



**РОСНЕФТЬ**  
НА БЛАГР РОССИИ

# ПАО «КАЛУГАНЕФТЕПРОДУКТ»

Адрес: 248009, Калужская Область, город Калуга, улица Грабцевское  
Тел +74842 50 34 64 ОГРН 1024001425645 ИНН 4029001011

Ref No: NKRK-01481002  
Issued 16<sup>th</sup> August 2018

To Buyers / Representatives

## SOFT CORPORATE OFFER

We, PJSC "KALUGANEFTEPRODUKT" an allocation holder and oil supplying company, subsidiary of Rosneft, with full corporate and legal responsibility under penalty of perjury hereby issue this Soft Corporate Offer with given terms and conditions and hereby confirm our readiness to execute straight to Sales and Purchase Agreement with end buyer, with the ability to supply the following commodities according to the terms and conditions stipulated in this offer below:

### COMMODITIES:

ULTRA-LOW-SULFUR DIESEL EN 590 10PPM  
Quantity: Minimum 10,000 MT Maximum 200,000 MT  
CIF PRICE: \$430 GROSS / \$420

VIRGIN OIL D6 RUSSIA ORIGINS  
Quantity: Minimum 1000,000 Gallons Maximum 5,00000,000 Gallons  
PRICE: \$ 0.90 GRCSS / \$ 0.87 Net

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL RUSSIAN ORIGIN  
Quantity: Minimum 1,000,000 Bbl., Maximum 2,000,000 Bbl.  
FOB PRICE: \$64 GROSS / \$ 62Net

D2 GAS OIL GOST 305-82, RUSSIA ORIGIN Quantity: Minimum 30,000 MT, Maximum 200,000 MT  
CIF PRICE: \$360 GROSS / \$350 NET

MAZUT 100 GOST 10585/75  
Quantity: Minimum 10,000 MT, Maximum 200,000 MT  
CIF PRICE: \$230 GROSS / \$220 NET

LIQUIFIED NATURAL GAS (LNG)  
Quantity: Minimum 10,000 MT Maximum 200,000 MT  
CIF Price: gross \$350 / \$340 NET

Loading Port: Nakhodka port  
Inspection: SGS or Similar  
Commission: 5\$



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# ПАО «КАЛУГАНЕФТЕПРОДУКТ»

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Тел +74842 50 34 64 ОГРН 1024001425645 ИНН 4029001011

## REFINERY VESSEL TANK PROCEDURES (FOB ROTTERDAM PORT)

- 1) Upon confirmation of SCO, Buyer issues ICPO and Buyer TSA in accordance to Seller working pro
- 2) Seller issues CI, Buyer countersigns and returns Commercial Invoice with full banking coordinates.
- 3) Seller issues PPOP documents to Buyer and a conditional DTA
- 4) Buyer provides Seller within 48 hours, their on-shore Vessel details or Tank Logistic readiness letter TTS and their certified port clearance certificate (CPCC) from the Port terminal authorities for seller c/o N/B (It is important as CPCC activates the DTA)
- 5) Seller issues to NOR and immediately facilitate product fuel injection to buyer Shore vessel tank or and Buyer finalize the dip test authorization (DTA)
- 6) Upon completion, buyer lifts, and pays at sight via MT-103, DLC or TT.

## REFINERY PROCEDURES (CIF)

1. Buyer Issue ICPO including company's profile as confirmation and acceptance terms and conditions
2. Seller issues SPA (Draft Contract) and CI (Commercial Invoice) for Buyer to sign and return.
3. Seller register and legalize the contract, send to the buyer along with below PPOP Documents:
  - a. Copy of export License
  - b. Product Passport and Analysis Report
  - c. Refinery Statement of Product Availability
  - d. Certificate of product origin
  - e. Refinery Guarantee Letter
  - f. Allocation ownership transfer form
4. Buyer issue and activate (SBLC M760, DLC MT700) to Seller's Bank covering total product value for shipment.
5. Seller's bank confirms buyer's payment instrument issue 2% PB to activate the instrument, and sell NOR (Notice of Readiness) to commence the Injection of the product to shipping vessel immediately.
6. Seller, upon confirmed the buyer's payment Instrument (MT760 SBLC, DLC MT 700) and re-assign Allocation Ownership to the buyer's name and seller signs Charter Party Agreement with the Shipping responsible for the transport of the product to buyer's nominated destination port.



