

ООО "РН-ТУАПСИНСКИЙ НПЗ"  
**LLC "RN-TUAPSE OIL REFINERY"**

Юридический адрес: 352800 Краснодарский край,  
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<http://rosneft-tnpz.ru/>



## SOFT CORPORATE OFFER

We "LLC RN-TUAPSE OIL REFINERY" with full corporate and legal authority and responsibility and under penalty of perjury, confirms availability of petroleum products for immediate sales to capable buyers under the specified terms and conditions below. All supply is guaranteed to meet the standard specifications and to pass the stringent requirements of SGS or equivalent in compliance with ICC international regulations.

PRODUCTS	PRICES	QUANTITY	COMMISSION
1), MAZUT GOST 10585-75	\$ 205.00 USD GROSS \$ 200.00 USD NET <b>-15.00USD / -10.00USD</b> <b>PLATT PRICE</b>	50-300.000 METRIC TONS MONTHLY	\$10.00 USD
2), JET FUEL COLONIAL GRADE 54/ JET FUEL A1	\$ 48.00 USD GROSS \$ 46.00 USD NET <b>-8.00USD / -6.00USD</b> <b>PLATT PRICE</b>	1-5.000.000 BARRELS MONTHLY	\$2.00 USD
3), LIQUEFIED NATURAL GAS (LNG)	\$ 255.00 GROSS \$ 245.00 NET <b>-15.00USD / -10.00USD</b> <b>PLATT PRICE</b>	50-300.000 METRIC TONS MONTHLY	\$10.00 USD
4), DIESEL GAS OIL GOST 305-82	\$ 280.00 USD GROSS \$ 270.00 USD NET <b>-20.00USD / -15.00USD</b> <b>PLATT PRICE</b>	50-300.000 METRIC TONS MONTHLY	\$10.00 USD
5), D6 VIRGIN OIL	\$0 .62 USD GROSS \$0 .60 USD NET <b>-0.09USD / 0.07USD</b> <b>PLATT PRICE</b>	200-600.000.000 GALLONS WEEKLY	\$0.02 USD



## CIF PROCEDURE TERM

1). Refinery issue SCO and Buyer confirms soft offer and issue ICPO with full banking information (valid for 10 days, with list of documents;

- a. Copy of passport of the person authorized to sign the contract.
- b. Profile of the Buyer's legal entity (Certificate of Incorporation)
- c. Postal details.
- d. Bank details.
- e. Official acceptance letter (Seller's Procedure)
- f. Product Specification (if any)
- g. Commitment letter to pay for allocation reservation after signing of contract.

2). Seller acknowledges buyer's ICPO and issues contract to buyer open for amendment. Buyer signs and returns the contract to the seller in word format within three (3) international working days.

3). Seller makes the final signature, notarized the contract with appropriate authorities, convert to PDF and send to buyer with invoice for the allocation reservation, the buyer pays for the allocation reservation and the seller releases the following PPOP document.

- a) Certificate of Allocation Buyer's company's name
- b) Copy of Statement of Availability of the Product
- c) Refinery certificate of registration
- d) Government tax certificate
- e) Product passport
- f) Copy of the refinery Commitment Letter

4). Buyer's bank in accordance with agreed verbiage shall issue SBLC MT760/ DLC MT700 within seven (7) working days for the first shipment's value to seller's nominated fiducial beneficiary bank, and seller's bank issues 2% PB to buyer's bank. If buyer fails to issue banking instrument, within seven working days, Buyer shall be required to make a down payment of 5% of the first trial shipment to facilitate the documentation of the contract with the appropriate authorities and to commence loading without further delay.

5). The Refinery registers and legalizes the contract and acquires the Certificate of Origin from the Chambers of Commerce and endorsement from the Ministry of Energy Export Control Department Russian Federation.

6). The Refinery, Buyer and the intermediaries sign NCNDA/IMFPA with guarantee letter to pay the Commission via electronic mail, which shall be deemed legally binding and enforceable.

7). within 15-20 working days, complete all shipping documents as the shipment commences the Seller's Bank forward to Buyer's Bank the full Proof of Product.

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**РОСНЕФТЬ**

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- a) Act of Transfer
- b) Commercial Invoice
- c) Fresh SGS Report at the loading port
- d) Q88 and Quality Specification
- e) Bill of Lading.
- f) CPA
- g) ETA-Estimated Time of Arrival
- h) Certificate of Origin

8). Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port, buyer's inspection team carries out CIQ, SGS or equivalent inspection to ascertain quality and quantity.

9). Upon successful SGS, and CIQ inspection buyer's bank releases payment, for the total balance of the delivered product value, to seller's bank or fiducial beneficiary Bank, within six (6) banking days, by TT MT103; then seller, within three (3) banking days after been paid by the buyer, shall release payment for commission to the intermediaries involved as per NCNDA/IMFPA..

10). Second and succeeding shipments continue according to the shipping schedule.



**SKURIDIN SERGEY NIKOLAYEVICH**  
**(GENERAL DIRECTOR)**