



АКЦИОНЕРНОЕ ОБЩЕСТВО «ТОМСКНЕФТЬ»

636785, Strezhevoy, Tomsk Region, 23 Burovikov St
INN 7022000310 CAT 702201001O GRN 1027001618918 CPR 702201001
EMAIL: jsc.tomskneft-vnk@mail.ru jsectn.@tn.rosneft.ru
PHONE: + 79267745610 Fax: 8 (38259) 6-96-35 8 (38259) 6-40-20

ATTN: BUYER/MANDATE

FULL COPERATE OFFER

We **JOINT STOCK COMPANY "TOMSKNEFT"** hereby issue this Soft Offer with full corporate responsibility for and on behalf of the Refinery; we confirm and certify that Seller have the intention and capacity to supply the commodities according to the terms and conditions herein stipulated.

ORIGIN: RUSSIA

DELIVERING PORT: CIF/FOB ROTTERDAM

INCOTERMS: COST INSURANCE & FREIGHT

LOADING PORT: NOVOROSIYSK, NOVOROSIYSK / PRIMORSK / VLADIVOSTOK /
ROTTERDAM & HOUSTON PORTS

PAYMENT TERMS: T/T WIRE TRANSFER & MT103

INSPECTION: SGS

INSURANCE: PAID BY SELLER COVERING 110% OF THE SHIPMENT VALUE

RUSSIA ORIGIN DIESEL GAS D2 OIL GOST 305-82

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF Price: Gross USD \$ 200.00MT NET / USD \$ 190.00MT on CIF

FOB Price: Gross USD \$ 190.00MT NET / USD \$ 180.00MT on FOB/Novorossiysk/Rotterdam

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SELLER STANDARD CIF WORKING PROCEDURE

1. Buyer issues ICPO with this procedure incorporated on the ICPO along with Buyer's company registration certificate.

2. Seller Issues Sale & Purchase Agreement (SPA), Buyer review, amend (if necessary), signs and return the SPA in WORD format to Seller within 3 banking days. Seller sends final SPA to Buyer in PDF format, Buyer confirms final SPA and issues letter of acceptance of the final SPA.

3. Seller issues to Buyer via email the following transaction documents:
 - A. commitment to supply
 - B. statement of product availability
 - C. certificate of origin)
 - D. product passport
 - E. export license, Buyer confirms the receipt of the documents by mail and issue confirmation letter within 24hrs.

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JOINT STOCK COMPANY "TOMSKNEFT"
CEO: Zharavin Roman Nikolaevich

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