

# ОАО «НОВОКУЙБЫШЕВСКИЙ НПЗ» / OJSC NOVOKUIBYSHEVSK REFINERY



**НПЗ**

OGRN: 1026303118126

INN: 6330000553/997150001

Date: 16 April, 2018

TO: END BUYER/BUYER'S MANDATE

VIA: ANDREW Y.W. (SELLER MANDATE CODE: NVS-RF/555-017/RU-SS)

## SOFT CORPORATE OFFER

THE MANAGEMENT AND EXECUTIVE BOARD OF **OJSC NOVOKUIBYSHEVSK REFINERY** AGREED ON THE RULING OF THE SALES AND EXPORT DEPARTMENT TOWARDS THIS **SOFT CORPORATE OFFER** AND ALSO CONFIRMS OUR READINESS TO EXECUTIVE A SALES AND PURCHASE AGREEMENT AND A SPOT TRANSACTION FOR THE UNDER LISTED PRODUCTS.

### **CONTRACT OFFER: CIF ASWP**

#### **DIESEL GAS D2 OIL GOST 305-82**

MINIMUM QUANTITY: 10,000 METRIC TONS IMMEDIATE LIFTABLE (X 12 MONTHS)

MAXIMUM QUANTITY: 300,000 METRIC TONS IMMEDIATE LIFTABLE (X 12 MONTHS)

PRICE: GROSS \$290.00 USD/270.00 USD NET ON CIF ASWP

#### **DIESEL GAS OIL ULTRA-LOW SULPHUR DIESEL 50PPM**

MINIMUM QUANTITY: 10,000 METRIC TONS IMMEDIATE LIFTABLE (X 12 MONTHS)

MAXIMUM QUANTITY: 300,000 METRIC TONS IMMEDIATE LIFTABLE (X 12 MONTHS)

PRICE: GROSS \$ 290.00 USD/270.00 USD NET ON CIF ASWP

#### **AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL RUSSIAN ORIGIN**

MINIMUM QUANTITY: 500,000 BBL PER IMMEDIATE LIFTABLE (X 12 MONTHS)

MAXIMUM QUANTITY: 5,000,000,000 BBL IMMEDIATE LIFTABLE (X 12 MONTHS)

PRICE: GROSS \$38, NET \$34. ASWP

#### **MAZUT 100 GOST-1058575 RUSSIAN ORIGIN**

MINIMUM QUANTITY: 50,000 MT PER IMMEDIATE LIFTABLE (X 12 MONTHS)

MAXIMUM QUANTITY: 300,000 MT PER IMMEDIATE LIFTABLE (X 12 MONTHS)

PRICE: GROSS USD \$ 200/ NET USD \$ 180-CIF ASWPPRICE:

#### **MAZUT 100 GOST-10585-99 RUSSIAN ORIGIN**

MINIMUM QUANTITY: 50,000 MT PER MONTH X 12 MONTHS

MAXIMUM QUANTITY: 300,000 MT PER MONTH X 12 MONTHS

PRICE: GROSS USD \$ 200/ NET USD \$ 180-CIF ASWPPRICE:

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## **IFO380 (MARINE OIL) EN590 GOST 52368-2005**

MINIMUM QUANTITY: 50 000 MT PER IMMEDIATE LIFTABLE (X 12 MONTHS)

MAXIMUM QUANTITY: 300,000 MT PER IMMEDIATE LIFTABLE (X 12 MONTHS)

PRICE: USD \$330 / NET USD \$310-CIF

## **HSD2 GAS OIL L-0.2-62 GOST 305-82 AGO (AUTOMATIVE GAS OIL)**

MINIMUM QUANTITY: 50,000 METRIC TONS IMMEDIATE LIFTABLE (X 12 MONTHS)

MAXIMUM QUANTITY: 300,000 METRIC TONS IMMEDIATE LIFTABLE (X 12 MONTHS)

PRICE: USD/\$330.00 USD 310NET ON CIF/ASWP

## **CST-180 FUEL OIL (BUNKER FUEL)**

MINIMUM QUANTITY: 30,000 METRIC TONS IMMEDIATE LIFTABLE (X 12 MONTHS)

