



СМОЛНЕФТЬ

НЕСТЕПЕРЕРАБАТЫВАЮЩИЙ ЗАВОД

SMOLNEFT REFINERY

ИНН: 6727014960 КПП: 770801001

LEGAL ADDRESS: 107140 MOSCOW, 1ST. KRASNOSELSKY LANE

POSTAL ADDRESS: 215805 SMOLENSK, YARTSEVO, RUSSIAN FEDERATION

Telephone No: +7 495 203 9376 & Fax No: +7 495 208 7367

Email: sales@smolneftrefinery.ru & export@smolneftrefinery.ru www.smolneftrefinery.ru

CORPORATE OFFER FOR CIF SHIPMENT



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НЕСТЕПЕРЕРАБАТЫВАЮЩИЙ ЗАВОД

SMOLNEFT REFINERY, specializing on exploration, extraction, production, refinement, transport & sales of petroleum, natural gas and petroleum products' company with full legal responsibility under the penalty of perjury hereby issue this Corporate Offer with the given terms and conditions as stated hereby. We confirm our readiness, willingness and the ability to execute this shipment to supply the following commodity to the buyer.

THE PRODUCT, PRICE AND THE TERMS & CONDITIONS FOR CIF

To The Buyer: Company Name: A & O FORCE SARL

Address: 5 RUE RABIE 30050 FES - MOROCCO

General Manager: **Mohammed Nizar, HASSANI ALAMI**

D2

MINIMUM QUANTITY 20,000 METRIC TON

CIF PRICE: GROSS \$210/NET \$200

FOB PRICE: GROSS \$200/NET \$190

COMMISSION: \$10

LPG

MINIMUM QUANTITY 50,000 METRIC TON

CIF PRICE: GROSS \$300/NET \$295

FOB PRICE: GROSS \$295/NET \$290

COMMISSION: \$5

LNG

MINIMUM QUANTITY 50,000 METRIC TON

CIF PRICE: GROSS \$290/NET \$285

FOB PRICE: GROSS \$290/NET \$280

COMMISSION: \$5

LIGHT CYCLE OIL

MINIMUM QUANTITY 20,000 METRIC TON

CIF PRICE: GROSS \$210/NET \$205

FOB PRICE: GROSS \$205/NET \$200



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CIF PROCEDURES TO ANY SAFE PORT

1. Seller send to Buyer SCO/FCO, Buyer accept seller SCO/FCO and sends LOI/ICPO with company's registration certificate to Sell
2. Seller review Buyer ICPO/LOI and apply for export Quota from the Russian Ministry of Energy, after a successful Quota application from the Ministry, seller issue a draft contract open for amendments and final endorsement. On the basis of a confirmed Quota, seller applies for Export Allocation code from the Energy Ministry and customs clearance which will be paid by the exit buyer .
3. Seller issue to buyer partial POP Consisting of the following documents below:
 - PRODUCT PASSPORT
 - COMMITMENT TO SUPPLY
 - STATEMENT OF PRODUCT AVAILABILITY
 - COMPANY EXPORT LICENSE AND/COMPANY REGISTRATION CERTIFICATE
 - CONFIRMED QUOTA, ALLOCATION AND ALLOCATION EXPORT CODE AND CUSTOMS CLEARANCE CERTIFICATE
4. Seller Appoints and signs Charter Party Agreement with the Shipping Company which will be an open and interwoven information between the exit Seller/Refinery and exit Buyer for readiness of the shipping commencement.
5. Buyer Bank swift SBLC MT760 to Seller bank via MT 799/DLC Seller Bank provides, the Full Proof of Product listed below.
 - CHARTER PARTY AGREEMENT (CPA)
 - SGS REPORT
 - DIP TEST ANALYSIS
 - VESSEL Q88/BILL OF LADING
 - ULLAGE REPORT/VESSEL MANIFEST
 - CUSTOMS EXPORT CLEARANCE CERTIFICATE
6. Shipment Commences as Scheduled in the Final Contract, Seller clears vessels from the commercials terminal (Russia Shore), buyer confirms shipping documents with ship master while seller Effects delivery to buyer destination according to contract schedule.
7. Vessel arrives at destination port and Buyer conduct inspection on the goods. Upon confirmation of product quality and quantity at unloading port, Buyer release payment to Seller by TT/MT103 within three (3) banking days after the discharge of the cargo at the destination port and CIQ /SGS inspection.



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8. Within a maximum of 72 (Seventy-Two) hours upon successful of the SGS/CCIC DTA and Q&Q Certification, the buyer's bank releases payment for the value shown in the Memorandum of Understanding via SWIFT MT103 / TT Fund Transfer to the seller's bank
9. Upon confirmation of the receipt of the full cargo payment from the seller's bank, transloading into the buyer's storage tank at the port of discharge to commence according to the Port Authority's earliest available schedule
10. The transaction completed. All parties in this transaction execute the NCNDA/IMFPA under R&E Agreement and proceed to negotiate for an extension of the trade partnership. Within a maximum of 48 (Forty-Eight) hours after buyer's payment being confirmed, the seller remits the clean and clear commissions to all the intermediaries



MR. DIMITRY ZUTOV
SALES DIRECTOR