



ОТКРЫТОЕ АКЦИОНЕРНОЕ ОБЩЕСТВО «РН «ИНГУШНЕФТЬ»  
(ОАО «РН «ИНГУШНЕФТЬ»)

Юридический адрес 386302, республика Ингушетия, город Малгобек, улица Османова, 2 а  
Административные: 115054, Москва Г. Дубининская Ул, 31а  
Tel: +7 (8734)62-38-08, факс: +7 (8734) 62-38-18, E-mail: info@rn-ingushneft.ru  
Administrative Address: 115054, Moscow, Dubininskaya Street, 31a  
Tel: +7(495)297-07-43, Fax+7(495)777-44-22  
ОКПО 66284513 ОГРН 1110601000212 ИНН/КПП 0601008540/ 060101001

От Date 15-01-2019  
№ 088INGUSHNEFT  
Ref. 044578  
На expire 12-03-2019

SOFT CORPORATE OFFER:

*We JSC "RN" INGUSHNEFT" under penalty and Perjury hereby confirm the Availability and Capability to Sale the under listed Products for Immediate SPOT, before Contract. The Supply is guaranteed to meet the Specifications and pass through the stringent requirements of SGS or Equivalent. Only direct negotiations from End buyers will be considered.*

DIESEL GAS D2 OIL GOST 305-82: RUSSIAN ORIGIN

Minimum Quantity: **Trail lift, 50,000 MT**  
Maximum Quantity: **200,000 MT Per (X 12 Months Contract)**  
Price: **Gross USD \$ 300/ Net UUD \$ 290-CIF ASWP.**  
Commission: **\$5 / \$5**

AVIATION KEROSENE COLONIAL GRADE 54-JET FUEL: RUSSIAN ORIGIN

Minimum **Trail lift. Quantity: 2,000,000 Barrels per lift**  
Maximum Contract Quantity: **3,000,000 Barrels per Month**  
Price: **Gross \$ 56.00 USD/\$54.00 USD Net Fob**  
COMMISSION: **\$2.**

VIRGIN FUEL OIL DG: RUSSIAN ORIGIN

Minimum **Trail lift. Quantity: 80 Million Gallon per lift**  
Maximum Contract Quantity: **100 Million Us Gallons /every: 14 days (two) Weeks**  
Price: **Gross \$ 0.80 USD /\$ 0.78 USD Net Fob**  
COMMISSION: **\$0.2**

MAZUT 100 GOST-1058575 RUSSIAN ORIGIN

Minimum Quantity: **Trail lift, 100,000 MT**  
Maximum Quantity: **300,000 MT Per (X 12 Months Contract)**  
Price: **Gross USD \$ 200/ Net UUD \$ 190-CIF ASWP.**  
Commission: **\$5 / \$5**

LIQUEFIED NATURAL GAS GOST 5542-87 (LNG: RUSSIAN ORIGIN

Minimum Quantity: **Trail lift, 50,000 MT.**  
Maximum: **100,000 MT Per (X 12 Months Contract)**  
CIF ASWP Price: **\$250 Gross / \$240 Net**  
Commission: **\$5 / \$5**

DIESEL RUSSIAN DIESEL FUEL EN590/10PP

Minimum Quantity: **Trail lift, 50,000 MT**  
Maximum Quantity: **100,000 MT Per (X 12 Months Contract)**  
Price: **Gross USD \$ 260/ Net UUD \$ 250-CIF ASWP.**



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Commission: \$5 / \$5

PROCEDURE FOB DIP AND PAY ROTTERDAM PORT

1. Buyer issues ICPO together with tank storage agreement (TSA) and ATV Authorization to verify proof of storage availability on buyer company letterhead.
2. Seller issues Commercial Invoice (CI) ICC WARNING LETTER for the available quantity in the storage tank in Rotterdam.
3. Buyer signs and then return the commercial invoice with NCNDA/IMFPA signed by all buyer groups with commission structures.
4. Seller program the injection and then issues buyer the following documents (3 DAY Unconditional dip test authorization (DTA)).
  - . Fresh SGS Report Inspected in Rotterdam Shore Tanks.
  - . Injection report Shore Tank Rotterdam.
  - . Certificate of Origin.
  - . Commitment to Supply,
  - . Product passport.
  - . Notarized and endorse NCNDA/IMFPA by the seller and their bank.
  - Authorization to sell & collect (ATSC)
  - . Tank storage receipt. (TSR).
  - . (ATV) Authorization for physical verification of the product.
5. Buyer upon physical verification of the product and PPOP confirmation order SGS to conduct the Dip test in the seller Storage Tank on buyer expense.
6. Upon successful dip test, Buyer present tank storage receipt (TSR) or Vessel details.
7. Seller commence injection immediately into buyer tank and "issues buyer Title of Ownership certificate to be followed by all export Documentation.
8. Buyer makes payment by MT103 or TT wire transfer for the total product and lifts the product and seller pays all intermediary involve in the transaction.

