



РОСНЕФТЬ

«РН-МОСОБЛГАЗПОСТАВКА»

**ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ «РН-МОСОБЛГАЗПОСТАВКА»
SOCIETY WITH LIMITED LIABILITY «RN-MOSOB LGAZ POSTAVKA»**

ЮРИДИЧЕСКИЙ АДРЕС: : 143026, МОСКОВСКАЯ ОБЛАСТЬ, ГОРОД ОДИНЦОВСКИЙ, ДЕРЕВНЯ РАБОЧИЕ
НОВОИВАНОВСКОЕ, ШОССЕ МОЖАЙСКОЕ, ВЛАДИЯ 165, КОМНАТА 4

LEGAL ADDRESS: 143026, MOSCOW REGION, CITY ODINTSOVSKY, VILLAGE RABOCHIE NOVOIVANOVSKOE,
SHOSSE MOZHAYSKOE, VLADIA 165, ROOM 4.

EMAIL: purchase@rn-mosoblgazpostavka.ru

TEL: +(7) 495 205 42 65 +(7) 926 806 12 60

To: Whom It May Concern Attn:
Principal Buyer/ Facilitator

Buyer's official purchase order (ICPO) should be issued and addressed as follows;

To: Supplier / Refinery, Russian Federation
Attn: Director General/Export Director Via:
LLC "RN-MOSOB LGAZPOSTAVKA"

OFFER LETTER

WE LLC "RN-MOSOB LGAZPOSTAVKA" ON BEHALF OF OUR REFINERY "LLC RN-SAKHALINMORNEFTEGAZ"; LEGALLY AUTHORISED WITH RESPONSIBILITY UNDER PENALTY OF PERJURY ISSUES THIS SOFT CORPORATE OFFER WITH GIVEN TERMS AND CONDITIONS AS STATED IN THIS OFFER TO CONFIRM OUR READINESS TO EXECUTE A SALES AND PURCHASE AGREEMENT WITH THE END BUYER, WITH THE ABILITY TO SUPPLY THE FOLLOWING COMMODITIES ACCORDING TO THE TERMS AND CONDITIONS STIPULATED IN THIS SOFT CORPORATE OFFER

ULTRA LOW SULPHUR EN590 (10PPM)

Monthly Quantity: 200,000 MT
Contract Quantity: 200,000 MT x12 Months
Price per Metric Ton: \$250.

RUSSIAN AVIATION TURBINE KEROSENE (JP54/A1)

Monthly Quantity: 4,000,000 BBLs
Contract Quantity: 4,000,000 BBLs x 12 Months
Price per Barrel: \$60.

RUSSIAN VIRGIN FUEL OIL (D6)

Monthly Quantity: 400,000,000 GALS
Contract Quantity: 400,000,000 GALS x 12 Months
Price per Gallon: \$0.69.

RUSSIAN AUTOMOTIVE GAS OIL

Monthly Quantity: 200,000 MT
Contract Quantity: 200,000 MT x12 Months
Price per Metric Ton: \$260

RUSSIAN DIESEL GAS OIL GOST 305-82 (D2)

Monthly Quantity: 200,000 MT
Contract Quantity: 200,000 MT x 12 Months
Price per Metric Ton: \$260.

RUSSIAN LIGHT CYCLE OIL (LCO)

Monthly Quantity: 200,000 MT
Contract Quantity: 200,000 MT x12 Months
Price per Metric Ton: \$260.

RUSSIAN EASTERN SIBERIAN PIPELINE OIL (ESPO)

Monthly Quantity: 200,000 MT
Contract Quantity: 200,000 MT x12 Months
Price per Metric Ton: \$250.

COMMISSION: SELLER PAYS ALL INTERMEDIARIES UNDER NCNDA/IMPFA

PAYMENT: MT 103

LOADING PORT: ROTTERDAM, VLADIVOSTOK, NOVOROSIYSK, NOVOSIBIRSK, HOUSTON.

