



ОТКРЫТОЕ АКЦИОНЕРНОЕ ОБЩЕСТВО  
НЕФТЕГАЗОВАЯ КОМПАНИЯ "РУССНЕФТЬ"



ОБЩЕСТВО С ОГРАНИЧЕННОЙ  
ОТВЕТСТВЕННОСТЬЮ  
"ТОМСКАЯ НЕФТЬ"

DATE OF ISSUE: 29/09/2016

REF/69401372000

## SALES OFFER

We the title holder Refinery OOO «Tomskaya-neft» hereby issue this Sales Offer with full corporate responsibility; we confirm and certify that we have the intention, capability and capacity to supply the below stated crude oil and petroleum products in accordance to Russian terms and conditions.

<u>PRODUCT NAME</u>	<u>FOB/TTO-ROTTERDAM: GROSS/NET</u>	<u>DELIVERY/QUANTITY</u>
Gasoil D2 L-0.2-62 GOST 305-82	USD\$ Gross 270 / 260 Net - FOB/TTO	Mini-Quantity: 50,000 MT. Per month
Jet-Fuel Colonial Grade 54	USD\$ Gross 34.00 / 30.00 Net - FOB /TTO	Mini-Quantity: 500,000 BBL Per month
Mazut-M100 GOST 1058575-99	USD\$ Gross 230.00 / 220.00 Net -FOB/TTO	Mini-Quantity: 50,000 MT. Per month
(R.E.B.C.O) GOST 9965-76	USD Gross 32.00 / 28.00 Net - FOB / TTO	Mini-Quantity: 500,000 BBL Per month
(L.P.G) GOST 20448-90	USD\$ Gross 230.00 / 220.00 Net - FOB/TTO	Mini-Quantity: 50,000 MT. Per month
Liquefied Natural Gas (LNG)	USD\$ Gross 250.00 / 240.00 Net - FOB/TTO	Mini-Quantity: 50,000 MT. Per month
Automotive Gas Oil –AGO	USD\$ Gross 260.00 / 250.00 Net - FOB/TTO	Mini-Quantity: 50,000 MT. Per month
D6 FUEL OIL	USD\$ Gross 0.78 / 0.76 Net - FOB/TTO	Mini-Quantity: 200,000,000 Gallons Per month
BITUMEN ALL GRADES	USD\$ Gross 210.00 / 200.00 Net - FOB/TTO	Mini-Quantity: 50,000 MT. Per month
BASE OIL ALL GRADES	USD\$ Gross 700.00 / 690.00 Net - FOB/TTO	Mini-Quantity: 50,000 MT. Per month
CST 180 Fuel Oil	USD\$ Gross 240.00 / 230.00 Net - FOB/TTO	Mini-Quantity: 50,000 MT. Per month

**ORIGINS:** All products are of Russian Origin.

**STAMPS/SIGNATURES:** Stamps and Signatures are obligatory for every issued document

**QUANTITIES:** Minimum capacity of delivery as stated above product list & Maximum capacity of delivery to be agreed

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**INSPECTION:** SGS or Similar

**DELIVERY:** FOB ROTTERDAM AND HOUSTON

**PAYMENT:** TT WIRE TRANSFER, MT103, SBLC MT760

**COMMON PROCEDURES:** All procedures shall be in accordance with the chronological procedures and rules promulgated by Russian Federation Ministry of Energy or related authority depending on the product for proper execution between buyer and seller.



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## FOB DIP AND PAY TRANSACTION PROCEDURE

1. BUYER ISSUES OFFICIAL ICPO WITH FULL BANKING AND COMPANY CERTIFICATE OF REGISTRATION / CP.
2. SELLER ISSUES COMMERCIAL INVOICE
3. BUYER RETURN SIGNED CI TO SELLER WITH LETTER OF ACCEPTANCE
4. SELLER PROVIDE TO BUYER STORAGE TERMINAL CONTACT, FOR BUYER AND TANK FARM TO FINALIZE THE NUMBER OF DAYS THE BUYER WANT TO EXTEND TANK FOR DIP TEST, BUYER SEND TO SELLER CONFIRMATION EMAIL AND EXTENSION INVOICE FROM THE TANK FARM FOR SELLER VERIFICATION
5. UPON BUYER SECURING THE TANK, SELLER ISSUE THE BELOW POP TO BUYER:
  - TANK STORAGE RECEIPT (TSR)
  - PRODUCT QUALITY PASSPORT
  - EXPORT LICENSE,
  - AUTHORIZATION TO SELL & COLLECT (ATSC)
  - COMMITMENT TO SUPPLY
  - AUTHORITY TO VERIFY (ATV)
6. UPON CONFIRMATION OF BUYER'S EXTENSION TSR FROM THE TANK FARM, BUYER REVIEWS SELLER'S POP DOCUMENTS. THEREAFTER ALL PARTIES INVOLVE SIGNS THE NCNDA/IMFPA FOR SELLER BANK ENDORSEMENT.
7. SELLER TRANSFERS THE TITLE OF PRODUCT OWNERSHIP TO BUYER & ISSUE DIP TEST AUTHORIZATION (DTA)
8. UPON CONFIRMATION OF DIP TEST BY BUYER'S SGS/SUVEYORS, SELLER ISSUES ALL RELEVANT EXPORT DOCUMENTS AND INJECTS THE PRODUCT INTO BUYER'S VESSEL OR TANKER.
9. SELLER PAYS COMMISSION TO ALL INTERMEDIARIES AS PER NCNDA/IMFPA WITHIN 24 HOURS AFTER RECEIVING PAYMENT OF COMMODITY FROM BUYER VIA MT103/TT.

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10. BOTH PARTIES NEGOTIATE AND SIGN ONE YEAR CONTRACT UP TO 60 MONTHS.

### TTO-TRANSACTION PROCEDURE

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) along with CP and Company Registration Certificate
2. Seller issues the MOU/TTO contract addendum for review and endorsement by both parties
3. Buyer obtain Legal Transshipment Ownership Certificate from the attorney in charge
4. Upon receipt of the Ownership Certificate with Proof of Product and Shipping documents as listed below:
  - A. Certificate of Origin
  - B. Company License to Export
  - C. Product Passport (Dip Test)
  - D. Vessel Tanker Details.
  - E. Bill of Lading
  - F. Vessel's Q88
5. The vessel will be re-routed to buyer's choice discharge port.
6. Upon arrival of the vessel at discharge Port, the vessel captain will hand over the entire original hard copy POP documents to the buyer's representative while buyer pays for the total shipment after SGS, CIQ or equivalent inspection at the discharge port via MT103.
7. Seller will release payments to the intermediaries involved within 48 hours of receiving the Payment for the product from the Buyer's bank

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Endorsed by;  
Director International Export Department  
ООО "ТОМСКАЯ-НЕФТЬ"



ТОМСКАЯ-НЕФТЬ

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