



**САМАРАНЕФТЕГАЗ**

443071, САМАРСКАЯ ОБЛАСТЬ, ГОРОД САМАРА,  
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ОГРН 1026300956990 ИНН 6315229162  
Date: 28/12/19 Valid till 27/03/20

**OAO SAMARANEFTEGAZ**  
PUSHKIN ANDREI.A

REF: 001-2020RU

## FOB SPOT SOFT CORPORATE OFFER

OAO Samaraneftegaz is the largest oil and gas producer of Rosneft in the Samara region and the second largest in terms of production" with full legal responsibility, under penalty of perjury we hereby issue this Soft Corporate Offer with given terms and conditions as stated in this offer to confirm our readiness to execute a Sales and Purchase Agreement with end buyers, and the ability to supply the following commodity according to the terms and conditions stipulated in this soft corporate offer.

Commodity: JET A1 FUEL (AVIATION KEROSENE COLONIAL GRADE) RUSSIAN ORIGIN

Gross Price: USD \$43.00 Net USD \$40.00 PER BBL SPOT ROTTERDAM PORT

Commodity: D2 DIESEL GAS OIL L-0.2-62 GOST 305-82 RUSSIAN ORIGIN

Gross Price: USD \$ 345.00 Net USD \$335.00 PER MT SPOT ROTTERDAM PORT

Commodity: D6 FUEL OIL RUSSIAN ORIGIN

Gross Price: USD \$ 1.00 Net USD \$0.95 PER GALLON SPOT ROTTERDAM PORT

Commodity: MAZUT M100 GOST 10585-75 RUSSIAN ORIGIN

Gross Price: USD \$ 275 Net USD \$265.00 PER MT SPOT ROTTERDAM PORT

Commodity: MAZUT M100 GOST 10585-99 RUSSIAN ORIGIN

Gross Price: USD \$ 275.00 Net USD \$265.00 PER MT SPOT ROTTERDAM PORT

Commodity: UREA 46% PRILLED AND GRANULAR RUSSIAN ORIGIN

Gross Price: USD\$ 265.00 Net USD \$255.00 PER MT SPOT ROTTERDAM PORT

Commodity: REBCO RUSSIAN EXPORT BLEND CRUDE OIL GOST 9965-76

Gross Price: USD \$ 44.00 Net USD \$41.00 PER BBL SPOT ROTTERDAM PORT

Commodity: LPG (LIQUEFIED PETROLEUM GAS) RUSSIAN ORIGIN

Gross Price: USD \$ 385.00 Net USD \$375.00 PER MT SPOT ROTTERDAM PORT

Commodity: LNG (LIQUEFIED NATURAL GAS) RUSSIAN ORIGIN

Gross Price: USD \$ 355.00 Net USD \$345.00 PER MT SPOT ROTTERDAM PORT

Commodity: GASOLINE 93 OCTANE RUSSIAN ORIGINS

Gross Price: USD \$ 235.00 Net USD \$225.00 PER MT SPOT ROTTERDAM PORT

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[ ] **Commodity: GASOLINE 89 OCTANE RUSSIAN ORIGINS**

**Gross Price: USD \$ 235.00 Net USD \$225.00 PER MT SPOT ROTTERDAM PORT**

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**Gross Price: USD \$ 235.00 Net USD \$225.00 PER MT SPOT ROTTERDAM PORT**

[ ] **Commodity: CST-180 FUEL OIL RUSSIAN ORIGIN**

**Gross Price: USD \$ 285.00 Net USD \$275.00 PER MT SPOT ROTTERDAM PORT**

[ ] **Commodity: NAPHTHA RUSSIAN ORIGIN**

**Gross Price: USD \$ 340.00 Net USD \$330.00 PER MT SPOT ROTTERDAM PORT**

We subscribe to energy market data services, and independent market Intellect services that provide us with regular reports that we circulate to our customers to keep them informed of changes that regularly occurs in the market. We react to market factors and May make possible Changes in pricing without public notice. If you are in need of other Petroleum-based products, we can source them for you provided the Volume is high (at least min-20,000 metric tons and max-500,000 Metric tons/ 5,000,000 Barrels per month).

