



ОРЕНБУРГНЕФТЬ АКЦИОНЕРНОЕ ОБЩЕСТВО

ОГРН:1025601802357 ИНН:5612002469

Тел: +7(969)-100-2301 +7(969)-100-2280

Почта: export@pjsc-orenburgneft.ru legal@pjsc-orenburgneft.ru

Адрес: 461046, Оренбургская область, г Бузулук, Магистральная ул, зд. 2

TTO SOFT CORPORATE OFFER

Orenburgneft, JSC is one of the largest Russian oil companies today and is an internationally recognized vertically integrated company. The industrial complex of the Company includes steadily developing enterprises of crude oil and gas production, petroleum refining, petrochemicals production. Under the INTERNATIONAL CHAMBER OF COMMERCE with full legal responsibility, we hereby issue 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 end buyers, and the ability to supply the following commodity according to the terms and conditions stipulated in this soft corporate offer.

AVAILABLE STANDARD PRODUCTS

RUSSIAN ORIGIN AVIATION JET FUEL (JET A1)

QUANTITY: BUYER REQUESTED 1,000,000/2,000,000 BBL FIRST LIFT

GROSS PRICE: \$ 64 USD/ NET \$ 60 USD BBL

COMMISSION: \$ 2 SELLER SIDE / \$ 2 BUYER SIDE

RUSSIAN ORIGIN DIESEL GAS OIL (D6)

QUANTITY: BUYER REQUESTED 50,000/100,000 GALLONS FIRST LIFT

GROSS PRICE: \$ 0.88 USD/ NET \$ 0.85 USD

COMMISSION: \$0.1.5 SELLER SIDE / \$0.1.5 BUYER SIDE

RUSSIAN ORIGIN DIESEL GAS D2 OIL GOST 305-82

QUANTITY: BUYER REQUESTED 100,000/200,000 MT FIRST LIFT

GROSS PRICE: \$ 250 USD/ NET \$ 240 USD

COMMISSION: \$5 SELLER SIDE / \$5 BUYER SIDE

RUSSIAN ORIGIN MAZUT M100 GOST 10585-75

QUANTITY: BUYER REQUESTED 100,000/200,000 MT FIRST LIFT



ОРЕНБУРГНЕФТЬ
АКЦИОНЕРНОЕ ОБЩЕСТВО

ОГРН:1025601802357 ИНН:5612002469

Тел: +7(969)-100-2301 +7(969)-100-2280

Почта: export@pjsc-orenburgneft.ru legal@pjsc-orenburgneft.ru

Адрес: 461046, Оренбургская область, г Бузулук, Магистральная ул, зд. 2

RUSSIAN ORIGIN NAPHTHA RUSSIAN

QUANTITY: BUYER REQUESTED 100,000/ 200,000 MT FIRST LIFT

GROSS PRICE: \$ 250 USD/ NET \$ 240 USD

COMMISSION: \$5 SELLER SIDE / \$5 BUYER SIDE

RUSSIAN ORIGIN ULTRA LOW SULFUR DIESEL (ULSD)

QUANTITY: BUYER REQUESTED 100,000/ 200,000 MT FIRST LIFT

GROSS PRICE: \$ 250 USD/ NET \$ 240 USD

COMMISSION: \$5 SELLER SIDE / \$5 BUYER SIDE

RUSSIAN ORIGIN AUTOMOTIVE GAS OIL (AGO)

QUANTITY: BUYER REQUESTED 100,000/ 200,000,000 METRIC TONS

GROSS PRICE: \$ 245 USD/ NET \$ 235 USD

COMMISSION: \$05 SELLER SIDE / \$05 BUYER SIDE

RUSSIAN ORIGIN RUSSIAN EXPORT BLENDED CRUDE OIL (REBCO)

QUANTITY: TRIAL REQUEST 100,000/ 200,000 MT FIRST LIFT

GROSS PRICE: \$ 230 USD/ NET \$ 220 USD

COMMISSION: \$5 SELLER SIDE / \$5 BUYER SIDE

RUSSIAN ORIGIN (EASTERN SIBERIA–PACIFIC OCEAN) ESPO

QUANTITY: TRIAL REQUEST 100,000/ 200,000 MT FIRST LIFT

GROSS PRICE: \$ 250 USD/ NET \$ 240 USD

COMMISSION: \$5 SELLER SIDE / \$5 BUYER SIDE

RUSSIAN ORIGIN LIGHT CYCLE OIL (LCO)

QUANTITY: TRIAL REQUEST 100,000 /200,000 MT FIRST LIFT

GROSS PRICE: \$ 250 USD/ NET \$ 240 USD

COMMISSION: \$5 SELLER SIDE / \$5 BUYER SIDE

1. TANKER TAKE OVER (TTO) TRANSACTION PROCEDURE BASIS

1. Upon acceptance of seller's offer, buyer issues Purchase Order (ICPO) alongside company registration certificate.



ОРЕНБУРГНЕФТЬ
АКЦИОНЕРНОЕ ОБЩЕСТВО

ОГРН:1025601802357 ИНН:5612002469

Тел: +7(969)-100-2301 +7(969)-100-2280

Почта: export@pjsc-orenburgneft.ru legal@pjsc-orenburgneft.ru

Адрес: 461046, Оренбургская область, г Бузулук, Магистральная ул, зд. 2

4.) Buyer makes 5%-part payment of the total product value within 48 hours via TT/MT103 to seller's nominated bank as transaction guarantee.

5.) Upon receipt confirmation of the above POP documents by the buyer, buyer's contact vessel master to verify pop documents/vessel position to obtain Notice Of Readiness NOR/ETA.

6.) Upon receipt confirmation of the above payment, seller issue:

*Approval to Export Certificate.

*Export License Certificate.

*Authorization to Board Vessel (ATBV).

*Dip Test Authorization (DTA).

*Ullage Report And all shipping documents will be re-issued in the buyer's name and vessel will be sent to buyer discharge port.

7.) Upon arrival of the vessel at buyer's discharge port, buyer pay's the Remaining total 95% product value after successful CIQ/SGS or equivalent inspection via TT/MT103 and title of product ownership transferred to buyer.

8.) Seller pays commission to agencies, broker and intermediary as per Signed NCNDA/IMFPA

NOTE: INTERESTED END BUYER IS ISSUE AND ADDRESS ICPO TO US WITH ACCEPTED FOR IMMEDIATE TRANSACTION APPROVAL

Presented By: Kirill Vladimir Fradkov

Director General

АО ORENBURGNEFTE JSC

