

Ref: OJSCPET/071/RUF25487.

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Following SCO pls just see LPG and CIF procedures..

Price will be subject to market, but we can discuss spec and procedures if it can work firstly.

SOFT CORPORATE OFFER (SCO)

1.	RUSSIA EXPORT BLEND CRUDE OIL (REBCO GOST 9965-76):	
	Minimum Quantity	: 100,000 BBL
	Maximum Quantity	: 5 Million BBL X 12 MONTHS CONTRACT
	CIF Price per BBL	: US\$ 36.00 GROSS & US\$ 33.00 NET
2.	RUSSIA D2 DIESEL GAS OIL GOST 305-82	
	Minimum Quantity	: 10,000 METRIC TONS
	Maximum Quantity	: 500,000 MT X 12 MONTHS CONTRACT
	CIF Price per MT	: US\$ 270.00 GROSS & US\$ 260.00 NET
3.	RUSSIA D6 VIRGIN FUEL OIL:	
	Minimum Quantity	: 10 MILLION GALLONS
	Maximum Quantity	: 500 MILLION GALLONS X 12 MONTHS CONTRACT
	CIF Price per MT	: US\$ 230.00 GROSS & US\$ 220.00 NET
4.	RUSSIA MAZUT M100-75	
	Minimum Quantity	: 10,000 METRIC TONS
	Maximum	: 500,000 MT X 12 MONTHS CONTRACT

	Quantity		
	CIF Price per MT	:	US\$ 180.00 GROSS & US\$ 170.00 GROSS
5.	RUSSIA JP-54 JET FUEL AVIATION KEROSENE		
	Minimum Quantity	:	100,000 BBL
	Maximum Quantity	:	5 Million BBL X 12 MONTHS CONTRACT
	CIF Price per BBL	:	US\$ 55.00 GROSS & US\$ 45.00 NET
6.	LNG LIQUEFIED NATURAL GAS		
	Minimum Quantity	:	10,000 METRIC TONS
	Maximum Quantity	:	500,000 MT X 12 MONTHS CONTRACT
	CIF Price per MT	:	US\$ 210.00 GROSS & US\$ 200.00 GROSS
7.	INDUSTRIAL PETROLEUM COKE “PET COKE”		
	Minimum Quantity	:	10,000 MT
	Maximum Quantity	:	100,000 MT X 12 MONTHS CONTRACT
	CIF Price per MT	:	US\$100.00 GROSS & US\$ 90.00 NET
8.	LIQUIDIFIED PETROLEUM GAS. GOST 20448-90		
	Minimum Quantity	:	10,000 METRIC TONS
	Maximum Quantity	:	500,000 MT X 12 MONTHS CONTRACT
	CIF Price per MT	:	US\$ 220.00 GROSS & US\$ 210.00 GROSS
9.	DIESEL D2 AUTOMOTIVE GAS OIL (AGO)		
	Minimum Quantity	:	10,000 METRIC TONS
	Maximum Quantity	:	500,000 MT X 12 MONTHS CONTRACT
	CIF Price per MT	:	US\$ 260.00 GROSS & US\$ 250.00 GROSS
10.	BITUMEN / PETROLEUM ASPHALT/60/70/80/100		

Minimum Quantity	:	10,000 METRIC TONS
Maximum Quantity	:	500,000 MT X 12 MONTHS CONTRACT
CIF Price per MT	:	US\$ 350.00 GROSS & US\$ 340.00 GROSS

DISCOUNTS:

The Refinery/Seller is offering a substantial price discount (negotiable) on **CIF DELIVERY**.

CIF price is being offered with special consideration and terms offered through **Refinery Authorized Assigned Mandate**; as the requirement for buyers as all products sold through Refinery exports standard via CIF-terms ONLY. For C&F, CRF or CIF, transaction must be facilitated via the Refinery Mandate as the Refinery will only sell product via C&F, CRF or CIF terms through their authorized assigned mandate. The Refinery Authorized Mandate also has been structure, retained and appointed to facilitate a full FOB at port to CIF transaction and handle all contracts, agreements, fees and Letters of Credit on behalf of the Refinery/Seller.

PAYMENT

Irrevocable, Non-Transferable, Divisible, Assignable, Confirmed, Unconditional, Operative, paid 100% At Sight upon presentation of agreed documents. Monthly Payments will be by 100% At Sight-RDLC or Revolving Documentary Letter of Credit (RDLC), for the value of minimal of two months, issued by a top 20 World Bank, to be active, operational, and valid for the full term of the entire contract and with payment 100% at sight, against all required and agreed shipping documents as set forth in final sales contract. The payment of the "DLC" or "RDLC" shall be made to the Refinery/Seller via the Seller's indicated Bank, and all payments will be upon the presentation 100% of each and every shipping document at the destination port introducing CIQ, CCIC or SGS to ensure the quality forward to the Refinery/Seller. The Buyer will receive the Bill of Lading as well as the quantity and quality certificates approved by SGS or equivalent international Inspectors, available at each loaded vessel at port of loading.

