

26/1 Sofiyskaya Embankment
Moscow, 117997
Russia
Tel.: +7 499 517 88 99
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E-mail: postman@rosneft.ru
<http://www.rosneft.com>

OUR REF №: OAO/VNG/777/RU.
ROSNEFT REFINERY - "PJSC VARYEGANNEFTEGAZ GROUP"
628464, Tyumen region, Khanty-Mansiysk -Yugra, Rainbow 2 Districts, 21.
RUSSIAN FEDERATION.
REGISTRATION №: 1028601465067
TAX REGISTRATION №: 8609000160

EXPIRATION DATE: 30th DECEMBER 2018.

ATTENTION: PETROLEUM -OIL BUYER'S

OFFICIAL SOFT CORPORATE OFFER (SCO)

Petroleum tender for export, whereas, the end Seller is the lawful owner of the commodity,
Rosneft Oil Refinery Product tender Application deadline- 30th of JANUARY 2018.

PRODUCTS LIST / PRICES:

1. MAZUT M100 GOST-10585 - 75 ANNUAL CONTRACTS.

Minimum Quantity should be: 10,000 Metric tons per lifting.
Maximum Quantity: 100,000 Metric tons per lifting.
Gross USD\$200.00 /NET USD\$ 190.00 - "C.I.F" per MT
Products to be load in **Novorossiysk /Vladivostok Russia** to any World safe port.
Commission: USD\$10.00/buyer side open / seller side open.

2. D-2 GASOIL-DIESEL L-0.2-62 GOST 305-82 ANNUAL CONTRACT

Minimum Quantity should be: 10,000 Metric Tons per lifting.
Maximum Quantity: 500,000 Metric Tons per lifting.
The prices and conditions of Delivering are under "C.I.F" per MT
Gross USD \$ 300.00/ NET USD \$ 290.00
Products to be load in **Novorossiysk /Vladivostok Russia** to any world safe port.
Commission: USD\$ 10.00 /buyer side open/Seller side open.

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1. AVIATION KEROSENE COLONIAL GRADE JP54 ANNUAL CONTRACT.

Minimum Quantity: 1, 000 000 Barrels per lifting
Maximum Quantity: 15,000,000 Barrels per lifting.
Gross USD\$30.00/NET USD\$ 27.00 - "F.O.B" ROTTERDAM
Gross USD\$38.00/NET USD\$ 35.00 - "C.I.F" per Barrels
Products to be load in Novorossiysk /Vladivostok port Russia to any safe world port.
Commission: USD\$ 3.00 / buyer side open/ seller side open.

2. CRUDE – OIL ANNUAL CONTRACT.

Minimum Quantity: 15,000 Barrels per lifting
Maximum Quantity: 2,000,000 Barrels per lifting.
Gross USD\$40.00/NET USD\$ 35.00 - "CIF" per Barrels
PRODUCT LIFETABLE – CIF NOVO.
Commission: USD\$ 5.00 / buyer side open/ seller side open.

3. MAZUT 100 GOST –10585-99, ANNUAL CONTRACT

MINIMUM QUANTITY: 10,000 MT PER MONTH
MAXIMUM QUANTITY: 500,000 MT PER MONTH
THE PRICE AND CONDITION OF DELIVERY IS BASED ON C.I.F PER MT GROSS \$ 210.00
USD / NET \$ 200.00 USD
VLADIVOSTOK / NOVOROSIYSK
COMMISSIONS: \$ 10.00 USD

**4. LIQUIDIFIED PETROLEUM GAS GOST 20448-90, 50% PROPANE AND 50% BUTANE
/- LPG/LNG.**

MINIMUM QUANTITY: 15,000 MT PER MONTH MAXIMUM QUANTITY: 500,000 MT PER
MONTH THE PRICE AND CONDITION OF DELIVERY IS BASED ON C.I.F PER MT: GROSS \$
160.00 USD /NET \$ 150.00 USD, ANNUAL CONTRACT
VLADIVOSTOK / NOVOROSIYSK
COMMISSIONS: \$ 10.00 USD

1. VIRGIN D6 FUEL –OIL ASTM D5002 ANNUAL CONTRACT

Minimum Quantity should be: 10,000 Metric Tons per lifting.

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Maximum Quantity: 500,000 Metric Tons per lifting.

