



Ачинский

нефтеперерабатывающий
ЗАВОД "РОСНЕФТЬ СУБСИДЪЯР"

Achinsk Refinery

H/Q Office 26/1, Sofiskaya Embankment, 117997, Moscow, Russian Federation

FULL CORPORATE OFFER

Date: 16th April , 2020.

Ref No: ACKROS/FC0/87/04/20

ATTENTION:

We the undersigned Company "**ACHINSK OIL REFINERY**" hereby issue this Full Corporate Offer with presented term conditions and confirm our irrevocable corporate and legal responsibility, under penalty of perjury that we are ready, willing and able to supply the below mentioned products herein and issue a draft Contract then Sales Purchase Agreement upon acceptance of our term and conditions stipulated herein. The term and procedures stipulated herein is in accordance with the term and procedures of procuring Oil & Gas products from Russia Federation.

TERMS OF NEGOTIATION

ORIGIN: RUSSIA FEDERATION

INCOTERMS: CIF

PORT: ANY PORT

INSPECTION: SGS, CIQ OR SIMILAR

ACCEPTABLE PAYMENT TERM: SBLC MT760 DLC MT700 MT103 T/T WIRE

AVIATION KEROSENE COLONIAL GRADE JET FUEL JP54/JET A1

MINIMUM LIFTABLE QUANTITY: 1,000,000 BBL. MAXIMUM 3,000,000 BBL. MONTHLY

PRICE F.O.B: GROSS USD \$36.00 BBL NET: USD \$34.00 BBL

CIF ORIGIN: RUSSIA

PORT: ANY

COMMISSION: USD\$2 (USD\$1 BUYER (CLOSED) / USD\$1 SELLER (OPEN))



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DIESEL-GAS OIL L0.2-62 GOST 305-82 (Diesel D2) Origin Russian

MINIMUM LIFTABLE QUANTITY: 100,000 MT. MAXIMUM 2,000,000 MT. MONTHLY

PRICE F.O.B: GROSS USD \$320.00 BBL NET: USD \$310.00 MT

CIF ORIGIN: RUSSIA

PORT: ANY

COMMISSION: USD\$10 (USD\$5 BUYER (CLOSED) / USD\$5 SELLER (OPEN))

D6 VIRGIN FUEL OIL Origin Russian

MINIMUM LIFTABLE QUANTITY: 600,000 GAL. MAXIMUM 5,000,000 GAL . MONTHLY

PRICE F.O.B: GROSS USD \$0.80 BBL NET: USD \$0.78 GAL

CIF ORIGIN: RUSSIA

PORT: ANY

COMMISSION: USD\$0.2 (USD\$0.1 BUYER (CLOSED) / USD\$0.1 SELLER (OPEN))

MAZUT FUEL OIL 100 GOST 10585/75-99 (Mazut M100) Origin Russian

MINIMUM LIFTABLE QUANTITY: 100,000 MT. MAXIMUM 2,000,000 MT. MONTHLY

PRICE F.O.B: GROSS USD \$220.00 MT NET: USD \$210.00 MT

CIF ORIGIN: RUSSIA

PORT: ANY

COMMISSION: USD\$5 (USD\$1 BUYER (CLOSED) / USD\$5 SELLER (OPEN))

RUSSIAN PETROLEUM COKE (PETCOKE)

MINIMUM LIFTABLE QUANTITY: 100,000 MT. MAXIMUM 4,000,000 MT. MONTHLY

PRICE F.O.B: GROSS USD \$70.00 MT NET: USD \$60.00 MT

ORIGIN: RUSSIA

PORT: ANY

COMMISSION: USD\$20 (USD\$5 BUYER (CLOSED) / USD\$5 SELLER (OPEN))



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(LCO) RUSSIAN LIGHT CYCLE OIL Origin Russian

MINIMUM LIFTABLE QUANTITY: 100,000 MT. MAXIMUM 3,000,000 MT. MONTHLY

PRICE F.O.B: GROSS USD \$230.00 MT NET: USD \$220.00 MT

CIF ORIGIN: RUSSIA

PORT: ANY

COMMISSION: USD\$10 (USD\$5 BUYER (CLOSED) / USD\$5 SELLER (OPEN))

(EN590 DIESEL FUEL) Origin Russian

MINIMUM LIFTABLE QUANTITY: 300,000 MT. MAXIMUM 5,000,000 MT. MONTHLY

PRICE F.O.B: GROSS USD \$220.00 MT NET: USD \$210.00 MT

CIF ORIGIN: RUSSIA

PORT: ANY

COMMISSION: USD\$10 (USD\$5 BUYER (CLOSED) / USD\$5 SELLER (OPEN))

AGO AUTOMOTIVE GAS OIL FLASHPOINT 66 ORIGIN RUSSIAN

MINIMUM LIFTABLE QUANTITY: 100,000 MT. MAXIMUM 2,000,000 MT. MONTHLY

PRICE F.O.B: GROSS USD \$240.00 MT NET: USD \$230.00 MT

CIF ORIGIN: RUSSIA

PORT: ANY

COMMISSION: USD\$10 (USD\$5 BUYER (CLOSED) / USD\$5 SELLER (OPEN))

LNG GOST 5542-87

MINIMUM LIFTABLE QUANTITY: 50,000 MT. MAXIMUM 3,000,000 MT. MONTHLY

PRICE F.O.B: GROSS USD \$220.00 MT NET: USD \$210.00 MT

CIF ORIGIN: RUSSIA

PORT: ANY

COMMISSION: USD\$10 (USD\$5 BUYER (CLOSED) / USD\$5 SELLER (OPEN))