STANDARD RUSSIAN AND INTERNATIONAL TRADING PROCEDURE:

Position (acting as) of company and/or person, if official buyer's mandate, mandate certificate must be presented. If broker, agent, marketing facilitator, an NCNDA and IMFPA will be signed and negotiation will be held directly with buyer's mandate.
The Refinery (END SELLER) will require Soft probe authorization and ICPO issued directly to them via OJSC PET TRADING dated not later than 7 days from date of issue;

Mandate authorization to commence transaction on behalf of end-buyer. The Refinery will conduct due diligence on the received ICPO before any commencement of transaction.

The Refinery (END SELLER) is the paymaster and will endorse IMFPA by Russian state notary and international independent chamber of commerce and irrevocable promise statement/ post dated draft/check to cover each intermediary commission will be issued from Refinery's bank to buyer's side paymaster.

TERMS AND CONDITIONS (CIF:

The Refinery/SELLER will exclusively sell the herein named and described products via its approved Refinery Mandate and on the terms of CIF as the Legal representative having full authority to sign and distribute contract as herein described to facilitate the transaction between Buyer and Seller. Upon receipt of the Refinery/SELLER'S FCO with signatures, the Buyer will acknowledge by returning a signed copy of the FCO to the SELLER within 72-hour with soft Probe authorization.

1. Buyer confirms Soft Offer and issues ICPO.
2. Seller issues full corporate offer (FCO), Buyer sign and return full corporate offer.
3. Seller issues Draft Contract, Buyer review sign and return the contract to Seller in word format within 3 bank working days. Draft Contract opens for amendment.
4. Seller issues to Buyer the final Draft Contract (Sales and Purchase Agreement) in PDF format along with the Product Documents to includes: -
 - Certificate of origin of the product
 - Company registration certificate
 - Statement of product availability
 - Commitment to supply the product
 - Product certificate of analysis
5. Upon receiving of the final PDF contract and product documents, Within 5 banking days Buyer bank issues Documentary Letter of Credit MT700 for first lift according to seller verbiage to enable seller proceed with all payment of charges for accreditation, registration, legalization of SPA, POP documents, product booking & reservation to buyer company name with the relevant appropriate authorities for buyer legitimate purchase of product from Russia, failure to confirm Buyer's DLC within 5 banking days; Buyer becomes responsible for the payment of charges pending the confirmation of the swift DLC from the Buyer.
6. Seller makes arrangement for the chartered freight with world renowned shipping company for the transportation of the product to buyer designated discharge port,

both Seller and Buyer sign the Charter Party Agreement (CPA) together with the logistics company (A three parties 'CPA) this is applicable to trial lift only.

7. Seller issue commercial invoice and act of transfer, buyer sign and return. Seller proceeds with product packaging, port & custom clearance of product.
8. Seller issue to Buyer full POP documents, 2% PB and Export documentations. Buyer bank confirms swift. (if Seller fails to supply the cargo of the product to the Buyer this 2% Performance Bond will be paid to the Buyer). Seller bank sends to buyer's bank the Full Proof of Product (POP). The full POP documents include: -
 - Copy of license to export.
 - Copy of approval to export, issued by the ministry of justice, Russian Federation.
 - Copy of statement of availability of the product
 - Copy of the letter of commitment to produce the product
 - Copy of contract to transport the product to the loading port
 - Copy of the port storage agreement
 - Copy of the charter party agreement(s) to transport the product to discharge port
 - Copy of vessel questionnaire q88
 - Copy of bill of lading.The product SGS inspection charges will be borne by Seller at the loading port. Seller invites buyer for visitation to witness the final inspection and loading of product at the port (Optional to Buyer).
9. Loading & Shipment of product commences as schedule.
10. Upon Vessel's arrival and finalization of SGS at destination port & product discharge at the destination port, Buyer release payment via swift fund transfer within 5 to 7 banking days to Seller for total shipment value in favor of seller after discharge of product at destination port and receipt of the entire relevant shipping document for immediate negotiation and credited at Buyer's Bank Account. Seller within 48 hours pays the intermediaries involved according to signed contract & NCNDA.

