Delivery: CIF

Price: USD Gross \$28/\$26 Net per Barrel



IZHEV I'LYA OLEGOVICH
DEPUTY DIRECTOR

640002, Курганская область, город Курган, улица Урицкого, дом 36, офис 305





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Commission: USD 1.00 seller side, USD 1.00 Buyer side Per Barrel

LNG, LIQUIDIFIED NATURAL GAS / LPG

Origin: Russia

Quantity: 100,000 METRIC TON per month

Delivery: CIF ASWP

Price: \$210/\$200 per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

MAZUT-100 GOST 10585/99

Origin: Russia

Quantity: 100,000 METRIC TON per month

Port: CIF ASWP

Price: \$200/\$190 per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

BITUMEN 60/70

Origin: Russia

Quantity: 100,000 METRIC TON per month

Delivery: CIF ASWP

Price: \$200/\$190 per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

PRILLED SULPHUR / UREA

Origin: Russia

Quantity: 100,000 METRIC TON per month

Delivery: CIF ASWP

Price: \$210/\$200 per Metric Ton

Commission: USD 2.50 seller side, USD 2.50 Buyer side Per Metric Ton

DIESEL GAS D2 GOST 305-82

Origin: Russia

Quantity: Minimum of 10, 000 MT/per month and Maximum of 100,000 MT per month

Delivery: CIF

Price: \$220.00 Gross / \$210.00 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton



ИЗХИД ИЛ'YA OLEGOVICH
DEPARTMENT DIRECTOR

640002, Курганская область, город Курган, улица Урицкого, дом 36, офис 305





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AUTOMATIVE GAS OIL (AGO)

Origin: Russia

Quantity: 10 000 MT/per month/ Maximum of 100,000 MT per month

Delivery: CIF

Price: \$230/\$220 per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

ESPO

Origin: Russia

Quantity: 1,000,000 Barrels per month

Delivery: CIF / DIP & PAY

Price: USD Gross \$38/\$36 Net per Barrel

Commission: USD 1.00 seller side, USD 1.00 Buyer side Per Barrel

CIF SALES AND PURCHASING PROCEDURE

1. BUYER ISSUE ICPO ADDRESSED TO THE SELLER.

2. SELLER ISSUES DRAFT SPA FOR ALL PARTIES TO REVIEW AND ENDORSED ALONG WITH THE NCNDA/IMFPA, BUYER SIGN AND SEND BACK WITH A LETTER OF ACCEPTANCE.

3. SELLER REGISTERED THE SIGNED CONTRACT WITH THE MINISTRY OF ENERGY FOR APPROVAL ON (SELLER EXPENSE) AND SEND THE SCAN COPY OF THE APPROVED DRAFT CONTRACT VIA SECURED EMAIL TO BUYER INCLUDING THE BELOW LISTED PROOF OF PRODUCT DOCUMENTS;

- COPY OF STATEMENT OF AVAILABILITY OF THE PRODUCT.
- COPY OF COMMITMENT LETTER TO SUPPLY THE PRODUCT.
- COPY OF CERTIFICATE OF ORIGIN.
- COPY OF PRODUCT PASSPORT (DIP TEST RESULT).
- COMMERCIAL INVOICE FOR THE LIFTABLE QUANTITY.
- COPY OF THE APPROVED DRAFT CONTRACT.

4. SELLER SIGNS CHARTER PARTY AGREEMENTS WITH BUYER AND BOTH PAY FOR VESSEL CHARTER FEES TO LOGISTICS/SHIPPING COMPANY



IZHIBY I'LYA OLEGOVICH
SALES DIRECTOR

640002, Курганская область, город Курган, улица Урицкого, дом 36, офис 305





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5. SELLER PROVIDES THE FOLLOWING POP DOCUMENTS, TRIAL SHIPMENT BEGINS.

- COPY OF LICENSE EXPORT, ISSUED BY THE DEPARTMENT OF THE MINISTRY OF ENERGY.
- COPY OF APPROVAL EXPORT, ISSUED BY THE DEPARTMENT OF THE MINISTRY OF JUSTICE.
- COPY OF STATEMENT OF AVAILABILITY OF THE PRODUCT.
- COPY OF THE REFINERY COMMITMENT TO PRODUCE THE PRODUCT.
- COPY OF OJSC AK TRANSNET CONTRACT TO TRANSPORT THE PRODUCT TO THE PORT.
- COPY OF THE PORT STORAGE AGREEMENT.
- COPY OF CHARTER PARTY AGREEMENT(S) TO TRANSPORT THE PRODUCT TO DISCHARGE PORT.
- DIP TEST AUTHORIZATION.
- TANK RECEIPT.
- SGS REPORT.

7. AFTER THE FIRST SUCCESSFUL TRIAL SHIPMENT OF ONE MONTH, SELLER'S BANK POST 2% P/B & FULL POP DOCUMENTS FOR THE SECOND TO THE LAST MONTH DELIVERY WITH THE BELOW POP DOCUMENT TO THE BUYER BANK AND THE BUYER BANK REPLIED WITH MT 760 SWIFT BLOCK FUND; CONTRACT EXECUTION BEGINS UNTIL END OF CONTRACT TERMS.

8. LIFTING COMMENCES AS PER CONTRACT SCHEDULE.

9. WITHIN 5 WORKING DAYS OF VESSEL ARRIVAL, BUYER ISSUES THE FULL PAYMENT VIA MT103 FOR ONE MONTH SHIPMENT AFTER SGS AT THE DESTINATION PORT. (SELLER ONLY ACCEPTS SGS THIRD PARTY ORGANISATION FOR QUALITY AND QUANTITY VERIFICATION)

10. BUYER AND/OR SELLER WILL RELEASE PAYMENTS TO THE INTERMEDIARIES, ALL AGENTS AND MANDATES AS PER SIGNED IMFPA/NCNDA:



IZHIBY I'LYA OLEGOVICH
GENERAL DIRECTOR

640002, Курганская область, город Курган, улица Урицкого, дом 36, офис 305