MAXIMUM QUANTITY: 300,000 METRIC TONS IMMEDIATE LIFTABLE (X 12 MONTHS)

PRICE: \$ 330.00 USD/\$310.00 USD NET ON CIF/ASWP

## **BITUMEN GRADES: 40/50, 60/70 AND 80/100**

MINIMUM QUANTITY: 10,000 MT PER MONTH X 12 MONTHS

MAXIMUM QUANTITY: 300,000 MT PER MONTH X 12 MONTHS

PRICE: USD \$160/ NET USD \$ 140 –CIF /ASWP

## **C4 RAFFINATE**

MINIMUM QUANTITY: 10,000 MT PER IMMEDIATE LIFTABLE (X 12 MONTHS)

MAXIMUM QUANTITY: 300,000 MT PER IMMEDIATE LIFTABLE (X 12 MONTHS)

PRICE: GROSS USD \$ 280/ NET USD \$ 260-CIF ASWP

## **RUSSIA EXPORT BLEND CRUDE GOST 9965-76**

MINIMUM QUANTITY: 100,000 BBL PER MONTH X 12 MONTHS

MAXIMUM QUANTITY 5,000,000 BBL PER MONTH X 12 MONTHS

PRICE: GROSS \$34, NET \$30. CIF ASWP

## **LIQUIDIFIED NATURAL GAS RUSSIAN ORIGIN**

MINIMUM QUANTITY: 50,000 MT PER MONTH X 12 MONTHS

MAXIMUM QUANTITY: 300,000 MT PER MONTH X 12 MONTHS

PRICE: GROSS USD \$ 200 / NET USD \$ 180-CIF / ASWP



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## **LIQUIFIED PETROLEUM GAS 40% PROPANE AND 60% BUTANE MIX RUSSIAN ORIGIN**

MINIMUM QUANTITY: 50,000 MT PER MONTH X 12 MONTHS

MAXIMUM QUANTITY: 300,000 MT PER MONTH X 12 MONTHS

PRICE: GROSS USD \$ 200 / NET USD \$ 180-CIF / ASWP

## **UREA 46% PRILLED & GRANULAR (RUSSIAN ORIGIN)**

MINIMUM QUANTITY 10,000 MT PER MONTH X 12 MONTHS

MAXIMUM QUANTITY: 200,000 MT PER MONTH X 12 MONTHS

PRICE: GROSS USD \$ 240 / NET USD \$ 220-CIF

## **CIF CONTRACT BANKING TRANSACTION PROCEDURES:**

1. BUYER ACCEPTS SELLER'S PROCEDURE AND ISSUES ICPO WITH THE FOLLOWING: BANKING DETAILS, COMPANY PROFILE, PASSPORT COPY ALONG WITH DULY EXECUTED IMFPA OF ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND AN ACCEPTANCE LETTER FROM BUYER STATING THE BUYER ADHERES TO SELLER'S PROCEDURES.
2. SELLER ACKNOWLEDGES BUYER'S ICPO AND ISSUES CONTRACT TO BUYER OPEN FOR AMENDMENT. BUYER SIGNS AND RETURNS THE CONTRACT TO THE SELLER IN WORD FORMAT WITHIN THREE (3) INTERNATIONAL WORKING DAYS.
3. SELLER MAKES THE FINAL SIGNATURE, NOTARIZED THE CONTRACT WITH APPROPRIATE AUTHORITIES, CONVERT TO PDF AND SEND TO BUYER BY EMAIL AS FINAL APPROVED COPY ALONG WITH THE FOLLOWING:
  - A. PRODUCT QUALITY PASSPORT - QUALITY CERTIFICATE
  - B. PRODUCT ALLOCATION CERTIFICATE ISSUED BY MINISTRY OF ENERGY;
  - C. EXPORT LICENSE ISSUED BY RUSSIAN MINISTRY OF ENERGY;
  - D. CERTIFICATE OF ORIGIN
  - E. PRODUCT QUANTITY CERTIFICATE
  - F. CONFIRMING WARRANT
4. BUYER'S BANK IN ACCORDANCE WITH SELLER'S VERBIAGE SHALL ISSUE DLC MT700 WITHIN EIGHT (8) WORKING DAYS FOR FIRST SHIPMENT'S VALUE TO SELLER'S FINANCIAL BANK TO ENABLE SELLER COMMENCE LOADING OF PRODUCT WITH THE SHIPPING COMPANY. SELLER TO FINALISE LOADING WITHIN SIX (6) WORKING DAYS. BUT IF BUYER FAILS TO ISSUE DLC MT700 WITHIN EIGHT (8) WORKING DAYS, AS AN ALTERNATIVE PROVISION BUYER PAYS VIA TT \$410,000 TO SELLER AS TRANSACTION GUARANTEE

