



ROSNEFT REFINERY

Tank Farm & Shipping Company



ADDRESS: 27023 Г. МОСКВА, УЛ. ГЕНЕРАЛЬНАЯ БЕЛОБОРОДОВА, Д.18, СТР.2 (ШК) 198097, САНТ-ПЕТЕРБУРГ, ПР. 56 А2-45 МАРИНА 4 ДОМ 83, 16 ТВЕРСКАЯ УЛ. МОСКВА РОССИЯ / ROTTERDAM ADDRESS: STATIONSPLEIN 45, BH-098 AK ROTTERDAM ND.

TELEPHONE: +7 (963) 785-80-91 / WHATSAPP: +7 (963) 785-80-91

EMAIL: MARKETINGDEPT.ROSNEFT@MAIL.RU / SALES.ROSNEFT@LIST.RU /
TANKS-VESSELSLEASEDEPT.ROSNEFT@MAIL.RU / FINANCIAL-AUDITDEPT.ROSNEFT@MAIL.RU /
FACILITY-FLEETDEPT.ROSNEFT@MAIL.RU / LEGAL-EXPORTDEPT.ROSNEFT@MAIL.RU /
INJECTIONDEPARTMENT.ROSNEFT@MAIL.RU / INSPECTION-LICENSEDEPT.ROSNEFT@MAIL.RU /
CEO.ROSNEFTREFINERY@MAIL.RU

SOFT CORPORATE OFFER

AVIATION KEROSENECOLONIAL GRADE JP54

MAZUT 100 GOST 10585/75

D2 DIESEL GAS OIL L-0.2-62 GOST 305-82

D6 - VIRGIN OIL DIESEL / EN590

JET A1 / AGO / LNG / LPG / REBCO / UREA / DAP / BITUMEN / FIRST MONTH SPOT LIFT-ABLE X 12 MONTHS R/E

DELIVERY TERMS:

FOB / FCA / TTO AND CIF DELIVERY – KAZAKSTAN / OMAN / QATAR / TURKMENISTAN / ROTTERDAM / HOUSTON PORTS.

TOTAL QUANTITY BY MEASUREMENT FOR 1ST SPOT SHIPMENT:

BARRELS (2,000,000BBLs)

METRIC TONES (200,000MT)

PRICE BASIS:

JP54 NET - \$54 PER BBL AND GROSS \$56 USD PER BBL / PETCOKE NET - \$290 PER MT AND GROSS \$300 USD PER MT

MAZUT NET -\$320 PER MT AND GROSS \$330 USD PER MT / UREA NET – \$140 PER MT AND GROSS \$150 USD PER MT

D2 DIESEL – NET \$360 PER MT AND GROSS \$370 PER MT / LNG NET - \$370 PER MT AND GROSS \$380 USD PER MT

EN590 – NET \$310 PER MT AND GROSS \$320 PER MT / LPG NET - \$370 PER MT AND GROSS \$380 USD PER MT

LCO – NET \$280 PER MT AND GROSS \$290 PER MT / REBCO NET - \$54 PER BBL AND GROSS \$56 USD PER BBL

VIRGIN D6 DIESEL – NET \$0.91 PER MT AND GROSS \$0.95 PER MT / NAPHTHA NET - \$270 PER MT AND GROSS \$280 USD PER MT

AGO – NET \$320 PER MT AND GROSS \$330 PER MT / ESPO – NET \$320 PER MT AND GROSS \$330 PER MT

JET A1 / LNG / LPG / AGO / REBCO / UREA / DAP / ESPO / NAPHTHA & LOTS, THESE PRODUCTS REQUIRES BUYERS' TARGET PRICES



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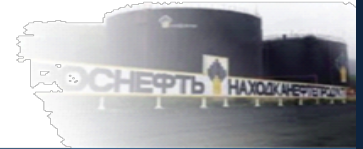
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CEO.ROSNEFTREFINERY@MAIL.RU

ROSNEFT REFINERY AND INTERNATIONAL LOGISTIC / SHIPPING COMPANY

COMPANY NAME	РОСНЕФТЬ (ROSNEFT)
COMPANY ADDRESS	27023 Г. МОСКВА, УЛ. ГЕНЕРАЛЬНАЯ БЕЛОБОРОДОВА, Д.18, СТР.2 (ШК) 198097, САНТ-ПЕТЕРБУРГ, ПР. 56 А2-45 МАРИНА 4 ДОМ 83, 16 ТВЕРСКАЯ УЛ. МОСКВА РОССИЯ / ROTTERDAM ADDRESS: STATIONSPLEIN 45, BH-098 AK ROTTERDAM ND.
REPRESENTED BY	IGOR SECHIN
NATIONALITY	RUSSIAN
TITLE	PRESIDENT / CEO & CHAIRMAN OF THE MANAGEMENT BOARD OF DIRECTORS OF ROSNEFT
TELEPHONE/FAX	+7(963) 785-80-91
E-MAIL	sales.rosneft@list.ru / facility-fleetdept.rosneft@mail.ru / tanks-vesselseleasedept.rosneft@mail.ru / legal-exportdept.rosneft@mail.ru / financial-auditdept.rosneft@mail.ru / injectiondepartment.rosneft@mail.ru / inspection-licensedept.rosneft@mail.ru / ceo.rosneftrefinery@mail.ru

