



ОРЕНБУРГНЕФТЕОТДАЧА

АКЦИОНЕРНОЕ ОБЩЕСТВО "ОРЕНБУРГНЕФТЕОТДАЧА"

Юридический адрес: 461634, Оренбургская область, город Бугуруслан, Фруктовая улица, 15

ОГРН: 1025602372696 / ИНН: 5645001990 / КПП: 560201001

ТЕЛ: +7495-297-8841, +7926-801-1822, ЭЛ. АДРЕС: export@ao-orenburgnefteotdacha.ru

FULL COOPERATE OFFER

We **AO-ORENBURGNEFTEOTDACHA REFINERY** with legal responsibility under penalty of perjury hereby confirm the Availability and Capability to Supply the under list products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specification and pass through the stringent requirement of SGS or Equivalent Financial Statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiations. Only direct negotiations from end buyer's representative and mandates will be considered

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

Diesel Oil EN590 ULSD PPM10

Minimum Quantity: 50,000 MT per Month

Maximum Quantity: 400,000 MT per Month

Quantity: 50,000, Mt tons for the first lift Delivery: Houston /Rotterdam

Fob Price: USD \$ 200.00 MT/USD \$ 190.00 NET

PAYMENT TERMS: T/T WIRE TRANSFER & MT103

INSPECTIONS: SGS

Tank to vessel -Rotterdam and Houston

1. Buyer issues ICPO.
2. Seller issues Commercial Invoice (CI), buyer signs and returns back to seller.
3. Buyer provides to Seller CPA(VESSEL) for seller verification and acceptance.
4. Seller issues to buyer the next documents:
 - a. ATSC
 - b. DTA to be signed by buyer and seller tank
 - c. PRODUCT PASSPORT
 - d AVAILABILITY OF PRODUCT
5. Buyer extend seller tanks for two day and dip test is conducted immediately on sellers account.



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6. Seller issue SGS and injection report on sellers expense and injects into buyer's vessel and buyer conducts its own DIP TEST inspection for Q & Q of the Petroleum Products .IMPFA and NCNDA will be sign by all parties
7. Buyer successful Q &Q Dip test on the product, buyer makes the payment for the total value of product injected into the tanks through of MT103 - TT.
8. Upon seller receives the payment for the product from the buyer, seller issues to buyer the Title ownership of the product and all exporting document of the product.
9. Buyer lifts the product.
10. Seller pays all intermediaries involved in the transaction.
11. Contract commences.

TANK TAKE OVER (TTO) PROCEDURE.

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) with Guarantee Letter to take over Title of the product.
- 2.. Seller issue draft (MOU) agreement to Buyer counter-sign and return back to seller.
3. Upon Seller receipt of sign MOU-contract from the buyer, Seller legalizes the agreement with the ministry of energy, agriculture & trade Russian federation.
4. Seller sends to Buyer the following documents for Buyer's confirmation.
 - A. Seller's Export License / Reg. Certificate
 - B. Bill Of Lading- (in the name of Buyer as Consignee.)
 - C. Vessel Tanker Details.
 - D. Product Passport-Dip-Test Report.
 - E. Proforma Invoice.
 - F. 5% Payment deposit Invoice.
 - G. Cargo Manifest.
 - H. Cargo Ullage Report.
 - I. Q88
5. Buyer confirms the goods documents and makes 5% down deposit which stands as an Allocation Security & Guarantee payment to the seller nominated bank by T / T Wire Transfer within 3 banking days, which shall be deducted from the total payment value of the takeover product.
6. Seller releases a fresh dated Dip-Test Authorization-DTA to Buyer to order SGS inspection or Equivalent inspection team for Q & Q inspection upon goods / cargo arrival at the discharge port.
7. Upon the successful completion of Dip-test inspection, Buyer make the balance 95% payment by MT103 wire



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transfer for the total goods value, Seller transfers Title of ownership Certificate to buyer's name as the legitimate owner of the goods and commence trans-loading .

8. Trans-loading commence immediately.

9. Seller will release payments to the intermediaries involved within 48 hours of receiving the Payment for the product from the Buyer's bank.

DOCUMENTATIONS / TRANSACTION WORKING PROCEDURES FOB ROTTERDAM PORT / HOUSTON

1. Buyer issues ICPO on receipt of Seller's Soft Offer along with Tank Storage Agreement (TSA) as proof of storage availability.

2. Seller issues commercial invoice, for the available quantity in the storage tank to Buyer, Buyer Signs CI and returns to Seller including copy of NCNDA / IMFPA signed by all buyer groups with commission structures.

3. Seller issues the Dip Test Authorization letter for buyer and sellers Tank Farm endorsement along with the following PPOP documents:

- Authorization to verify (ATV)
- Product Passport
- Availability of Product endorsed
- Authority to Sell & Collect (ATSC)

4. Seller issues Complete DTA attached with fresh SGS Report and Tank Receipt to Buyer, Buyer order SGS to conduct Dip Test of the product in the Seller's Tank on Buyer expenses submit the full injection report to the Buyer.

5. Upon successful Dip Test, sellers inject the fuel into buyer lease Storage Tank and sellers submit the full injection report to the Buyer

6. Buyer make 100% payment by MT103 TT wire transfer for the total product and Seller pays commission to all intermediaries involved in the transaction within 24 hours after confirmation of the buyer's payment.

7. Seller issues draft SPA to buyer to review for R&E monthly deliveries.

8. Buyer review and approves the SPA and issues SBLC / IRDLIC irrevocable, nontransferable, auto revolving for 12 months shipment value, documentary letter of credit for length of contract and for each lift per schedule. Buyer pays after Dip Test by MT103 Wire Transfer on each monthly quantity.

9. The subsequent delivery shall commence according to the terms and conditions of the contract.

10. Seller pays commissions to all intermediaries as per IMFPA / NCNDA 24 hours after receiving payment from Buyer. commences as per schedule. Upon Vessel's arrival and finalization of SGS at destination port, Buyer release payment via swift fund transfer within 3 to 5 banking days to Seller for total



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Regards,
Mr. YURI ALEXANDRE
Office Of The Sales Dept,
ORENBURGNEFTEOTDACHA REFINERY



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