



RN-SHELF-ARKTIKA

ООО "РН-ШЕЛЬФ-АРКТИКА" / LLC "RN-SHELF-ARKTIKA" ИНН/INN7706584456 КПП/КРР773001001 ОГРН/ОГРН1057747399577

Адрес: 121151, г. Москва
ул. Можайский Вал, дом 8, этаж 6/комн.22

Address: 121151, Moscow city
D. 8 Etazh 6/Kom.22, Ul. Mozhaiski Val

LLC "RN-SHELF-ARKTIKA"

Administration Department:
Dubinskaya Ulitsa, 31A Moscow 115054

Эл. адрес/Email: rosneft@rn-shelfarktika.ru
Тел/Tel: +7 (495)-298-77-43



Our ref: RN-SHELF/0120/520/RU
Date Issued: 12, /11/2020
Expiry Date: 28, /12/ 2020
To: Capable End Buyers / Buyer Mandates:
Registration No: 700230

SOFT CORPORATE OFFER

We **ООО "RN-SHELF-ARKTIKA"** an oil and gas exploiting, producing and exporting company, with full legal responsibility, under penalty of perjury 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 buyer, with the ability to supply the following commodity according to the terms and conditions stipulated in this soft corporate offer.

PRODUCTS ORIGIN: RUSSIAN FEDERATION.

Delivery: CIF, FOB, TTO, CI Dip & Pay.

Inspection: SGS Test Report Will Be Conducted at the Loading Port by SGS

Payment Method: DLC MT 700/ 760 /SBLC MT700/760 /BG 700 / 760 /TT, MT103-23 Conditional Loading

Port: Any Russia Safe Port, Rotterdam.

Performance Bond (PB): 2% PB to Be Issued by Seller's Bank in favor of the Buyer.

Shipment Method: Via Pipeline, Tanker Vessel, Bulk, Truck, and Rail Way

Delivery Port: Any Safe World Port of Buyer Choice.

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PROCEDURES FOB ROTTERDAM PORT

- 1) Buyers issues and send irrevocable corporate purchase order (ICPO) along with passport copy tank storage agreement (TSA) as proof of storage availability with Authorization to very (ATV) on buyer company letter heading.
- 2) Seller issues Commercial Invoice (CI) ICC Warning Letter for the available quantity in the Storage Tank in Rotterdam and then program the injection.
- 3) Buyer countersigns Commercial Invoice (CI) ICC Warning Letter and Return to seller with NCNDA/IMFPA signed by all Buyer groups with commission structures.
- 4) Seller representative and buyer representative or BUYER to meet at seller storage tank facility in Rotterdam in person (face to Face) if need be and handover the hard copies of the following documents.
 - Fresh SGS (Q&Q report) less than 48 hours Rotterdam.
 - Tank storage receipt. (TSR) Rotterdam with the tank GPS coordinate.



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- (ATV) Authorization to verify.
- ATSC authorization to Sell/Collect
- Injection report Rotterdam Shore Tank (IR)
- Certificate of Origin
- ATSC authorization to sell &Collect
- Unconditional Dip Test Authorization (DTA).
- Statement Availability of Product.
- J Refinery Registration Certificate
- Certificate of Origin
- Tank Access Code/Hub Number

5) Upon successful verification of documents and SGS report by buyer's team, Buyer order SGS to conduct the Dip test in the seller Storage Tank for more confirmation on buyer expense.

6) Seller commence injection immediately into the buyer storage tank or Vessel and issues Buyer Title of Ownership certificate to be followed by all export Documentation.

7) 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.

ALTERNATIVELY, PROCEDURES FOB ROTTERDAM PORT

1. Buyer sends ICPO to Seller on receipt of Seller's Soft Offer
2. Seller issue Commercial Invoice CI, for the available quantity in the storage tank along with ICC WARNING LETTER.
3. Buyer countersigns Commercial Invoice and return with NCNDA/IMFPA signed by all buyer groups with commission structures.
4. Buyer provide for seller, buyer's vessel information and details, and seller issues the following documents.
 - Fresh SGS (Q&Q report) less than 48 hours Rotterdam.
 - Tank storage receipt. (TSR) Rotterdam with the tank GPS coordinate.
 - (ATV) Authorization to verify.
 - ATSC authorization to Sell/Collect
 - Injection report Rotterdam Shore Tank (IR)
 - Certificate of Origin
 - ATSC authorization to sell &Collect
 - Unconditional Dip Test Authorization (DTA).
 - Statement Availability of Product.
 - J Refinery Registration Certificate





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- Certificate of Origin
- Tank Access Code/Hub Number

5. Buyer upon confirming the availability of the product in the seller tank in Rotterdam, order SGS to conduct the Dip test in the seller Storage Tank on buyer expense.

6. Upon successful dip test, injection commence immediately into the buyer Vessel on the SELLER expense and then issues buyer Title of Ownership certificate to be followed by all export documentation.

7. Buyer make payment by MT103 or TT wire transfer for the total product and lifts the product and payments are made to all intermediaries involved in the transaction as per signed NCNDA/IMFPA.

COST, INSURANCE AND FREIGHT (CIF) PROCEDURE FOR ALL CHINA MAIN PORT

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 with

Copy of company registration certificate
Copy of statement of availability of Product
Copy of The Refinery Commitment to Supply the Product
Charter Party Agreement (Note Seller pays the FULL shipping cost.)