PURCHASE PROCEDURES FOB AWSP

1. Seller issues SCO. Buyer issues ICPO with banking details.
2. Seller issues contract & commercial invoice to Buyer. Buyer sign and return the contract & commercial invoice to Seller within 48hrs.
3. Seller issues to Buyer the (1) statement of product availability (2) commitment to supply (3) product certificate of origin (4) company certificate of incorporation and tax Registration (5) company certificate of conformity
4. Within 3 banking days, Buyer provides to Seller tank storage agreement (TSA) and authority to verify (ATV).
5. Seller leases the buyer's tank for 2 days and issue the commitment/ assurance letter to inject product and proof of payment to Storage Company and Buyer. Buyer finalizes the extension of their appointed tank storage for the 3 days duration required by buyer for the inspection and dip test analysis by SGS of the product.
6. Seller commences with the injection of the first month shipment quantity from the seller reservoir/pipeline/ship into the loading port storage tanks. Seller issue injection report and DTA to buyer to enable buyer proceed with the inspection with the SGS Company.
7. SGS inspection company proceeds with the inspection and dip test of product in favor of Buyer at the storage facility. Upon Successful Q&Q Dip Test on the product, SGS issue the inspection report certificate to Buyer.
8. Buyer makes the payment for the Total Value of the Product Injected into the Tanks through the means of MT103-TT. Seller provides all the necessary export documentations to buyer and seller changes the ownership title to buyer company name Buyer commences lifting of the product with its Vessel Tanker.
9. Seller releases payment to all intermediaries 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.

ALTERNATIVE PURCHASE PROCEDURES FOB ASWP

1. Buyer sends ICPO on receipt of seller's soft offer along with buyer's CP and tank storage agreement (TSA)/ATV.
2. Seller issues commercial invoice (CI), with MOU for the available quantity in the storage tank. Buyer signs C.I with MOU /a scan copy of the buyer's passport and return back to seller.
3. Upon receipt of the signed CI/MOU seller provides following documents to buyer for verification:
 - a. Tank Storage Receipt/ATV.
 - b. Injection Report.
4. Buyer responds with an acceptance letter of the issued document and provide their TANK FARM PORT TERMINAL CODE and NOR from tank farm to receive the product upon completion of DIP and send to the seller.
5. Seller approves PTC/NOR and issue DTA accordingly for buyer and its SGS Agents to proceed with the dip Test inspection process on seller's tank.
6. Upon successful Dip Test and with favorable result, Buyer provide TSR for the product to be immediately transferred into Buyer's designated Tank(s).
7. The Seller provides the Full POP (Consigned in the name of the Buyer or designated Buyer) documents to be issued to the Buyer to include (as follows):
 - Commitment to Supply the Products
 - Product Passport
 - Product certificate of origin
8. Seller changes Title Holder of products to the Buyer Company Name or Buyer designated Name and issues the Title Holder Certificate/Export license to the Buyer Company.

9. Seller proceeds with the tank to tank transfer of the product to the buyers secured shore tank at the loading port.
10. Buyer pays via Swift MT103/TT wired transfer for the total cost of the product based on final CI and Final SGS Q & Q report.
11. 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.
12. Seller issues draft contract to buyer to review for R&E monthly deliveries

VESSEL TO VESSEL – TANK TO TANK (VTV)PURCHASE PROCEDURES FOB ASWP

1. Seller issue SCO. Buyer issues ICPO addressed to Seller/Refinery along with CPA from SHIPPING COMPANY and MT799 POF to Seller's Bank Coordinate.
2. Seller issues Commercial Invoice (CI) for the available quantity, NOR, Q&Q product passport inspection certificate and Product Injection Schedule from a reputable pipeline injection company as a guarantee of product availability in pipeline trunks ready for injection will be provided to buyer.
3. Buyer Verifies document, signs and returns back commercial invoice and sends Vessel Q88 and also proceed to obtain injection clearance/permit from the injection company to commence injection immediately.
4. Seller provide buyer with the below listed PPOP and ATV after injection is completed.
 - SGS Q&Q Report (conducted in buyer vessel not older than 24 hours)
 - Injection report (injection report of product into buyer vessel)
 - Authorization to sell (ATS)
 - ATB Authority to board for buyer to reconfirm product in vessel (optional).
5. Buyer confirms seller SGS report or buyer orders SGS to conduct Q&Q in vessel.
6. Buyer receives satisfactory report from SGS and buyer makes payment for total cost of product injected into buyer vessel via MT103.
7. Seller transfer Title Ownership to buyer.

8. Seller issue draft contract to Buyer for review of R&E monthly deliveries. Seller and Buyer signs contract for the agreed contract duration and one-year contract term delivery commences.