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LIQUEFIED PETROLEM GAS (LPG)

MINIMUM LIFTABLE QUANTITY: 200,000 MT. MAXIMUM 4,000,000 MT. MONTHLY

PRICE F.O.B: GROSS USD \$230.00 MT NET: USD \$220.00 MT

CIF ORIGIN: RUSSIA

PORT: ANY

COMMISSION: USD\$10 (USD\$5 BUYER (CLOSED) / USD\$5 SELLER (OPEN))

GASOIL 500ppm / 50ppm

MINIMUM LIFTABLE QUANTITY: 50,000 MT. MAXIMUM 5,000,000 MT. MONTHLY

PRICE F.O.B: GROSS USD \$260.00 MT NET: USD \$250.00 MT

CIF ORIGIN: RUSSIA

PORT: ANY

COMMISSION: USD\$10 (USD\$5 BUYER (CLOSED) / USD\$5 SELLER (OPEN))

RUSSIAN ESPO CRUDE

MINIMUM LIFTABLE QUANTITY: 300,000 GAL. MAXIMUM 5,000,000 GAL. MONTHLY

PRICE F.O.B: GROSS USD \$240.00 GAL NET: USD \$230.00 GAL

CIF ORIGIN: RUSSIA

PORT: ANY

COMMISSION: USD\$10 (USD\$5 BUYER (CLOSED) / USD\$5 SELLER (OPEN))

EURO4 DIESEL, 50PPM

MINIMUM LIFTABLE QUANTITY: 100,000 MT. MAXIMUM 3,000,000 MT. MONTHLY

PRICE F.O.B: GROSS USD \$240.00 MT NET: USD \$230.00 MT

CIF ORIGIN: RUSSIA

PORT: ANY

COMMISSION: USD\$10 (USD\$5 BUYER (CLOSED) / USD\$5 SELLER (OPEN))

662110, Красноярский край, Большеулуйский район, Промышленный
ОГРН1022401153532/ИНН/КПП2443000518240901001
E-mail: export@achinskrefinerygazneft.ru
Tel: +7-495-298-9078

ACHINSK TRANSACTIONAL CIF PROCEDURE

1. Buyer sends ICPO (irrevocable corporate purchase order) and the buyer international passport or Identification including card and their company certification copy.
2. Seller issues draft SPA (open for amendments) to Buyer. Buyer signs, seals and returns the SPA to Seller for final endorsement. After reception of the signed contract Seller issues the NCNDA/IMFPA to Buyer and gives partial proof of product: -
 - ❖ Refinery commitment to supply.
 - ❖ Certificate of origin
 - ❖ Statement of availability of product
 - ❖ Notice of Readiness (NOR)
 - ❖ Authorization To Sell & Collect
 - ❖ by Russian standard of product after inspection at discharge port.
3. Changing of New Title Ownership, cost by Seller and ISPS & Fresh SGS including lodging the contract to the Government body for the contract approval for security and all transaction monitoring by Government
4. Seller bank issues full pop document to the Buyers bank alongside with the 2% performance bond (PB):
 - ❖ License to export, issued by the department of the ministry of energy, Russian federation
 - ❖ Approval to export, issued by the ministry of justice Russian federation
 - ❖ Statement of product availability
 - ❖ Refinery commitment to produce the product.
 - ❖ Transit contract to transport the product to the loading port. port storage agreement
 - ❖ Charter party agreement to transport the product to discharge port
 - ❖ Vessel questionnaire 88. - Bill of lading - SGS report at loading port.
 - ❖ Dip test authorization (DTA) & (ATB) nor/eta
 - ❖ Certificate of ownership transfer
 - ❖ Allocation transaction passport code certificate (ATPCC) Issued by ministry of energy.
5. Within 7 banking days, Buyers bank sends transferable irrevocable operative DLC/SBLC via MT700/MT760 to Sellers fiduciary bank verbiage to Seller nominated fiduciary offshore bank account for first month

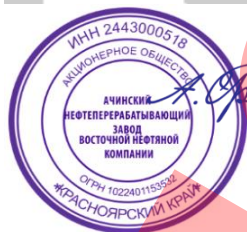
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shipment. Should Buyer fail to issue payment instrument within 5 banking days, Buyer will make cash deposit of \$1,700,000 by TT wire transfer for security guarantee to enable Seller charter vessel and commence shipment, and this payment will be deducted from the total cost

of product after inspection at discharge port.

6. Seller bank issues full pop document to the Buyers bank alongside with the 2% performance bond (PB): - License to export, issued by the department of the ministry of energy, Russian federation - Approval to export, issued by the ministry of justice Russian federation - Statement of product availability - Refinery commitment to produce the product. - Transit contract to transport the product to the loading port. port storage agreement - Charter party agreement to transport the product to discharge port - Vessel questionnaire 88. - Bill of lading - SGS report at loading port. - Dip test authorization (DTA) & (ATB) nor/eta - Certificate of ownership transfer - Allocation transaction passport code certificate (ATPCC) by ministry of energy.
7. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer's discharge port within 5-25 days. The SGS inspection will be borne by the Seller at the loading seaport and the Buyer at the unloading seaport.
8. After arrival of the vessel at discharge port and successful result of the Dip Test with positive Q & Q report, buyer releases payment to seller by TT/MT103 for the trial shipment of one month, 7. Seller makes payment to intermediaries according to the signed NCNDA / IMFPA. 8. Following shipments commence as per Contract Schedule



BELOV OLEG ALEXANDROVICH
GENERAL DIRECTOR
ACHINSK OIL REFINERY