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PERFORMANCE WITHIN SEVENTY-TWO (72) HOURS WHICH WILL BE DEDUCTED FROM THE PRODUCT'S INVOICE VALUE WHEN FINAL PAYMENT IS MADE BY THE BUYER AFTER DISCHARGE OF PRODUCT AT DESTINATION PORT.

5. UPON RECEIPT OF BUYER'S BANK FINANCIAL INSTRUMENT; **SELLER'S BANK IN RESPONSE ISSUES OPERATIVE TWO PERCENT (2%) PB** IN FAVOR OF BUYER'S BANK ACCOUNT WITHIN **THREE (3) WORKING DAYS**, WHICH IS SUBMITTED AND DETAILED IN THE MUTUALLY AGREED **SIGNED CONTRACT**.

6. UPON SELLER'S BANK SUCCESSFUL EXCHANGE OF INSTRUMENT METHOD WITH BUYER'S BANK OR ALTERNATIVE TT PAYMENT OF \$410,000 PAID AND CONFIRMED IF BUYER FAILED TO ISSUE BANK INSTRUMENT WITHIN THE STIPULATED TIME FRAME, SELLER LOADS **PRODUCT WITHIN SIX (6) INTERNATIONAL WORKING DAYS** AND SENDS POP DOCUMENTS IN BUYER'S COMPANY NAME TO BUYER'S BANK VIA **BANK TO BANK SWIFT AND A COPY VIA EMAIL TO BUYER AND REPRESENTATIVE. (11 SETS BELOW):**

- A. **CERTIFICATE OF INCORPORATION;**
- B. **ACT OF TRANSFER;**
- C. **COMMERCIAL INVOICE;**
- D. **COMPANY TAX PAYER'S CERTIFICATE;**
- E. **FRESH SGS REPORT;**
- F. **TANK RECEIPT;**
- G. **Q88 AND QUALITY SPECIFICATION;**
- H. **BILL OF LADING.**
- I. **CERTIFICATE OF NON-WOODEN PACKAGE**
- J. **NOR-NOTICE OF READINESS, AND;**
- K. **ETA-ESTIMATED TIME OF ARRIVAL**

7. BUYER NOTIFIES SELLER BY OFFICIAL WRITTEN NOTICE OF HIS BANK RECEIVING SELLER'S POP DOCUMENTS WHILE SELLER SENDS TO BUYER THE REGISTERED HARD COPY OF THE CONTRACT THROUGH COURIER SERVICE **WITHIN TWO (2) WORKING DAYS**.

8. SHIPMENT COMMENCES AS SCHEDULED IN THE CONTRACT AND UPON ARRIVAL OF THE CARGO AT THE DISCHARGE PORT, BUYER'S INSPECTION TEAM CARRIES OUT CIQ, SGS OR EQUIVALENT INSPECTION TO ASCERTAIN QUALITY AND QUANTITY.

9. PRODUCT IS DISCHARGED AFTER SUCCESSFUL INSPECTION INTO BUYER'S STORAGE FACILITY, THEN BUYER'S BANK RELEASES PAYMENT FOR TOTAL VALUE OF THE PRODUCT TO SELLER'S BANK WITHIN SEVENTY-TWO (72) HOURS BY TT MT 103. SELLER TRANSFERS TITLE OF THE PRODUCT TO BUYER. SELLER PAYS ALL INTERMEDIARIES/PARTIES INVOLVED IN THE TRANSACTION THEIR COMMISSION AS PER IMFPA BY TT WITHIN TWO (2) WORKING DAYS.

