



Address: 692929, PRIMORSKY kray, NAKHODKA, ul. MAKAROVA, d. 19  
Toll: +7 (4236) 67-69-60 Fax: +7 (4236) 67-69-60. Email: [info@tank-rosneftnadka-nnp.ru](mailto:info@tank-rosneftnadka-nnp.ru), [www.tank-rosneftnadka-nnp.ru](http://www.tank-rosneftnadka-nnp.ru)

Our Ref: NAKHODKA/SCO/1-12/20  
Date: 14<sup>th</sup> of April 2020–  
Expires: 20<sup>th</sup> April 2020

Наши работы NAKHODKA/SCO/6-12/20  
Дата: 14<sup>th</sup> Апрель 2020–  
Истекает: 20 Апрель 2020

**TO:**  
**Buyer mandate**  
**On behalf of the buyer**

## **SOFT CORPORATE OFFER & TERMS/POLICY OF EXPORT**

### **TANK TO TANK TRANSFER/TAKEOVER PROCEDURES:**

**Payment:** Terms of Payment to be agreed upon by the Buyer and Seller.

**Proof of Fund:** TT

**Inco terms:** SPOT with roll for extension

**Inspection:** SGS, CCIC or Similar by seller

**Country of origin:** Russian Federation

**Stamp and Signatures:** Stamps and Signature are obligatory for every issued

**Commission Structure:** Buyer Side

**Contract period:** sport with roll of extension for 12 consecutive months, upon success of spot shipment

**Destination: Vietnam: Van Phong, Nha Be, B12, Cu Lao Tau**

**Commission:** Buyer side.....

**Shipping period:** depends on buyer destination port

**Price:** Gross \$160-Net 140 USD/MT

**Product:** D2 Diesel Oil GOST 305-82 Sulfur 500 PPM

We, OJSC RN-Nakhodkanefteprodukt Refinery Russia, with full legal corporate authority and under penalty and perjury, hereby confirm our interest and that we are ready, willing and able to Sale the products as described below and enter into Sales and Purchase Agreement with the Buyer, We must finalize a trial shipment with a first time buyer via tanker to tanker take over (which we can still sail to buyer's port if buyer doesn't wants to rent a vessel for transshipment) before proceeding with an annual 12 months contract with the same buyer and a separate contract will have to be signed for 12 months annual contract in either buyer or seller's office, before initiation the long term bond, we must first finalize a trial shipment as stated above and with the bellow non-negotiable procedure bellow.

### **INTERNATIONAL TANKER TO TANKER STANDARD PROCEDURE IN THE HIGH INTERNATIONAL WATERS:**

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1. Seller sends FCO.
2. Buyer accepts FCO and countersigns, issues an official ICPO.
3. Buyer issues ICPO
4. Seller TAKE OVER CONTRACT
5. Both parties' signs TAKE OVER CONTRACT and seal it
6. Seller issues partial POP including:
  - a. Current Bill of Lading (To enable buyer spot the vessel/cargo's location)
  - b. Product availability
  - c. Product Passport
  - d. Refiner commitment to supply product
  - e. Refinery insurance certificate from refinery's insurance company to guarantee the trial shipment delivery
  - f. Vessel Manifest
7. Upon confirmation of the above partial POP documents, buyer shall borne charges (USD 178,000.) to the shipping company designated agent nominated by the shipping company's for re-routing of the vessel to buyer's destination port (NOTE: The price for re-routing the vessels depends on buyer's destination port and product type)the listed price above is from Russia to any Asia country. (The re-routing prices varies, on the quantity and product)
8. Seller shall issue full POP to buyer via bank to bank:
  - a. Copy license to export, issued by the department of the ministry of energy
  - b. Copy of approval to export, issued by department of the ministry of justice
  - c. Copy of Transnet contract to transport the product to port o loading
  - d. New copy of charter party agreements to transport the product to discharge port.
  - e. NEW Bill of Lading to buyer destination port
  - f. Allocation passport certificate issued by ministry of solid minerals and natural Resources
  - g. DTA & ATB
9. Buyer takes over vessel as vessel sails to buyer's destination port and buyer can also board the vessel in the high sea
10. Upon confirmation of the vessel at buyer's port, seller shall give buyer maximum of 5 working days to as attain Q&Q and make payment for full product at buyer destination port via TT. Note that upon finalizing of trial shipment we shall roll into 12 months contract depends on buyer's orders and quantity and we shall deliver monthly delivery without buyer putting for any delivery guarantees like BG or LCs, we shall delivery month and buyer will make payment 5 days after inspection at buyer's port of delivery

## **PRODUCTS & PRICES**

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**Russia Diesel D2 Diesel Oil GOST 305-82 Sulfur 500 PPM**

Origin: Russia

Quantity: 50,000 MT

Maximum of 50,000 MT (SPOT ONLY)

TANK FARM LOCATION: LOADED ON A VESSEL.

REFINERY PRICE: GROSS \$180.00 USD/ NET \$150.00 USD

TERM: TTO ASWP (AFTER BUYER RE ROUTES THE VESSEL, WE WILL DELIVER THE PRODUCT TO BUYER'S FINAL PORT)

CONTRACT DURATION: spot with roll of extension for 12 months 100,000 MT maximum monthly (This can be increased to any desired quantity of the buyer)

**Destination: Vietnam: Van Phong, Nha Be, B12, Cu Lao Tau**

**Special note: Upon successful finalizing this trial shipment we shall not require buyer to issue any form of LC to commence delivery in annual contract, we shall deliver monthly and buyer will make payment in buyer's port after inspection.**

Специальное примечание: После успешного завершения этого пробную партию мы не будем требовать покупателя выдать какой-либо форме LC начать поставку в годовой контракт, мы будем поставлять ежемесячно и покупатель произвести оплату в порту покупателя после осмотра.

**AUTHORIZED SIGN & DATE:**

Г-н Леонид Арнольдович Федун  
Председатель: ОАО РН-Находка Нефтепродукт  
Россия Федерация

President: *Mr. Leonid Arnoldovich Fedun*  
Refinery: *OJSC RN-Nakhodka Nefteprodukt*  
*Russia Federation*

Date: 14<sup>TH</sup>/04/2020



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