

# LLC RN-Tuapse Refinery

Address: 1 Sochinskaya st., Tuapse 352800, Krasnodar region, Russia  
Legal: Russian Federation, 115035, Moscow, Sofyiskaya naberezhnaya, 26/1  
Website: www.rosneft.ru Tel/Fax: +7(86167) 77-7-14 +7 (86123) 88-4-89  
+7 (86167) 7-75-00



29 NOV 2019

RefNo: 014/ROS/00011/19

ISSUED TO: EDAL OIL CONSULT

VLADIMIR KAZAKOV (REP)

29/July/2019

VALID TILL 30/November/2019

## SOFT CORPORATE OFFER

We "LLC RN-TUAPSE 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	\$ 220.00 USD GROSS \$ 215.00 USD NET	50-300.000 METRIC TONS MONTHLY	\$ 5.00 USD
2), JET FUEL COLONIAL GRADE 54/ JET FUEL A1	\$ 42.00 USD GROSS \$ 40.00 USD NET	1-5.000.000 BARRELS MONTHLY	\$ 2.00 USD
3), LIQUEFIED NATURAL GAS (LNG)	\$ 270.00 GROSS \$ 265.00 NET	50-300.000 METRIC TONS MONTHLY	\$ 5.00 USD
4), DIESEL GAS OIL GOST 305-82	\$ 340.00 USD GROSS \$ 330.00 USD NET	50-300.000 METRIC TONS MONTHLY	\$ 10.00 USD
5), D6 VIRGIN OIL	\$0 .78 USD GROSS \$0 .76 USD NET	200- 600.000.000 GALLONS WEEKLY	\$0.02 USD
6), LIQUEFIED PETROLEUM GAS GOST 20448-90/C4 RAFFINATE	\$ 255.00 USD GROSS \$ 250.00 USD NET	100- 300-000 METRIC TONS MONTHLY	\$5.00 USD

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7), AUTOMOTIVE GAS OIL	\$ 300.00 GROSS \$ 295.00 NET	50-200.000 METRIC TONS MONTHLY	\$5.00 USD
8), USLD EN590 10PPM, EN590 50PPM, 100PPM, 500PPM	\$ 300.00 GROSS \$ 295.00 NET	50-200.000 METRIC TONS MONTHLY	\$ 5.00 USD
9), REBCO RUSSIAN EXPORT BLEND CRUDE OIL GOST 9965-76	\$ 46.00 USD GROSS \$ 41.00 USD NET	1- 2,000.000 BARRELS MONTHLY	\$ 5.00 USD
10), PETCOKE	\$ 85.00 GROSS \$ 80.00 NET	50-100.000 METRIC TONS MONTHLY	\$5.00 USD
11), FUEL OIL 180 CST, 380 CST	\$200.00 GROSS \$195.00 NET	50-100.000 METRIC TONS MONTHLY	\$5.00 USD
12), PRILLED UREA GRANULAR	\$260.00 GROSS \$255.00 NET	50-100.000 METRIC TONS MONTHLY	\$5.00 USD

## CIF PROCEDURE TERM

1). Refinery issue SCO and Buyer confirms soft offer and issue ICPO with full banking information allowing for soft probe by Refinery (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) Copy of Tax Registration Certificate.
- d) Postal details.
- e) Bank details.
- d) Official acceptance letter (Seller's Procedure)
- e) Product Specification (if any)



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- 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 as final approved copy and Proforma Invoice to open DLC/SBLC
- 4). Buyer's bank in accordance with seller's verbiage shall issue SBLC MT760/DLC MT700/MT103 within eight (8) working days for first shipment's value to seller's financial bank to enable seller commence loading of product with the shipping company, Seller to finalize loading within Six (6) working days. but if buyer fails to issue SBLC MT760/DLC MT700/MT103 within eight (8) working days, as an alternative provision buyer pays via MT103 20% value of the first trial shipment, seller upon the confirmation of this down payment will proceed with the shipment of the product without any delay, which will be deducted from the product's invoice value when final payment is made by the buyer after discharge of product at designated destination port.
- 5). upon receipt of buyer's bank financial instrument; seller's bank in response issues operative two percent (2%) PB in favor of buyer's bank account within three (3) working days, which is submitted and detailed in the mutually agreed signed contract.
- 6). Upon seller's bank successful exchange of instrument method with buyer's bank or alternative TT payment of 20% value of the first trial shipment paid and confirmed if buyer failed to issue bank Instrument within the stipulated time frame, seller loads product within six (6) international working days and sends pop documents in buyer's company name to buyer's bank (11 sets bellow):
  - a) Certificate of Incorporation
  - b) Act of Transfer
  - c) Commercial Invoice
  - d) Company Tax Payer's Certificate
  - e) Fresh SGS Report
  - f) Tank Receipt
  - g) Q88 and Quality Specification
  - h) Bill of Lading.
  - i) Certificate of Non-Wooden
  - j) Package
  - k) NOR-Notice of Readiness
  - l) ETA-Estimated Time of Arrival

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- 7). Buyer notifies seller by official written notice of his bank receiving seller's pop documents while seller sends to buyer the registered hard copy of the contract through courier service within two (2) working days.
- 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). Product is discharged after successful inspection into buyer's storage facility, then buyer's bank releases payment for total value of the product to seller's bank within six (6) banking days by TT MT103/MT107. Seller transfers title of the product to buyer.
- 10). Second and succeeding shipments continue.



SKURIDIN SERGEY NIKOLAEVICH  
GENERAL DIRECTOR