INSPECTION: SGS

ИНН: 5032242379

ККП: 503201001

ОКРО: 92715155

ОКОГУ: 4210014

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FOB PAYMENT PROCEDURE

1. THE BUYER ISSUE ICPO WITH HIS INTERNATIONAL PASSPORT COPY (DATA PAGE) TO THE SELLER.
2. THE SELLER ISSUES NCNDA/IMFPA AND SPA FOR 13 MONTHS WITH R&E TO REVIEW AND SIGN
3. THE SELLER ISSUES COMMERCIAL INVOICE (CI) FOR THE AVAILABLE QUANTITY IN THE SELLER'S STORAGE TANK TO THE BUYER. THE BUYER SIGNS AND RETURN THE CI TO THE SELLER WITH THEIR SIGNED TANK STORAGE AGREEMENT (TSA) FOR THE SELLER'S VERIFICATION AND APPROVAL.
4. THE SELLER ISSUES THE PARTIAL POP DOCUMENTS AS BELOW AND SEND TO THE BUYER.
 - A. COMMITMENT TO SUPPLY
 - B. CERTIFICATE OF ORIGIN
 - C. AUTHORIZATION TO VERIFY (ATV)
 - D. INJECTION REPORT
 - E. UNCONDITIONAL DTA
 - F. FRESH SGS (NOT OLDER THAN 48 HOURS)
 - G. TANK STORAGE RECEIPT (TSR)
 - H. ATS – AUTHORIZATION TO SELL
5. THE BUYER CONDUCTS DIP TEST IN THE RESERVOIR UPON COMPLETION OF INJECTION OF PRODUCT INTO THE BUYER'S TANK.
6. WITHIN TWENTY-FOUR (24) HOURS, BUYER ISSUES 100% TT WIRE TRANSFER PAYMENT TO THE SELLER. SELLER APPLY FOR BUYER TO TRANSFER THE TITLE OWNERSHIP TO THE BUYER.
7. THE SELLER PAYS COMMISSION TO ALL THE INTERMEDIARIES.

CIF PAYMENT PROCEDURE

- 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). Copy of Tax Registration Certificate.
 - d). Postal details.
 - e). Bank details.
 - d). Official acceptance letter (Seller's Procedure)
 - e). Product Specification (if any)
- 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 along with the following Documents:

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- a) Refinery Registration Certificate
- b) Product Passport
- c) Storage Tank Receipt
- d) Copy of the Refinery's Letter of Commitment
- e) Payment Invoice of €246,000 CPA fees

4). Buyer's bank in accordance with seller's verbiage shall issue SBLC within Seven (7) working days for the first shipment's value to seller's fiduciary beneficiary bank or authorize the disbursement of €280,000 product loading security fee for seller's bank to enable seller commence loading of product with the shipping company.

5). Upon receipt of buyer's bank financial instrument / alternative. 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 product loading security fee for the first trial shipment paid and confirmed if buyer fails to issue bank Instrument within the stipulated time frame, seller loads product within four (4) 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 Taxpayer's Certificate
- e) Fresh SGS Report
- f) Tank Receipt
- g) Q88 and Quality Specification
- h) Bill of Lading.
- i) Certificate of Non Wooden
- j) NOR—Notice of Readiness
- k) ETA—Estimated Time of Arrival.

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 four (4) days. 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.

8). 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, and commissions to buyer mandate bank within six (6) banking days by TT MT 103/MT 107. Seller transfers title of the product to buyer.

9). Second and succeeding shipments continue



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**IF THE ABOVE NEGOTIATION TERMS AND WORKING PROCEDURE IS ACCEPTABLE BY YOUR COMPANY KINDLY ISSUE AN ICPO
INSERTING THE ABOVE WORKING PROCEDURE IN THE ICPO FOR REVIEW AND ACCEPTANCE.**

During October –March winter specification:

Pour Point not more than -15°C / Cloud Point -8°C Max.

April –September summer specification:

Pour Point not more than -10°C / Cloud Point -5°C Max.

NOTE: The stated prices above are seller's net price. Seller also welcome buyer target price for consideration



MARKOV NIKOLAY ALEKSANDROVICH (CEO)

For & on behalf of LLC "MOSOBLGAZPOSTAVKA"

Seller's authorized sales associates

Via: (Mr. Zinchenko Petr Petrovich)

Email... zinchenko.petrovich@bk.ru

+7 925 061-96-55

(Sales Associates)

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