10. SECOND AND SUCCEEDING SHIPMENTS CONTINUE

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VITALY ZUBER  
GENERAL DIRECTOR  
OJSC NOVOKUIBYSHEVSK REFINERY



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### CONTRACT OFFER: CIF ASWP

#### **DIESEL GAS D2 OIL GOST 305-82**

MINIMUM QUANTITY: 10,000 METRIC TONS IMMEDIATE LIFTABLE (X 12 MONTHS)

MAXIMUM QUANTITY: 300,000 METRIC TONS IMMEDIATE LIFTABLE (X 12 MONTHS)

PRICE: GROSS \$290.00 USD/270.00 USD NET ON CIF ASWP

#### **DIESEL GAS OIL ULTRA-LOW SULPHUR DIESEL 50PPM**

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#### **AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL RUSSIAN ORIGIN**

MINIMUM QUANTITY: 500,000 BBLs PER IMMEDIATE LIFTABLE (X 12 MONTHS)

MAXIMUM QUANTITY: 5,000,000,000 BBLs IMMEDIATE LIFTABLE (X 12 MONTHS)

PRICE: GROSS \$38, NET \$34. ASWP

#### **MAZUT 100 GOST-1058575 RUSSIAN ORIGIN**

MINIMUM QUANTITY: 50,000 MT PER IMMEDIATE LIFTABLE (X 12 MONTHS)

MAXIMUM QUANTITY: 300,000 MT PER IMMEDIATE LIFTABLE (X 12 MONTHS)

PRICE: GROSS USD \$ 200/ NET USD \$ 180-CIF ASWP PRICE:

#### **MAZUT 100 GOST-10585-99 RUSSIAN ORIGIN**

MINIMUM QUANTITY: 50,000 MT PER MONTH X 12 MONTHS

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PRICE: GROSS USD \$ 200/ NET USD \$ 180-CIF ASWP PRICE:

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PRICE: \$ 330.00 USD/\$310.00 USD NET ON CIF/ASWP

## **BITUMEN GRADES: 40/50, 60/70 AND 80/100**

MINIMUM QUANTITY: 10,000 MT PER MONTH X 12 MONTHS

MAXIMUM QUANTITY: 300,000 MT PER MONTH X 12 MONTHS

PRICE: USD \$160/ NET USD \$ 140 -CIF /ASWP

## **C4 RAFFINATE**

MINIMUM QUANTITY: 10,000 MT PER IMMEDIATE LIFTABLE (X 12 MONTHS)

MAXIMUM QUANTITY: 300,000 MT PER IMMEDIATE LIFTABLE (X 12 MONTHS)

PRICE: GROSS USD \$ 280/ NET USD \$ 260-CIF ASWP

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MINIMUM QUANTITY: 50,000 MT PER MONTH X 12 MONTHS

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PRICE: GROSS USD \$ 200 / NET USD \$ 180-CIF / ASWP



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MINIMUM QUANTITY 10,000 MT PER MONTH X 12 MONTHS