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## ПАО «КАЛУГАНЕФТЕПРОДУКТ»

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7. Seller release to buyer the Full POP documents as follows:

- ❖ Tank receipt
- ❖ Bill of lading
- ❖ SGS report
- ❖ Vessel Q88 and other shipping documents
- ❖ Copy of insurance
- ❖ Certificate of ownership

8. Ship arrives at discharge port and buyer conduct inspection on the goods and release payment via to seller bank after inspection of consignment within 2 banking days upon the cargo passed Q&Q by i inspection, and present the payment receipt to Seller, Seller immediately discharge the cargo to Buy vessel.

6. Shipment and delivery commences as scheduled.

Contact person: ALEXANDER KARIAKIN  
Operational and Market director  
Phone contact: +7(963) 970-09-06  
E-mail: info@kaluganefte.ru



ПОДДЕЛКА

# **PJSC «KALUGANEFTEPRODUKT»**

**Head office Address: Russia, 248009, Kaluga region, Kaluga city, Grabtsevskoe shos.  
INN 4029001011 OGRN 1024001425645, Tel: +7484 250 34 64, E-mail: info@kaluga**

**Ref No: RKP-0051848**

**ISSUED: 6<sup>th</sup> July 2018  
EXPIRY: 25<sup>th</sup> July 2018**

## **SOFT CORPORATE OFFER**

We JSC "KALUGANEFTEPRODUKT" as an allocation holder and oil Gas supplying company with full corporate responsibility under penalty of perjury hereby issue this Soft Corporate Offer on behalf of our export department power and authority with given terms and conditions and hereby confirm our readiness to execute straight to Sale Purchase Agreement with end buyer, with the ability to supply the following commodities according to the terms conditions stipulated in this offer. Only direct negotiations from end buyers, representative and mandates will be the following terms, conditions as specified below.

### **ULTRA-LOW-SULFUR DIESEL EN 590 10PPM**

Quantity: Minimum 10,000 MT Maximum 200,000 MT  
CIF PRICE: \$430 GROSS / \$420

### **VIRGIN OIL D6 RUSSIA ORIGINS**

Quantity: Minimum 1,000,000 Gallons Maximum 5,000,000 Gallons  
PRICE: \$ 0.90 GROSS / \$ 0.87 Net

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

Quantity: Minimum 1,000, 000 Bbl., Maximum 2,000,000 Bbl.  
FOB PRICE: \$60 GROSS / 58\$ Net

### **D2 GAS OIL GOST 305-82, RUSSIA ORIGIN**

Quantity: Minimum 30,000 MT, Maximum 200,000 MT  
CIF PRICE: \$360 GROSS / \$350 NET

### **MAZUT 100 GOST 10585/75**

Quantity: Minimum 10,000 MT, Maximum 200,000 MT  
CIF PRICE: \$220 GROSS / \$210 NET

### **LIQUIFIED NATURAL GAS(LNG)**

Quantity: Minimum 10,000 MT Maximum 200,000 MT  
CIF Price: gross \$350 / \$340 NET

### **LIQUIFIED PETROLEUM GAS(LPG)**

Quantity: Minimum 10,000 MT Maximum 200,000 MT  
CIF Price: gross \$ 350 / \$340 NET

# **PJSC «KALUGANEFTEPRODUKT»**

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INN 4029001011 OGRN 1024001425645, Tel: +7484 250 34 64, E-mail: info@kaluga**

Loading Port: Nakhodka port  
Payment Method: SBLC, DLC, TT, MT103  
Inspection: SGS or Similar  
Commission: \$2

## **REFINERY VESSEL TANK PROCEDURES (FOB ROTTERDAM PORT)**

- 1) Upon confirmation of SCO, Buyer issues ICPO and Buyer TSA in accordance to Seller working procedure.
- 2) Seller issues CI, Buyer countersigns and returns Commercial Invoice with full banking coordinates.
- 3) Seller issues PPOP documents to Buyer and a conditional DTA
- 4) Buyer provides Seller within 48 hours, their on-shore Vessel details or Tank Logistic readiness letter for SISA their certified port clearance certificate (CPCC) from the Port terminal authorities for seller confirmation. N/B (It is as CPCC activates the DTA)
- 5) Seller issues to NOR and immediately facilitate product fuel injection to buyer Shore vessel tank or paid tank; finalize the dip test authorization (DTA)
- 6) Upon completion, buyer lifts, and pays at sight via MT-103, DLC or TT.

