



English department: export
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Строителей, строение № 8/1

RN - ЮГАНСКНЕФТЕГАЗ

TO: END BUYER
VIA: ANDREY FOMIN (TD PETROL OIL CARD LLC)
REF: RN/EXPT/YUNGJSC/TPOC /229/OFFER/18/RU

Issue Date: 18/1/2018 **Expire Date:** 31/3/2018

OFFICIAL SOFT CORPORATE OFFER

RN YUGANSKNEFTEGAZ Subsidiary of ROSNEFT Hereby Confirms Sale And Transfer Of The Following Commodity Subject To The Terms, Conditions, And Procedures Set Out Hereunder Below:

JET A1 -JPA1 COLONIAL GRADE

Origin: Russia
Quantity: 2,000,000 Barrels available
Delivery: CIF/FOB
CIF Price: Gross \$35 / Net \$33 USD per Metric Ton,
FOB Price: Gross \$33 / Net \$31 USD per Metric Ton,
Commission: USD 1.00 seller side, USD 1.00 Buyer side Per Barrel

VIRGIN FUEL OIL D6

Origin: Russia
SPOT BASIS CONTRACT BASIS FOB
Quantity: 50,000,000 – 100,000,000 GAL
Delivery: CIF/FOB- Spot.
Price: \$0.72.00 GROSS / \$0.68.00 NET
Commission: \$0.01 Seller side \$0.01 Buyer side per gal.

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Origin: Russia
Quantity: 2,000,000
Barrels available.
Delivery: CIF/FOB- Spot.
CIF Price: USD Gross \$36 Net \$34 per Barrel,
FOB Price: Gross \$34 / Net \$32 USD per Metric Ton,
Commission: USD 1.00 seller side, USD 1.00 Buyer side Per Barrel

LIQUIDIFIED PETROLEUM GAS GOST 50% PROPANE & 50% BUTANE SEPERATION (LPG)

Origin: Russia
Quantity: Maximum Quantity – 50,000MT – 500,000MT
Minimum Quantity – 30,000MT – 50,000MT
Delivery: CIF/FOB
Lording Port: Vladivostok
CIF Price: \$ 230 USD Gross \$ 220 USD Net,
FOB Price: \$ 220 USD Gross \$ 210 USD Net,
Commission: USD 5 Seller side USD 5 Buyer side

LIQUIDIFIED NATURAL GAS (LNG)

Origin: Russia
Quantity: Maximum Quantity – 50,000MT – 500,000MT
Minimum Quantity – 30,000MT – 50,000MT



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Delivery: CIF/FOB

Lording Port: Vladivostok

CIF Price: \$ 230 USD Gross \$ 220 USD Net,

FOB Price: \$ 220 USD Gross \$ 210 USD Net,

Commission: USD 5 Seller side USD 5 Buyer side

MAZUT-100 GOST 1058575/100 GOST 10585/99

Origin: Russia

Quantity: 50,000 Metric Tons- 500,000MT available

Delivery: FOB AWSP

CIF Price: USD Gross \$220/210 Net per Metric Ton,

FOB Price: \$ 210 USD Gross \$ 200 USD Net,

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

RUSSIA EXPORT BLEND CRUDE GOST 51 858-2002 / GOST 9965-76

Origin: Russia

Quantity: 100,000 Barrels per

Delivery: CIF/FOB /AWSP

CIF Price: USD Gross \$220/210 Net per Barrels,

FOB Price: USD Gross \$210/200 Net Barrels

Commission: USD 2.00 seller side, USD 2.00 Buyer side Per Barrels

DIESEL GAS D2 GOST 305-82

Origin: Russia

Quantity: 100,000 Metric Tons- 500,000MT available

Loading Port: Vladivostok

Delivery: CIF/FOB (AWSP)

CIF Price: Gross 280.00 / Net \$270.0 USD per Metric Ton,

FOB Price: USD Gross \$270/260 Net per Metric Ton,

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

CIF TRANSACTION BANKING PROCEDURE :

1. Buyer issues ICPO.
2. Seller issues Draft Contract open for amendments.
3. Buyer countersign and seal the Contract and send it to Seller by E-mail
4. Seller legalizes the Contract and sends the final approved Contract to Buyer by official E-mail along with the Partial POP which includes:
 - a. Copy of License Certificate
 - b. Statement of Availability of the product.
 - c. Copy of Performa Invoice
 - d. Commitment to supply
 - e. Certificate of Origin
 - f. Q&Q done by indigenous lab at port of Origin
 - g. ATS(Authorization To Sell) License certificate
 - h. Product Passport.



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(If Buyer's Bank needs original Legalized Contract, courier service fee is the Buyer's Responsibility):