**(1) FOB SPOT PROCEDURE RUSSIAN PORT:**

- 1) Buyer issue LOI/ICPO address to seller refinery company name with company registration certificate.
- 2) Seller issues Commercial Invoice to Buyer, Buyer contact Seller logistic company and sign Charter party Agreement (CPA) with them, Buyer signs and returns back CI to Seller along with:
  - a. CHARTER PARTY AGREEMENT (CPA).
- 3) Upon confirmation and approver of the CPA, Seller issue to buyer the NOR (Notice of readiness) to commence the injection of the product into buyer's Vessel and Injection commences as per agreed FOB SPOT Lift-able Quantity.
- 4) After completion of the Injection, the seller shall precede providing buyer with the following POP.
  - A. INJECTION REPORT/PRODUCT PASSPORT ANALYSES DIP TEST
  - B. COMMITMENT TO SUPPLY/TANK RECEIPT
  - C. BILL OF LADING/Q88 AND VESSEL MANIFEST.
  - D. COMPANY LICENSE AND EXPORT LICENSE.
  - E. FRESH SGS QUALITY&QUANTITY



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F. UNDITIONAL DTA, IF NECESSARY.

5) Upon Buyer's 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 TT/MT103.

6) Buyer release payment for the total cost of the product to Seller bank by swift TT Wire transfer, Seller issue Certificate of ownership in Buyers name.

7) Seller confirms Buyer payment and immediately releases payment to all intermediaries that Involved in the said transaction

**(2) FOB SPOT PROCEDURE ROTTERDAM:**

1) Buyer issue LOI/ICPO address to seller refinery company name along with company registration certificate.

2) Seller issues Commercial Invoice and PPOP documents to Buyers to confirm product existence, Buyer upon verification signs and returns CI back to Seller.

a. Buyer request five (5) days lease payment invoice from Seller Tank farm ([www.met-europoort.nl](http://www.met-europoort.nl)) tankstorage@met-europoort.nl.

3) Upon confirmation and approval of Buyer five (5) days lease payment receipt seller issue DTA to Buyer for inspect of the product.

4) Buyer visit Seller for TTM (Face to Face) meeting at Rotterdam to sign SPA (contract) and get POP.

5) Seller shall precede providing buyer with the following POP.

-FRESH SGS QUALITY&QUANTITY

-COMMITMENT TO SUPPLY/TANK RECEIPT

-CERTIFICATE OF OWNERSHIP.

-COMPANY LICENSE AND EXPORT LICENSE.

-Q&Q PRODUCT PASSPORT ANALYSES DIP TEST

6) Upon Buyer's successful Q&Q dip test on the product, Buyer makes the payment for the Total Value of the product, Seller issue to buyer the NOR (Notice of readiness) to commence the injection of the product into buyer's Vessel and Injection commences as per agreed SPOT Lift Quantity.

7) Buyer release payment for the total cost of the product to Seller bank by swift TT Wire transfer/TT/MT103, Seller issue Certificate of ownership in Buyers name.

8) Seller confirms Buyer payment and immediately releases payment to all intermediaries that Involved in the said transaction.

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### (3) TANKER TAKE OVER PROCEDURE ROTTERDAM:

1. Buyer accepts Seller's Soft Offer, buyer issues (ICPO) company registration certificate.
2. Upon acceptance of buyer ICPO, Seller issues Commercial Invoice, Buyer signs the commercial invoice and returns to seller, seller issues to Buyer the below listed documents for Buyer to confirm product existence.
  - CLEAN-ON-BOARD OCEAN BILL OF LADING.
  - CARGO MANIFEST
  - NON-WOODEN PACKAGING REPORT.
3. Buyer immediately Pay for Transfer of ownership title and also the vessel charges to his destination port, upon confirmation of the payment seller issue certificate of ownership on the Buyers name and lease the below document to Buyer.
  - a. Q&Q and Q88
  - b. ATB
  - c. Ullage Report
  - d. Export License
  - e. Cargo Manifest

\* NCNDA/IMFPA is signed by the involved parties.
4. Upon successful Q and Q including Dip Test, Buyer pays for total product cost by Wire Transfer / Swift MT-103 into the Seller's account.
5. Seller releases original POP documents in buyer's name and Trans-loading commences.
6. Seller pays commissions to all intermediaries, Both Parties proceed with the signing for a 12 Months FOB Rotterdam contract upon completion of the first trial order.



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