## **REFINERY PROCEDURES (CIF)**

1. Buyer Issue ICPO including company's profile as confirmation and acceptance terms and conditions.
2. Seller issues SPA (Draft Contract) and CI (Commercial Invoice) for Buyer to sign and return.
3. Seller register and legalize the contract, send to the buyer along with below PPOP Document;
  - a) Copy of Export License
  - b) Product Passport and Analysis Report
  - c) Refinery commitment to supply
  - d) Refinery Statement of Product Availability
  - e) Certificate of product origin
  - f) Refinery Guarantee Letter
  - g) Letter of TRANSNEFT commitment to perform injection
4. Buyer issue payments instrument (SBLC, BG, M760, DLC MT700) to Seller's Bank covering total product for the first month shipment, Seller issue to Buyer NOR (Notice of Readiness) to Commence the Injection on to shipping vessel immediately.

# **PJSC «KALUGANEFTEPRODUKT»**

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5. Upon confirmation of buyer's payment Instrument (SBLC/BG MT760, DLC MT700) Seller shall re-assign Allocation Ownership to the buyer and sign Charter Party Agreement with the Shipping Company responsible for transportation of the product to buyer's nominated destination port, and lodge bank to bank the execution along with:
- a. Tank receipt
  - b. Bill of lading
  - c. SGS report
  - d. Vessel Q88 and other shipping documents
  - e. Copy of insurance
  - f. Certificate of ownership
6. Shipment and delivery commences as scheduled.

ALEXANDER KARIAKIN  
Operational director  
PJSC Kaluganefteprodukt



ISSUE DATE: 16th APRIL 2019

EXPIRY DATE: 26th APRIL 2019

## SOFT CORPORATE OFFER

We JSC "KALUGANEFTEPRODUKT" as an allocation holder and oil Gas refinery company with full corporate and responsibility under penalty of perjury hereby issue this Soft Corporate Offer on behalf of our export department with full power and authority with given terms and conditions and hereby confirm our readiness to execute straight to Spot Purchase Agreement with end buyer, with the ability to supply the following commodity according to the terms and conditions stipulated in this offer. Will be required to consider buyer's negotiations. Only direct negotiations from end buyers, representative and mandates will be considered, the following terms, conditions as specified below.

### D2 GAS OIL RUSSIAN GOST 305-82

Quantity: Minimum 10,000 MT Maximum 200,000 MT  
CIF PRICE: \$ 390 GROSS / \$ 370

### VIRGIN OIL D6 RUSSIA ORIGINS

Quantity: Minimum 100,000 Gallons Maximum 5,000,000 Gallons  
PRICE: \$ 0.90 GROSS / \$ 0.87 Net

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

Quantity: Minimum 1,000,000 Bbls, Maximum 2,000,000 Bbls  
FOB PRICE: \$70 GROSS / 68\$ Net

### LIQUEFIED NATURAL GAS (LNG) RUSSIA ORIGIN

Quantity: Minimum 30,000 MT, Maximum 200,000 MT  
CIF PRICE: \$450 GROSS / \$440 NET

### MAZUT 100 GOST 10585/75

Quantity: Minimum 10,000 MT, Maximum 200,000 MT  
CIF PRICE: \$280 GROSS / \$270 NET

### DIESEL OIL EURO 5

Quantity: Minimum 10,000 MT, Maximum 200,000 MT  
CIF PRICE: \$420 GROSS / \$410 NET



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## REFINERY VESSEL TANK PROCEDURES (FOB ROTTERDAM PORT)

- 1) Upon confirmation of SCO, Buyer issues ICPO and Buyer TSA in accordance to Seller working procedure.
- 2) Seller issues CI, Buyer countersigns and returns Commercial Invoice with full banking coordinates.
- 3) Seller issues PPOP documents to Buyer and a conditional DTA.
- 4) Buyer provides Seller within 48 hours, their on-shore Vessel details or Tank Logistic readiness letter for STS/ TTS and their certified port clearance certificate (CPCC) from the Port terminal authorities for seller confirmation. N/B (It is important as CPCC activates the DTA)
- 5) Seller issues to NOR and immediately facilitate product fuel injection to buyer Shore vessel tank or paid tanks and Buyer finalize the dip test authorization (DTA)
- 6) Upon completion, buyer lifts, and pays at sight via MT-103, DLC or TT

## REFINERY PROCEDURES (FOB NOVOROSSISK RUSSIA PORT)

1. Buyer sends ICPO to Seller on receipt of Soft Offer along with Tank Storage Agreement (TSA) and Seller issues commercial invoice, Buyer Signs and returns to Seller with scan passport copy.
2. Seller issues, CONDITIONAL Dip Test Authorization (DTA) letter sign by all Parties including Buyer's tank farm.
3. Seller Approve the DTA attached with Tank Storage Receipt (TSR) to Buyer. Buyer orders SGS conduct Dip Test (DT) of the product in the Seller's Tank at Buyer expense.
4. Upon successful Dip Test, Buyer provides Storage Tank details, Seller immediately proceed with the transferring of the product in Buyer's designated tank(s).
5. Seller issues all exportation documents to Buyer Immediately Buyer pays for the product via MT103/TT.
6. Both parties sign one-year contract.
7. Seller pays all intermediary involve per the signed NCNDA/IMFPA