WE, 'LLC' ROSNEFT REFINERY & INTERNATIONAL LOGISTICS / SHIPPING CO., as End-Refinery/Logistics/Shipping Company, with Full Legal Responsibility under Penalty of Perjury hereby issue this Soft Corporate Offer with given Terms and conditions as stated in this Offer to confirm our Readiness and to Execute a Sales and Purchase Agreement with the End Buyer, and the ability to supply the following commodities according to the terms and conditions stipulated in this Soft Corporate Offer.



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FREE ON BOARD (FOB) / FCA / TTO SPOT DELIVERY PROCEDURES

1. THE BUYER ISSUE ICPO AND DETAILED COMPANY PROFILE WITH SCANNED PASSPORT COPY.
2. SELLER ISSUES COMMERCIAL INVOICE (CI) AND TANK STORAGE AGREEMENT (TSA) FOR THE AVAILABLE QUANTITY IN THE SELLER'S STORAGE RESERVOIR TO BUYER AND BUYER SIGNS AND RETURN BACK THE SIGNED COMMERCIAL INVOICE (CI) AND TANK STORAGE AGREEMENT (TSA) WITHIN 48HOURS.
3. SELLER ISSUES THE PARTIAL POP (PPOP) DOCUMENTS AND SEND TO BUYER;
 - A. COMMITMENT ASSURANCE LETTER TO SUPPLY THE PRODUCT
 - B. STATEMENT OF PRODUCT AVAILABILITY
 - C. PRODUCT PASSPORT
 - D. CERTIFICATE OF ORIGIN
 - E. NOTICE OR READINESS (NOR)
 - F. AUTHORIZATION TO SELL AND COLLECT (ATSC) LETTER TO AUCTION FUEL
 - G. INJECTION SCHEDULE REPORT
 - H. DATA TRANSMITTAL OF PRODUCT INJECTION REPORT (DTPIR)
 - I. A 5-DAYS PAYMENT INVOICE FOR BUYER TO MAKE AN IMMEDIATE PAYMENT WITHIN 72 HOURS VIA MT103 T/WIRE TRANSFER FOR BUYER TO ACTIVATE AND OBTAIN THE TANK STORAGE RECEIPT (TSR), STORAGE OPERATION DECLARATION (SOD), DIP TEST AUTHORIZATION LETTER (DTA) AND FRESH SGS / INJECTION REPORT CERTIFICATES TO CONDUCT THE PRODUCT DIP TEST IN THE SELLER'S TANKS AT THE LOADING PORT.
4. UPON BUYER OBTAINS THE TANK STORAGE RECEIPT (TSR), STORAGE OPERATION DECLARATION (SOD), DIP TEST AUTHORIZATION LETTER (DTA) AND FRESH SGS / INJECTION REPORT CERTIFICATES OF THE PRODUCT, BUYER IMMEDIATELY CONDUCT THE DIP TEST OF THE PRODUCT IN THE SELLER'S TANKS AND UPON SUCCESSFUL DIP TEST OF THE PRODUCT IN SELLER'S TANKS, SELLER ISSUES THE FULL PPOP DOCUMENTS INCLUSIVE OF THE TRANSPORTATION OF PRODUCT ALLOCATION QUANTITY (PAQ) BY SLOT/BATCH.
5. LIFTING OF THE PRODUCT COMMENCES TO THE BUYER'S DISCHARGE PORT FOR COLLECTION AND BUYER RELEASES FULL PAYMENT AND DEAL IS CLOSED FOLLOWED BY THE MONTHLY SHIPMENT.



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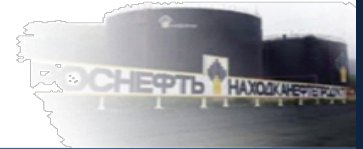
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Please issue ICPO or LOI to: ROSNEFT REFINERY



IGOR SECHIN (CEO)

**Chairman of the Management Board of Directors,
Deputy Chairman of the Board of Directors of Rosneft.**



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