



ИНН/INN: 8603037291 КПП/КРР: 860301001 ОКПО/ОКРО: 12486507 ОГРН/OGRN: 1028601868790  
+7(495)-298-7743 +7 (3466) 63-35-57, +7 (3466) 63-33-37, +7 (3466) 62-30-00, +7 (346) 662-20-24, +7 (3466) 62-20-24  
rosneft@yugraneftcorporation.ru

JSC "YUGRANEFT CORPORATION"

АО "КОРПОРАЦИЯ ЮГРАНЕФТЬ"

Legal address: 628606,  
Khanty-Mansi Autonomous Okrug - Yugra Autonomous Okrug,  
Nizhnevartovsk City, Kuzovatkina Street, Vld 14

Юридический Адрес: 628606,  
Ханты-Мансийский Автономный Округ - Югра Автономный Округ,  
Город Нижневартовск, Улица Кузоваткина, Влд 14

### SOFT CORPORATE OFFER.

We JSC "YUGRANEFT CORPORATION" under penalty and Perjury hereby confirm the Availability and Capability to Sell the under listed Products for Immediate SPOT, before Contract. The Supply is guaranteed to meet the Specifications and pass through the stringent requirements of SGS or Equivalent. Only direct negotiations from End buyers will be considered.

### PRODUCTS ORIGIN: RUSSIAN FEDERATION.

Delivery: CIF, FOB, TTO, CI Dip & Pay.

Inspection: SGS Test Report Will Be Conducted At the Loading Port by SGS

Payment Method: DLC MT 700/ 760 /SBLC MT700/760 /BG 700 / 760 /TT, MT103-23 Conditional Loading Port: Any Russia Safe Port, Rotterdam.

Performance Bond (PB): 2% PB to Be Issued by Seller's Bank In favor of the Buyer.

Shipment Method: Via Pipeline, Tanker Vessel, Bulk, Truck, and Rail Way

Delivery Port: Any Safe World Port of Buyer Choice.

### (CIF) PROCEDURE FOR CHINA MAIN PORT

1. Buyer issues ICPO with letter of acceptance to seller upon receipt of soft corporate offer
2. Seller issues Sales Purchase Agreement, (SPA) open for amendment for buyer review with
  - Title Transfer Agreement
  - Copy of statement of availability of Product
  - Copy of the Refinery Commitment to Supply the Product
3. Buyer reviews draft agreement and returns to seller sign in word format and PDF format.
4. Seller acknowledged and submits the draft contract to the ministry of energy for legalization and certificate of transfer of ownership on buyers company name.





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5. Seller issues the legalized contract alongside the following Partial proof of product (PPOP) approved by the appropriate authorities via EMAIL.

- A. Product approval to Export
- B. Saybolt, SGS international standard Report .
- C. Certificate of Origin
- D. Bill of Lading
- E. Ullage Report
- F. Vessel Notice
- G. Cargo Manifest
- H. Vessel Q88
- I. Title transfer certificate.
- J. RMB or USD, Verbiage

6. Upon the confirmation of the above documents by the buyer and vessel position, Buyer's bank issues bank instrument via SBLC MT760 or DLC MT700 covering the first shipment value. (BUYER'S BANK OPTION).

7. Sellers bank replied with 2% PB to activate the letter of credit issued by the buyer bank in accordance to instrument presented by buyer's bank

8. Buyer confirm shipping documents with vessels captain while Seller effect delivery to buyer destination according to contract, The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the Unloading seaport then Shipment commences as per contract.

9. 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.

10. Seller will release payments to the intermediaries involved within 48 hours of receiving the Payment for the product from the Buyer's bank.





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Commission- \$ 10, 50% Seller Side / 50% Buyer Side.

**DIESEL GOST 305-82/ RUSSIAN ORIGIN**

Maximum Quantity - 100,000MT

Minimum Quantity - 10,000MT

Delivery Terms – CIF / SPOT (Before Contract)

Loading Port - Vladivostok / Novorossiysk / Kozmino / Severodvinsk.

Discharged Port- China Main Port

C.I.F Price – \$ 240 USD Gross \$ 230 USD Net

Commission- \$ 10, 50% Seller Side / 50% Buyer Side.

**LIGHT CYCLE OIL (LCO) /SPECIFICATION RUSSIAN ORIGIN**

Maximum Quantity – 100,000MT

Minimum Quantity – 50,000MT

Delivery Terms- CIF / SPOT (Before Contract)

Loading Port Kozmino /Vladivostock

Discharged Port – China Main Port

C.I.F Price- \$ 190 USD Gross \$ 180 USD Net

Commission- \$ 10, 50% Seller Side / 50% Buyer Side

**SIGNED BY**

For and Behalf of the Management of  
"JSC "YUGRANEFT CORPORATION.  
(General Director)

Mr. Mamaev Valentin Gennadievich

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*Валентин М. М.*