BANK TO BANK CIF RUSSIAN PORT PROCEDURE.

1. Buyer issues ICPO with letter of acceptance to seller upon receipt of soft corporate offer.
2. Seller issues Sales Purchase Agreement, (SPA) and open for amendment for buyer review including the first set (PPOP) documents

**Copy of Company Registration Certificate**  
**Copy of Statement of Product Availability.**  
**Copy of the Refinery Commitment to supply.**



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3. Buyer reviews draft agreement and returns to seller sign in word format and PDF format.

4. Seller acknowledged and submit the draft contract to the Ministry of energy for legalization on seller expense.

5. Seller within 72 hours' issues buyer the legalized contract alongside the Partial proof of product (PPOP) approved by the appropriate ministry via Email as regular buyer upon notarization

**DLC VERBIAGE, RMB CURRENCY/EURO CURRENCY)  
FRESH SGS REPORT BASED ON INTERNATIONAL ANALYTICAL REPORT,  
LEGALIZED CONTRACT FROM THE MINISTRY.  
COPY OF THE TANK RECEIPT OF THE PRODUCT  
COPY OF THE CERTIFICATE OF ORIGIN  
CHARTER PARTY AGREEMENT  
ATSC/AUTHORIZATION TO SELL& COLLECT**

6. Upon the confirmation of the listed partial PPOP, Buyer bank issues Non-operative letter of credit (DLC/MT700) covering the first shipment value. (Buyer's bank option).

7. Seller issues all shipping documents & BILL OF LADING to buyers in accordance to instrument presented by buyer's bank, Seller's bank replied with 2% PB to activate the letter of credit issued by the buyer bank.

8. Buyer confirm shipping documents with vessels captain while Seller effect delivery to buyer destination according to contract, The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the Unloading seaport then Shipment commences as per contract.

9. Buyer's bank upon arrival of the cargo at the discharge port, payment will be made for the Product by the buyer via MT103 100% after (Q& Q) or CIQ report Inspection at Discharge port

10. Seller will release payments to the intermediaries involved within 48 hours of receiving the Payment for the product from the Buyer's bank.

Signed  
JSC "RN" INGUSHNEFT  
Bekov Ruslan Salmanovich  
General Director  
INN: 060101299995  
Phone +7 (8734)62-38-08, факс: +7 (8734) 62-38-18,  
+7(495)297-07-43, Fax+7(495)777-44-22  
Company Registration, No: 0601008540  
email: info@rningushneft.ru

*Bogachuk  
Nikolay*

By

From: АО АНК ОДЕСНЕФТЬ <[info@ank-odesneft.ru](mailto:info@ank-odesneft.ru)>

Date: mar 19 feb 2019 alle ore 07:44

Subject: SOFT CORPORATE OFFER

To:

*Dear Sir*

*We Are AO ANK "ODESNEFT, We Specialize In Oil & Gas And also Extraction of oil (associated gas) Provision of drilling services related to the production of oil, gas and gas condensate Provision of other services in the field of oil and natural gas production Construction of utilities for water supply and water disposal, gas supply Exploratory drilling Pile works and foundation works Officially Registered And Operating As Oil And Gas Consultant And Stand As Guarantee To All Our Respective Buyer(S) Round The Globe, We Are Responsible For Our Buyers Product And As Well Process And Enhance Profitable Transactions, Attached Is Our Soft Corporate Offer For Your Esteem Company Please buyer must not contact the seller direct, all ICPO should be address to our company AO ANK "ODESNEFT..*

*С уважением*

**ZHUKOV VLADIMIR DANILOVICH**

**GENERAL DIRECTOR**

**АО АНК "ODESNEFT.**

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**АО АНК ОДЕСНЕФТЬ**