5. Buyer within 10 banking days, buyer's bank sends swift Bank LC (MT700) via Swift to seller (Fiduciary) bank outside Russia and sends swift copy to Seller.
6. Seller issue 2% performance Bond to buyer for guarantee monthly shipment and Commences and issue full POP and shipping documents including (against shipment documents - Q88, Chamber Of Commerce report certificate, Bill of Lading)
 - a. Copy of License to Export, Issued By the Department of the Ministry of Energy.
 - b. Copy of Approval to Export, Issued By the Department of the Ministry of Justice.
 - c. Copy of Statement of Availability of the Product.
 - d. Copy of the Refinery Commitment to Produce the Product.
 - e. Copy of the Transnet Contract to Transport the Product to the Port.
 - f. Copy of the Port Storage Agreement.
 - g. Copy of the Charter Party Agreement(S) To Transport the Product to Discharge Port.
 - h. Dip test Authorization, Tank receipt and SGS report.
 - i. Copy of Vessel Questionnaire 88
 - j. Copy of Bill of Lading.
 - k. Certificate of Origin.
 - l. Allocation Transaction Passport Code Certificate [ATPCC]
 - m. The customs formalities (and also test report) to buyer/bank.
7. Ship arrives at port destination port and conduct inspection on the goods and buyer release payment to seller bank after inspection at port 100% payable for each shipment Within 3 banking days upon the cargo passed CIQ/SGS at Buyer Port and receipt of the entire relevant Payment documents.
8. The Seller pays commission to all Agents and Mandates as per signed IMFPA within 48 hours of receiving the payment for the product from the buyer's bank.

TRANSACTION FOB PROCEDURE: (1)

- 1) Buyer issues an official ICPO & buyer company registration certificate.
- 2) Seller issues commercial invoice for first lift quantities for party's signatures and endorsement, Buyer Signs and returns to Seller.
- 3) Buyer accepts to extend seller's tank in other to make buyer liable of taking over the tank transfer and DIP TEST in seller tank (official letter from buyer if accepted).
- 4) Seller issue POP documents to buyer's secured email:
 - i. Tank Storage Receipt.
 - ii. Product Passport
 - iii. Authorization To Sell (ATS)
 - iv. Certificate of origin
 - v. commitment to supply,
 - vi. Authority to verify for Buyer to contact the Tank Farm to verify the product with Tank Farm Company operator.
- 5) After Buyer receive PPOP within 48 hours maximum, buyer pays for tank extension to enable the buyer receive the DTA and DIP TEST in seller tank.



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- 6) After Buyer extends seller's tank, then dip test will be done in seller's tank and Buyer dip test and take over the tank.
- 7) Buyer conducts SGS inspection and pays for product via MT103 TT within 48 hours.
- 8) Title to the product is transfer to the buyer alongside all exportation documentation in relation to the petroleum product.
- 9) Seller pays commission within 48 hours by swift MT103 to all intermediaries as signed NCNDA/IMPFA.

ALTERNATIVE TRANSACTION FOB PROCEDURE: (2)

1. BUYER issues ICPO with Company Registration Certificate and Copy of Passport.
2. SELLER CI Commercial Invoice, BUYER countersigns and returns back to SELLER;
3. SELLER issues PPOP, Partial Proof of Product – The bellow documents to BUYER'S Secure Email for verification :
 - (a) REFINERY COMMITMENT AND ASSURANCE LETTER TO SUPPLY THE PRODUCT
 - (b) STATEMENT OF PRODUCT AVAILABILITY
 - (c) CERTIFICATE OF ORIGIN
 - (d) COMMITMENT TO SUPPLY
4. UPON receipt of above PPOP documents, within 48 hours, BUYER provides his TSA / ATV From a Reliable Tank Farmer for SELLER'S verifications. Once verified, SELLER informs the delivery date in ROTTERDAM to BUYER, and BUYER issues TSR immediately
5. SELLER issues DIP TEST AUTHORIZATION (DTA) Letter for BUYER and BUYER'S TANK FARM to endorse, sign and seal.
6. Once the DTA is signed SELLER will issues the bellow following POP to BUYER and buyer provide Clearance Access Permit (CPA) to enable buyer access to the port for dip test:
 - A) FRESH SGS
 - B) TANK STORAGE RECEIPT
 - C) PRODUCT PASSPORT
 - D) INJECTION REPORT
 - E) (AST) AUTHORIZATION TO SELL
 - F) (ATV) AUTHORIZATION TO VERIFY
7. BUYER conducts DIP TEST in SELLER TANK and immediately inject the product into their BUYER TANK.
8. BUYER makes payment by MT103 or Wire Transfer for the Total Product available.
9. BUYER lift the product and SELLER pays all intermediaries involve in the transaction.

TRANSACTION PROCEDURE FOB PORT OF ROTTERDAM THE NETHERLANDS DIP AND PAY: (3)

1. Buyer issues ICPO,
2. Seller issues Commercial Invoice, Buyer signs and Returns back to seller, Buyer provides to seller its Leased TANK STORAGE AGREEMENT.
3. Seller issues to Buyer the NOR (Notice of Readiness) to Commence the Injection of the product..
4. Seller leases the Buyer's tank for 2 days only, and commence with the injection of the First Month Shipment Quantity from the Refinery Reservoir through the Pipeline into the Loading Port Storage Tanks or Tank to Tank on receipt of the Tank complete reference codes/GPS coordinates. NB: Minimum of Five (5) days Tank validity is required
5. Seller issues DTA to Buyer, and Buyer inspects product with SGS Agent with Tank Validity of not less than Five (5) days.



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6. Buyer Successful Q&Q Dip Test on the product, Buyer makes the payment for the Total Value of the Product Injected into the Tanks Through the means of MT103 TT.
7. 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
8. Buyer lifts the product with its Vessel Tanker. Seller pays All Intermediary Involved in the Transaction and Subsequently Monthly Shipment Continues as per Terms and Conditions of the Sales and Purchase Agreement Contract between Buyer and Seller.



Sergey Zdolnik
Managing Director

Sample document
used by fraudsters

