

**DATE OF ISSUED:** SEPTEMBER, 2019

**RF №:** EXP/BNO/CIF/SCO/0966

**TO:** PROSPECTIVE END BUYERS

**VALID:** DECEMBER, 2019

We the SELLER "OJSC BASHNEFT-NOVOIL" with full legal and corporate responsibility and authority that we are ready willing and able to provide and supply the following product (s) as stated below to the BUYER following our procedure and international business guideline.

### SOFT CORPORATE OFFER

#### **DIESEL GAS D2 OIL GOST 305-82**

Price: Gross \$340.00 USD/\$330.00USD NET

Quantity: 50, 00 MT-100,000 MT

Loading Port: Novorossiysk | Primorsk | Vladivostok Port

Commission: Buyer Side \$5.00 / Seller Side \$5.00

Payment Term: MT103

#### **AVIATION KEROSENE COLONIAL GRADE 54 & JET-A1**

Price: Gross \$54.00 USD/\$52.00USD NET

Quantity: 500,000Barrels – 5,000,000 Barrels

Loading Port: Novorossiysk | Primorsk | Vladivostok Port

Commission: Buyer Side \$1.00 / Seller Side \$1.00

Payment Term: MT103

#### **DIESEL D6 VIRGIN LOW POUR FUEL OIL**

Price: Gross \$0.84.00 USD/\$0.80.00USD NET

Quantity: 50,000,000Gallons – 500,000,000 Gallons

Loading Port: Novorossiysk | Primorsk | Vladivostok Port

Commission: Buyer Side \$0.02 / Seller Side \$0.02

Payment Term: MT103

#### **DESIEL GAS OIL ULTRA – LOW SULPHUR DIESEL 10 PPM /50 PPM/ EN590**

Price: Gross \$430.00 USD/\$420.00USD NET

Quantity: 5000MT – 300,000 MT

Loading Port: Novorossiysk | Primorsk | Vladivostok Port

Commission: Buyer Side \$5.00 / Seller Side \$5.00

Payment Term: MT103

#### **LIGHT CYCLE OIL (LCO)**

Price: Gross \$280.00 USD/\$270.00USD NET

Quantity: 5000MT – 300,000 MT

Loading Port: Novorossiysk | Primorsk | Vladivostok Port

Commission: Buyer Side \$5.00 / Seller Side \$5.00

Payment Term: MT103

**MAZUT M100 GOST 10585-75 & 10585-99**

Price: Gross \$280.00 USD/\$270.00USD NET  
Quantity: 5000MT – 300,000 MT  
Loading Port: Novorossiysk | Primorsk | Vladivostok  
Commission: Buyer Side \$5.00 / Seller Side \$5.00  
Payment Term: MT103

**LIQUEFIED NATURAL GAS (LNG)**

Price: Gross \$290.00 USD/\$280.00USD NET  
Quantity: 5000MT – 300,000 MT  
Loading Port: Novorossiysk | Primorsk | Vladivostok Port  
Commission: Buyer Side \$5.00 / Seller Side \$5.00  
Payment Term: MT103

**RUSSIA EXPORT BLEND CRUDE OIL GOST 51858**

Price: Gross \$50.00 USD/\$48.00USD NET  
Quantity: 500,000Barrels – 5,000,000 Barrels  
Loading Port: Novorossiysk | Primorsk | Vladivostok Port  
Commission: Buyer Side \$1.00 / Seller Side \$1.00  
Payment Term: MT103

**LIGHT CRUDE OIL**

Price: Gross \$48.00 USD/\$46.00USD NET  
Quantity: 500,000Barrels – 5,000,000 Barrels  
Loading Port: Novorossiysk | Primorsk | Vladivostok Port  
Commission: Buyer Side \$1.00 / Seller Side \$1.00  
Payment Term: MT103

**LIQUEFIED PETROLUEM GAS (LPG)**

Price: Gross \$320.00 USD/\$310.00USD NET  
Quantity: 50, 00 MT–100,000 MT  
Loading Port: Novorossiysk | Primorsk | Vladivostok Port  
Commission: Buyer Side \$5.00 / Seller Side \$5.00  
Payment Term: MT103

**PET COKE**

Price: Gross \$110.00 USD/\$100.00USD NET  
Quantity: 5000MT – 300,000 MT  
Loading Port: Novorossiysk | Primorsk | Vladivostok Port  
Commission: Buyer Side \$5.00 / Seller Side \$5.00  
Payment Term: MT103

**ASPHALT (BITUMEN)**

Price: Gross \$260.00 USD/\$250.00USD NET  
Quantity: 50,00 MT–100,000 MT  
Loading Port: Novorossiysk | Primorsk | Vladivostok Port  
Commission: Buyer Side \$5.00 / Seller Side \$5.00  
Payment Term: MT103

**BITUMEN 60/70, 80/100**

Price: Gross \$250.00 USD/\$240.00USD NET  
Quantity: 50,00 MT–100,000 MT  
Loading Port: Novorossiysk | Primorsk | Vladivostok Port  
Commission: Buyer Side \$5.00 / Seller Side \$5.00  
Payment Term: MT103

**CIF TRANSACTION AND BANKING PROCEDURE AWSP**

1. Buyer accepts seller's procedure and issues Irrevocable Corporate Purchase Order (ICPO) with the following: banking details, company profile, Passport copy and acceptance letter stating to adhere to seller's procedure.
2. Seller acknowledges buyer's ICPO and issues contract to buyer open for amendment, buyer signs and return the contract to the seller in word format within 3 working international days.
3. Seller makes the final signature and converts the contract to PDF and send to buyer as final approved contract along with below soft Performance guarantees POP documents:
  - Commitment Letter to Supply Product
  - Statement of Product Availability
  - Product Passport.
4. Buyer's bank in accordance with seller's verbiage issues SBLC /MT760 within 5 working days for first shipment value to seller's financial bank to enable seller to commence loading of product with the shipping company and release full set of pop documents after loading via bank to bank swift within 5 working days. if buyer fails to issue SBLC /MT760 within 5 working days, in alternative buyer pay's via TT \$170,000 as guarantee performance within 48 hours which will be deducted from the product face value when final payment is made.
5. Seller's bank issues operative 2% PB in favor of buyer's bank account within 2 working days, which is submitted and detailed in the mutually agreed signed contract.
6. Upon seller's bank successful exchange of instrument method with buyer's bank or alternative TT payment of \$350,000 paid if buyer fails to issue instrument within the stipulated time frame, seller loads product within 7 working international days and sends POP documents in buyer's company name to buyer via bank to bank and a copy via email to buyer and representative. (8 sets below)
  - Certificate of Origin
  - Product Passport
  - Commercial Invoice
  - Fresh SGS Report
  - Company Tax Payer Certificate
  - Tank Receipt
  - Q88 and Quality Specification
  - Bill of Lading
7. Buyer notifies seller by official written notice of its bank receiving seller's POP documents whilst seller sends to buyer the registered hard copy of the contract through courier service within 3 working days.
8. Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port, buyer's inspection team carries out CIQ or its equivalent inspection to ascertain Quality and Quantity.

9. Product is discharged after successful inspection into buyer's storage facility, buyer's bank release's payment for total value of the product to seller's bank within 72 hours by TT MT 103.
10. Seller shall pay all parties involved their commission by TT within 2 working days.
11. Second and succeeding shipments continues.

BEST REGARDS

REPRESENTED BY: RUSLAN GONCHAROV

TITLE: SALES AND EXPORT DIRECTOR

