

ROSNEFT – VANYEGANNEFT

Lenina St., 17 P, the Tyumen Region
Khanty-Mansiysk
Autonomous District–Yugra
Nizhnevartovsk. 628616. Russia
info@vanyeganneft.ru sales@vanyeganneft.ru
Tel: (3466) 67-00-77 + 7 (495) -203-7852
Fax: (3466) 62-32-00



РОСНЕФТЬ - ВАНЬЕГАННЕФТЬ

ул. Ленина, 17П, Тюменский регион
Ханты-Мансийск
Автономный округ Югра
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РОСНЕФТЬ

DATE: 07/02/2019

EXPIRES: 23/09/2019

REF: RV/00006543/RU/CIF

AVAILABILITY OF CIF PRODUCTS

We as the end-seller of (ROSNEFT-VANYEGANNEFT), hereby with full authority/responsibility provide you/your company a soft-offer SPOT DEAL for petroleum Products, at the cost specified under Per Barrel / Metric Ton and Per Gallons.

If all the terms and condition is accepted by the buyer or buyer's mandate, revert with buyers ICPO and Acceptance Letter for SCO approval to close the deal. Thanks

PRODUCTS PRICES LIST:

LPG (LIQUEFIED PETROLEUM GAS)

Max. Quantity: 50.000 MT CIF Price: \$ 260 Gross / \$250 Net MT

LNG (LIQUEFIED NATURAL GAS)

Max. Quantity: 50.000 MT CIF Price: \$ 260 Gross / \$250 Net MT

ESPO GRADE RUSSIAN CRUDE OIL

Max. Quantity: 50.000 MT CIF Price: \$240 Gross / \$230 Net MT

REBCO GOST 51 858-2002

Max. Quantity: 1.000.000 Bbl CIF Price: \$42 Gross / \$40 Net BBL

DIESEL D2 RUSSIAN GASOIL L-0.2-62 GOST 305-82

Max. Quantity: 100.000 MT PER CIF Price: \$260 Gross / \$250 Net MT

MAZUT M100 GOST-10585/75

Max. Quantity: 100.000 MT PER CIF Price: \$210 Gross / \$200 Net MT

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ADDITIONAL INFORMATION:

ORIGIN: Russian Federation.

DELIVERY: CIF ASWP with Rollover & Extension.

INSPECTION: SGS test report will be conducted at the loading port by SGS

PAYMENT INSTRUMENT: DLC/SBLC/IRDLG/BG/T/T, MT103, at Sight.

LOADING PORT: Nakhodka / Vladivostok / Novorossiysk Port.

PERFORMANCE BOND (PB): 2% PB to be issued by Seller's Bank in favour of the Buyer.

SHIPMENT METHOD: Via vessel.

COMMISSION: US\$10 per MT / US\$ 2 per BLS

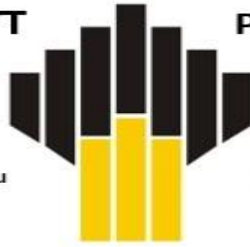
SELLING PROCEDURES

1. Buyer issues ICPO with letter of acceptance to seller upon receipt of soft corporate offer.
2. Seller issues Sales and Purchase Agreement open for amendment for buyer review.
3. Buyer review draft agreement and returns sign copy in word format to seller.
4. Seller review contract acknowledged and registered / legalize it through the ministry of energy. Note Seller bearing the cost of the registration and legalization.
5. Upon acceptance seller issues to buyer fresh SGS report including listed Part of Proof of Product approved by the appropriate ministry, below partial POP must be send through courier service.

- Injection Report,
- Bill of loading,
- Tank Storage receipt (TSR), Quality in seller's tanks.
- Vessel Q88,
- shipping schedule stating estimated time of departure, estimated time of arrival,
- Dip Test Authorization

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-Product Passport

-Certificate of origin (representing the allocation and resources number, reference number of POP, authority number, name of loading port with contract number)

5. Seller signs CPA with shipping/logistic company and alert buyer on shipment ordered graphic/schedule accompanied with submission of nominated Vessel details to buyer.

6. Upon shipment schedule announcement, buyer's bank within five (5) working days shall swift DLC/MT700 or SBLC to seller's bank, seller's bank responds with contractual operative 2% PB and full POP to buyer's bank within twenty-four (24) hours since buyer's instrument confirmed by seller's bank.

7. After Seller's bank receipt of Buyer's LC, loading commences from 5-10 days.

8. Upon successful confirmation of quality and quantity at destination port, buyer makes payment by MT103.

9. Seller, within seventy-two (72) hours, pays commissions to all intermediaries involved in the transaction.

Legal Name: Vanyeganneft

Acting Director General: Mr. Igor Oneshko

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