



АКЦИОНЕРНОЕ ОБЩЕСТВО «РЯЗАНСКАЯ НЕФТЬНПЗ И АКЦИОНЕРНОЕ ОБЩЕСТВО»
[АО «ННК»]

Почтовый адрес: 390011, Рязанская область, г. Рязань, г. Южный Промуфель р-н, 8
Юридический адрес: 390011, Рязанская область, г. Рязань, г. Южный Промуфель р-н, 8
Телефон: +7(4912) 933-141 ; Факс : +7 (4912) 933-084 ; , e-mail: rnpk@rnpk.rosneft.ru
ОКПО 44905015, ОГРН 1026200870321 ИНН/КПП 6227007322/623401001

FULL CORPORATE OFFER

We, JSC Ryazan Oil Refinery and gas exploiting, producing and exporting company, under penalty of perjury hereby issue this official Full Corporate Offer with full power and authority with given terms and conditions and confirm our readiness to execute this contract and then straight to Sales and Purchase Agreement with end buyer, with the ability to supply the following commodity according to the terms and conditions stipulated in this soft corporate offer.

TERMS OF NEGOTIATION

Origin Russia	Federation
Delivering port	
Incoterms	CIF
Loading Port	VLADIVOSTOK PORT
Payment Terms	DLC/SBLC/BG/MT103 T/T Telegraphic Transfer
Inspection	SGS or Similar
Commission	Seller's Mandate on Seller Side 50% & Buyer's Mandate on Buyer Side – 50% Percent accordingly.
Insurance	Paid by Seller, covering 110% of Shipment Value

LIST OF PRODUCTS

RUSSIAN ORIGIN DIESEL EN590 10PPM

Quantity: 50,000 Metric Tons Shipments Per One Month x 12 Months (BUYER'S OPTION)

CIF Price: Gross USD \$400.00 Per MT/ Net USD \$390.00 Per MT

PACKAGING: Oil Tanker

Commission: Seller side \$5/ Buyer side \$5

CIF PROCEDURE

1. Buyer issues Purchase Order upon receipt in acceptance of seller's Soft Offer.
2. Seller issues Draft Sales and Purchase Agreement Contract for buyer's review and signing.
3. Seller send's partial POP to Buyer via email:
 - (a) Statement of Availability of Product
 - (b) Commitment to Supply
 - (c) Product Passport
 - (d) Company Registration Certificate
 - (e) Product Allocation Export License



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4 Seller appoints and signs charter Party Agreement with the buyer and the shipping Company. This is applicable only for 1st shipment, Buyer And Seller pay the Shipping Freight to the shipping company via T/T wire transfer directly to the shipping company (Seller 50% / Buyer 50%) for transporting of the product to buyer's final discharge port the fee would later be refunded/deducted when the buyer is paying for the payment (1st shipment contract amount).

5. Seller swift the full POP and 2% Performance Bond to buyer's bank. Buyer's Bank swift in return, the Irrevocable Non Transferable Documentary Letter of Credit to the Seller's Bank

6. Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port and after SGS/Q&Q or Equivalent inspection immediately Buyer's Bank releases the Total value of the Shipping to Seller's Bank within 48hours (two banking days) By MT103.

7. Buyer / Seller pays all intermediaries involved in transaction as per IMFPA within 48 hours.

The undersigned with full corporate responsibility under the penalty of perjury, confirm & certify that both parties are RWA to proceed with this transaction & that all particulars are true & EXECUTED & SEALED BELOW WITH FULL CORPERATE AUTHORITY & RESPONSIBILITY

EN590 10PPM SPECIFICATIONS

COMPONENTS	METHOD OF ANALYSIS	UNIT	RESULT		
			Min.	Max.	
Aspect Color (1)	Visual inspection ASTM D 1500		Clear2,0		
Density @ 15°	EN ISO 3675:98 / EN ISO 12185:96 / C1:2001	Kg/m ³	820,0	845,0	
Flash Point	EN ISO 2719:2002	°C	55		
Distillation: - Recovered @ 150 °C - Recovered @ 250 °C - Recovered @ 350 °C - Recovered at 95%	EN ISO 3405:2000	% vol		2,0	
		% vol		65,0(2)	
		% vol	85,0(2)		
		°C			360,0
C.F.P.P. (summer) (3) C.F.P.P. (winter) (3)	EN 116:1997	°C		-2	
		°C	50,0		-12
CLOUD Point (summer) CLOUD Point (winter)	EN 23015:1994	°C	Report		
		°C		0	
Cetane number	EN ISO 5165:1998	n°	51,0		
Cetane index	EN ISO 4264:1996	Index	46,0		
Viscosity @ 40 °C	EN ISO 3104:1996	mm ² /s	2,00	4,50	
Water content	EN ISO 12937:2000	mg/kg		200	
Total contamination	EN ISO 12662:2002	mg/kg		15	
Sulfur content	EN ISO 20884:2004	mg/kg		10,0	



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		Indice	1 st Class	
Copper strip corrosion (3 hr at 50 °C)	EN ISO 2160: 1998			
Carbon residue (on 10% distillation residue)	EN ISO 10370:1995	% weight		0,15
Total acidity	ASTM D 974:2002	mgKOH/g		0,5
Ash content	EN ISO 6245:2002	% weight		0,01
Lubricity, correct wear scar	EN ISO 12156-1:2000	µm		460
Oxidation stability	EN ISO 12205:1996	g/m3	20	
Electrical conductivity (4)	IP 274; ASTM 2624; ISO 6297	pS/m	50	
Polycyclic aromatic hydrocarbons	EN 12916:2001	%m/m		11,0(6)
Biodiesel content (5)	EN 14078:2003	% vol	4,5	7,0



MR. MIKHAILOV SERGEY YURIEVICH
GENERAL DIRECTOR
JSC RYAZAN OIL REFINERY