



ОАО «ВОСТСИБНЕФТЕГАЗ» / JSC "VOSTSIBNEFTEGAZ"

Россия Восточная нефтегазовая компания

ОГРН 102880000855 ИНН 7710007910 КПП 246601001

VALID FOR 27 WORKING DAYS

SOFT CORPORATE OFFER

WE **JSC «VOSTSIBNEFTEGAZ»** WITH FULL CORPORATE AND LEGAL RESPONSIBILITY, UNDER PENALTY OF PERJURY CONFIRM THAT WE ARE READY WILLING AND ABLE TO SUPPLY THE FOLLOWING PRODUCTS AT THE COST SPECIFIED PER METRIC TONS AND BARRELS. WE RESPECTIVELY OFFER FOR SELL THE BELOW PRODUCTS IN QUANTITY AND QUALITY AS STATED IN THIS SOFT CORPORATE OFFER AND THE BUYER HAS THE FULL CAPABILITY TO PURCHASE THE SAID COMMODITY.

RUSSIA EXPORT BLEND URAL CRUDE (REBCO) GOST 51 858-2002

QUANTITY: 100,000 BBL - 2,000,000 BBL PER MONTH X 12 MONTHS

CIF PRICE: \$30 GROSS \$27 NET X BBL - CIF ASWP /// \$27/\$24 PER BBL FOB

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RUSSIA EXPORT BLENDS CRUDE (REBCO) GOST 9965-76 LIGHT BLEND API 32

QUANTITY: 100,000 BBL - 2,000,000 BBL PER MONTH X 12 MONTHS

CIF PRICE: \$30 GROSS \$27 NET X BBL - CIF ASWP /// \$27/\$24 PER BBL FOB

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RUSSIA EXPORT BLEND CRUDE OIL (REBCO) GOST TU 39-1623-93

QUANTITY: 100,000 BBL - 2,000,000 BBL PER MONTH X 12 MONTHS

CIF PRICE: \$30 GROSS \$27 NET X BBL - CIF ASWP /// \$27/\$24 PER BBL FOB

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LCO – LIGHT CYCLE OIL

QUANTITY: 30,000 MT - 100,000 MT PER MONTH X 12 MONTHS

CIF PRICE: \$240 GROSS \$230 NET X MT - CIF ASWP /// \$230/\$220 PER BBL FOB

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ESPO (SIBERIAN PACIFIC OIL) CRUDE OIL API 34,7

QUANTITY: QUANTITY: 100,000 BBL - 2,000,000 BBL PER MONTH X 12 MONTHS

CIF PRICE: \$45 GROSS \$42 NET X BBL - CIF ASWP /// \$42/\$39 PER BBL FOB

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GASOLINE ALL TYPES (87-89-92-95) OCTANES/RON

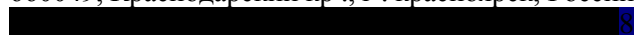
QUANTITY: 30,000 MT - 100,000 MT PER MONTH X 12 MONTHS

CIF PRICE: \$380 GROSS \$370 NET X MT - CIF ASWP

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660049, Краснодарский кр., г. красноярск, Российская Федерация





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PETROLEUM COKES – CPC, GPC & RPC

CALCINED PETROLEUM COKE (CPC)

QUANTITY: 10.000 METRIC TONS - 100.000 METRIC TONS 12 MONTHS (CONTRACT)

PRICE: GROSS \$65.00USD / NET \$55.00USD METRIC TONS CIF ASIAN PORT

GREEN PETROLEUM COKE (GPC)

QUANTITY: 10.000 METRIC TONS – 100.000 METRIC TONS PER 12 MONTHS (CONTRACT)

PRICE: GROSS \$75.00USD / NET \$65.00USD METRIC TONS CIF ASIAN PORT

RAW PETROLEUM COKE (RPC)

QUANTITY: 10.000 METRIC TONS – 50.000 METRIC TONS PER 12 MONTHS (CONTRACT)

PRICE: GROSS \$85.00USD / NET \$75.00USD METRIC TONS CIF ASIAN PORT

CONTRACT BANKING PROCEDURES – CIF:

1. SELLER ISSUE SOFT OFFER TO BUYER AND BUYER REVIEW AND AGREES WITH SELLER AND BUYER ISSUE ICPO OR LOI TO SELLER.
2. SELLER ISSUES DRAFT CONTRACT TO BUYER, BUYER REVIEW, AND MAKE ANY NECESSARY AMENDMENTS AND SIGN AND SEND BACK TO SELLER.
3. SELLER NOTARIZE THE CONTRACT AT HIS OWN EXPENSES AND SEND THE NOTARIZE COPY TO BUYER IN PDF AS THE FINAL CONTRACT WITH THE FOLLOWING DOCUMENTS:
 - I. PRODUCT CERTIFICATE OF ORIGIN
 - II. PRODUCT PASSPORT - QUALTY CERTIFICATE
 - III. PRODUCT PACKING LIST AND QUANTITY CERTIFICATE

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IV. SELLER COMMITMENT LETTER TO SUPPLY THE PRODUCT

V. REMITTANCE PAYMENT INVOICE

4. ON RECEIPT OF THE NOTARIZED CONTRACT IN PDF WITH THE OTHER POP DOCUMENTS, BUYER PAYS \$125,500USD OF THE FIRST SHIPMENT TO SELLER AS AN ALTERNATIVE GUARANTEE PAYMENT TO TAKE CARE OF THE FREIGHT FOR SHIPPING AND PRODUCT PACKAGING WHICH WILL BE DEDUCTED FROM THE TOTAL VALUE OF THE PRODUCT IN THE COMMERCIAL INVOICE.

5. SELLER ISSUE TO BUYER 2% PB AND FULL POP DOCUMENTS TO BUYER.

6. SELLER SHIP TO BUYER'S PORT AND PRESENT SHIPPING DOCUMENTS TO BUYER AND BUYER PAYS FOR THE FIRST MONTHLY SHIPMENT WITHIN 7 DAYS AFTER CIQ VIA MT103 OR TT – BALANCE PAYMENT IMMEDIATELY TO SELLER DESIGNATED ACCOUNT.

7. SELLER PAYS ALL MANDATES (BUYER AND SELLER SIDES), ALL REPRESENTATIVES AND BROKERS USING THE FILLED AND SEAL NCNDA / IMPFA.



Подпись / Sign

MR. PARSHENTSEV PAVEL MIKHAILOVICH
General Director JSC «VOSTSIBNEFTEGAZ»

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