The prices and conditions of Delivering are under "C.I.F" per Gallon

Gross USD \$ 0.75/ NET USD \$ 0.71

Products to be load in **Novorossiysk /Vladivostok Russia** to any world safe port.

Commission: USD\$ 0.04 /buyer side open/Seller side open.

EXPORT PROCEDURES- RULE "CIF":

1. Buyer confirm official (SCO) and signed return with the following documents:

- (a) Buyer official Irrevocable Corporate Purchase Order (ICPO).
- (a) Buyer company certificate of business incorporation/ registration
- (b) Buyer Company comprehensive profile
- (c) Buyer's Copy of identification materials (international passport)

2. Refinery will issue the Full draft contract directly to the end buyer for amendment and to endorse the full Draft contract and forward it back to the refinery with acceptance letter and register the Export Quota (Talon), the refinery will obtain the legalized copy of the contract under refinery expenses, the hard copy of contract from the appropriate body before sending it to the end buyer via courier services.

3. The hardcopies of the contract and the Partial proof of the products documents (PPOP) will be send to the buyer via courier service under buyer's attention, for buyer bank verification /endorsement, buyer's bank will verify and endorse the PPOP documents, and return to refinery bank, via swift or courier express, for effecting the transportation of the Fuel to loading port.

List of the products documents to be send via courier from the refinery to buyer's.

- (A) Copy of refinery certificate of incorporation
- (B) Copy of refinery code certificate
- (C) Copy of refinery export certificate
- (D) Copy of the refinery Commitment to produce the product.
- (E) Copy of statement of availability of the product
- (F) Charter party agreement.
- (G) Copy of refinery irrevocable letter of guarantee and observation of sales and purchase contract letter of confirmation and full commitment to supply the product

- (H) Copy of refinery passport of the products.

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(I) Analysis Report (Equivalent to SGS “confirmable”).

4. The Refinery will confirm to the buyer the actual period of the shipment commencements, contract are to be lodged on bank respectively.
5. Buyer’s Bank send Pre -Advice to Refinery Bank to kick start the bank to bank process and refinery will lodged the contract into banks respectively with availability of products documents full POP.
6. The Refinery will contact the buyer with shipment tracking details and the date for arrival of the shipment on destination port.
7. Refinery will provide 2% operative performance guaranty (bond) to buyer's bank to activate buyer's payment instrument for the balance full payment on arrival of the goods.
8. Buyer’s Bank issue 100% payment on products destination port as will be agreed in the contract and Commission will be paid by the refinery per shipment according to the contract paymaster.

EXPORT PROCEDURES- RULE “FOB-ROTTERDAM”:

- 1) Buyer provides ICPO, along with CP.
- 2) Seller Issue Commercial Invoice “CI” for buyer review and Countersign return and Buyer sign agreement and made payment for the Storage tank in Rotterdam, (TSA) which must be Nominated by the refinery (OJSC Rosneft Refinery). [Storage Tank nominated by OJSC Rosneft Refinery to be internationally recognized with tank storage in Rotterdam where the product is to be stored. No Third-Party tank arrangement to be nominated or accepted by Rosneft.
- 3) Seller issues the proof of product to buyer:

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- A, PRODUCT PASSPORT
- B, COMMITMENT TO SUPPLY
- C, AUTHORIZATION TO SELL
- D, INJECTION REPORT (REFINERY RESERVOIR)
- E, QUANTITY AND QUALITY (Q&Q) by (International Service – SGS or Equivalent)
- F, ATTESTATION OF THE ALLOCATION.

- 4) Refinery provides TSR and ATV (Authorization to Verify) the storage tank and Seller commence on the injection of the product.
- 5) Upon complete injection, seller furnishes the buyer with the SGS and DTA to conduct the dip test.
- 6) Upon successful dip test, buyer make payment by MT103 or TT wire transfer for the total product available and seller Change Title to buyer name.
- 7) Buyer Lift the product and Seller Pays Commission to all intermediary Involved in the Transaction.

Best Regard

Signed:
MR. IGOR ONESHKO.
GENERAL DIRECTOR PETROLEUM CRUDE OIL.
ROSNEFT REFINERY - PJSC "VARYEGANNEFTEGAZ".
E-mail: odo-vng@varyeganneftegaz.ru / odo-vng@rosneft.ru

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