MAXIMUM QUANTITY: 200,000 MT PER MONTH X 12 MONTHS

PRICE: GROSS USD \$ 240 / NET USD \$ 220-CIF

## **CIF CONTRACT BANKING TRANSACTION PROCEDURES:**

1. BUYER ACCEPTS SELLER'S PROCEDURE AND ISSUES ICPO WITH THE FOLLOWING: BANKING DETAILS, COMPANY PROFILE, PASSPORT COPY ALONG WITH DULY EXECUTED IMFPA OF ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND AN ACCEPTANCE LETTER FROM BUYER STATING THE BUYER ADHERES TO SELLER'S PROCEDURES.
2. SELLER ACKNOWLEDGES BUYER'S ICPO AND ISSUES CONTRACT TO BUYER OPEN FOR AMENDMENT. BUYER SIGNS AND RETURNS THE CONTRACT TO THE SELLER IN WORD FORMAT WITHIN THREE (3) INTERNATIONAL WORKING DAYS.
3. SELLER MAKES THE FINAL SIGNATURE, NOTARIZED THE CONTRACT WITH APPROPRIATE AUTHORITIES, CONVERT TO PDF AND SEND TO BUYER BY EMAIL AS FINAL APPROVED COPY ALONG WITH THE FOLLOWING:
  - A. **PRODUCT QUALITY PASSPORT - QUALITY CERTIFICATE**
  - B. **PRODUCT ALLOCATION CERTIFICATE ISSUED BY MINISTRY OF ENERGY;**
  - C. **EXPORT LICENSE ISSUED BY RUSSIAN MINISTRY OF ENERGY;**
  - D. **CERTIFICATE OF ORIGIN**
  - E. **PRODUCT QUANTITY CERTIFICATE**
  - F. **CONFIRMING WARRANT**
4. BUYER'S BANK IN ACCORDANCE WITH SELLER'S VERBIAGE SHALL ISSUE **DLC MT700 WITHIN EIGHT (8) WORKING DAYS FOR FIRST SHIPMENT'S** VALUE TO SELLER'S FINANCIAL BANK TO ENABLE SELLER COMMENCE LOADING OF PRODUCT WITH THE SHIPPING COMPANY. SELLER TO FINALISE LOADING WITHIN SIX (6) WORKING DAYS. BUT IF BUYER FAILS TO ISSUE DLC MT700 WITHIN EIGHT (8) WORKING DAYS, AS AN ALTERNATIVE PROVISION BUYER PAYS VIA TT \$410,000 TO SELLER AS TRANSACTION GUARANTEE



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5. UPON RECEIPT OF BUYER'S BANK FINANCIAL INSTRUMENT; **SELLER'S BANK IN RESPONSE ISSUES OPERATIVE TWO PERCENT (2%) PB** IN FAVOR OF BUYER'S BANK ACCOUNT WITHIN **THREE (3) WORKING DAYS**, WHICH IS SUBMITTED AND DETAILED IN THE MUTUALLY AGREED **SIGNED CONTRACT**.

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- A. **CERTIFICATE OF INCORPORATION;**
- B. **ACT OF TRANSFER;**
- C. **COMMERCIAL INVOICE;**
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- F. **TANK RECEIPT;**
- G. **Q88 AND QUALITY SPECIFICATION;**
- H. **BILL OF LADING.**
- I. **CERTIFICATE OF NON-WOODEN PACKAGE**
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7. BUYER NOTIFIES SELLER BY OFFICIAL WRITTEN NOTICE OF HIS BANK RECEIVING SELLER'S POP DOCUMENTS WHILE SELLER SENDS TO BUYER THE REGISTERED HARD COPY OF THE CONTRACT THROUGH COURIER SERVICE **WITHIN TWO (2) WORKING DAYS**.

8. SHIPMENT COMMENCES AS SCHEDULED IN THE CONTRACT AND UPON ARRIVAL OF THE CARGO AT THE DISCHARGE PORT, BUYER'S INSPECTION TEAM CARRIES OUT CIQ, SGS OR EQUIVALENT INSPECTION TO ASCERTAIN QUALITY AND QUANTITY.

9. PRODUCT IS DISCHARGED AFTER SUCCESSFUL INSPECTION INTO BUYER'S STORAGE FACILITY, THEN BUYER'S BANK RELEASES PAYMENT FOR TOTAL VALUE OF THE PRODUCT TO SELLER'S BANK WITHIN SEVENTY-TWO (72) HOURS BY TT MT 103. SELLER TRANSFERS TITLE OF THE PRODUCT TO BUYER. SELLER PAYS ALL INTERMEDIARIES/PARTIES INVOLVED IN THE TRANSACTION THEIR COMMISSION AS PER IMFPA BY TT WITHIN TWO (2) WORKING DAYS.

10. SECOND AND SUCCEEDING SHIPMENTS CONTINUE

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