3. Buyer reviews draft agreement and signs alongside the Charter Party Agreement returns to seller signs in word format and PDF format.
4. Seller acknowledged and submits the draft contract to the ministry of energy for legalization in order to obtain Allocation transaction passport certificate code (ATPCC) from the ministry of energy.
5. Seller issues all shipping documents & **BILL of LADING, PLUS Fresh SGS Report Based On International Analytical Report**, to buyer, Buyer bank issues Non-operative letter of credit (DLC/MT700) covering the first shipment value. (Buyer's bank option).
6. Seller's bank replied with 2% PB to activate the letter of credit issued by the buyer bank in accordance to instrument presented by buyer's bank.
7. 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.
8. 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





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ALTERNATIVELY COST, INSURANCE AND FREIGHT (CIF) PROCEDURE FOR ALL CHINA MAIN PORT

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 with
 - Copy of company registration certificate
 - Copy of statement of availability of Product
 - Copy of The Refinery Commitment to Supply the Product
3. Buyer reviews draft agreement and returns to seller sign in word format and PDF format.
4. Seller acknowledged and submits the draft contract to the ministry of energy for legalization on seller expenses.
5. Seller send the legalized contract alongside the hard copies of the following Partial proof of product (PPOP) approved by the appropriate authorities via DHL or EMAIL to buyer as regular buyer upon notarization on the seller expense.
 - Fresh SGS Report Based On International Analytical Report,
 - Legalized Contract from The Ministry.
 - Copy of The Tank Receipt of the Product (Notarized)
 - Copy of The Certificate of Origin (Notarized)
 - Charter Party Agreement
 - ATSC/Authorization to Sell & Collect. (Notarized)
 - Copy of Refinery Registration Certificate (Notarized)
 - Copy of Statement of Availability of the Product (Notarized)
 - Copy of The Refinery Commitment to Supply the Product (Notarized)
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.





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JET A1 /SPECIFICATION RUSSIAN ORIGIN

Maximum Quantity – 1,000,000BBLs
Minimum Quantity –500,000BBLs
Delivery Terms –FOB / SPOT (Before Contract)
Loading Port- **Rotterdam**
F.O.B Price- \$ 32 USD Gross \$ 30 USD Net
Commission- \$ 2, 50% Seller Side / 50% Buyer Side.

AVIATION KEROSENE (JP54)/ SPECIFICATION RUSSIAN ORIGIN

Maximum Quantity – 1,000,000BBLs
Minimum Quantity –500,000BBLs
Delivery Terms –FOB / SPOT (Before Contract)
Loading Port- **Rotterdam**
F.O.B Price- \$ 32 USD Gross \$ 30 USD Net
Commission- \$ 2, 50% Seller Side / 50% Buyer Side.

VIRGIN FUEL OIL D6/SPECIFICATION RUSSIAN ORIGIN

Maximum Contract Quantity: 80 Million Us Gallons /every: 14 days (two) Weeks
Minimum Trail lift. Quantity: 50 Million Gallon per lift
Delivery Terms - FOB / SPOT, Loading Port- **Rotterdam**
Price: Gross \$ 0.79 USD /\$ 0.77 USD Net FOB/
COMMISSION: \$0.2

MAZUT M100 GOST 10585/75 /10585/99/SPECIFICATION RUSSIAN ORIGIN

Maximum Quantity - 50,000MT
Minimum Quantity - 20,000MT
Delivery Terms - CIF / SPOT (Before Contract)
Loading Port- Vladivostok / Nakhodka Port.
Discharged Port – China Main Port
C.I.F Price - \$ 200 USD Gross \$ 190 USD Net
Commission- \$ 10, 50% Seller Side / 50% Buyer Side.

DIESEL GOST 305-82/SPECIFICATION RUSSIAN ORIGIN

Maximum Quantity - 100,000MT
Minimum Quantity - 50,000MT
Delivery Terms – CIF / SPOT (Before Contract)
Loading Port - Vladivostok / Novorossiysk / Nakhodka Port.
Discharged Port – China Main Port
C.I.F Price – \$ 240 USD Gross \$ 230 USD Net
Commission- \$ 10, 50% Seller Side / 50% Buyer Side.



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LIQUEFIED NATURAL GAS (LNG) /SPECIFICATION RUSSIAN ORIGIN

Maximum Quantity – 100,000MT
Minimum Quantity – 50,000MT – 10,000MT
Delivery Terms- CIF / SPOT (Before Contract)
Loading Port Kozmino /Sabetta LNG Terminal
Discharged Port – China Main Port
C.I.F Price- \$ 200 USD Gross \$ 190 USD Net
Commission- \$ 10, 50% Seller Side / 50% Buyer Side.

LIGHT CYCLE OIL (LCO) /SPECIFICATION RUSSIAN ORIGIN

Maximum Quantity – 100,000MT
Minimum Quantity – 50,000MT – 10,000MT
Delivery Terms- CIF / SPOT (Before Contract)
Loading Port Kozmino /Vladivostock
Discharged Port – China Main Port
C.I.F Price- \$ 190 USD Gross \$ 180 USD Net
Commission- \$ 10, 50% Seller Side / 50% Buyer Side.

DIESEL FUEL EN590 10PPM ULSD /SPECIFICATION RUSSIAN ORIGIN

Maximum Quantity – 100,000MT
Minimum Quantity – 50,000MT – 10,000MT
Delivery Terms- CIF / SPOT (Before Contract)
Loading Port Kozmino /Vladivostock
Discharged Port – China Main Port
C.I.F Price- \$ 200 USD Gross \$ 190 USD Net
Commission- \$ 10, 50% Seller Side / 50% Buyer Side.



Rudanets Vadim
Rudanets Vadim Stefanovich
General Director
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