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## REFINERY PROCEDURES (CIF)

1. Buyer Issue ICPO including company's profile as confirmation and acceptance terms and conditions.
2. Seller issues SPA (Draft Contract) and CI (Commercial Invoice) for Buyer to sign and return.
3. Seller register and legalize the contract, send to the buyer along with below PPOP Document;
  - a) Copy of Export License
  - b) Product Passport and Analysis Report
  - c) Refinery commitment to supply
  - d) Refinery Statement of Product Availability
  - e) Certificate of product origin
  - f) Refinery Guarantee Letter
  - g) Letter of TRANSNEFT commitment to perform injection
4. Seller issue to Buyer NOR (Notice of Readiness) to Commence the Injection of the product to start vessel.
5. Buyer issue payments instrument (SBLC, BG, M760, DLC MT700) to Seller's Bank covering total value for the first month shipment. Seller's Bank respond with 2% PB to buyer's bank immediately.
6. Upon confirmation of buyer's payment Instrument (SBLC/BG MT760, DLC MT700) Seller shall release Allocation Ownership to the buyer and sign Charter Party Agreement with the Shipping Company responsible for the transportation of the product to buyer's nominated destination port, and to bank the executed SPA & CI along with:
  - a. Tank receipt
  - b. Bill of lading
  - c. SGS report
  - d. Vessel Q88 and other shipping documents
  - e. Copy of insurance
  - f. Certificate of ownership
7. Shipment and delivery commences as scheduled.



ALEXANDER KARIAKIN

Operational Manager



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Тел +74842 50 34 64 ОГРН 1024001425645 ИНН 4029001011

Ref No: RKP-000518/M

ISSUED: 3<sup>rd</sup> MAY 2018  
EXPIRY: 20<sup>th</sup> MAY 2018

## SOFT CORPORATE OFFER

We JSC "KALUGANEFTEPRODUKT" as an allocation holder and oil Gas supplying company with full corporate responsibility under penalty of perjury hereby issue this Soft Corporate Offer on behalf of our export department power and authority with given terms and conditions and hereby confirm our readiness to execute straight to Sale Purchase Agreement with end buyer, with the ability to supply the following commodities according to the terms conditions stipulated in this offer. Only direct negotiations from end buyers, representative and mandates will be the following terms, conditions as specified below.

### D2 GAS OIL RUSSIAN GOST 305-82

Quantity: Minimum 10,000 MT Maximum 200,000 MT  
CIF PRICE: \$ 360 GROSS / \$ 350

### VIRGIN OIL D6 RUSSIA ORIGINS

Quantity: Minimum 100,000 Gallons Maximum 5,00000,000 Gallons  
PRICE: \$ 0.90 GROSS / \$ 0.87 Net

### AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL RUSSIA ORIGIN

Quantity: Minimum 1,000, 000 Bbls, Maximum 2,000,000 Bbls.  
FOB PRICE: \$70 GROSS / 68\$ Net

### LIQUEFIED NATURAL GAS (LNG) RUSSIA ORIGIN

Quantity: Minimum 30,000 MT, Maximum 200,000 MT  
CIF PRICE: \$450 GROSS / \$440 NET

### MAZUT 100 GOST 10585/75

Quantity: Minimum 10,000 MT, Maximum 200,000 MT  
CIF PRICE: \$250 GROSS / \$240 NET

## REFINERY VESSEL TANK PROCEDURES (FOB ROTTERDAM PORT)

- 1) Upon confirmation of SCO, Buyer issues ICPO and Buyer TSA in accordance to Seller working procedure.
- 2) Seller issues CI, Buyer countersigns and returns Commercial Invoice with full banking coordinates
- 3) Seller issues PPOP documents to Buyer and a conditional DTA.
- 4) Buyer provides Seller within 48 hours, their on-shore Vessel details or Tank Logistic readiness letter for STS/ their certified port clearance certificate (CPCC) from the Port terminal authorities for seller confirmation. N/B (It is as CPCC activates the DTA)
- 5) Seller issues to NOR and immediately facilitate product fuel injection to buyer Shore vessel tank or paid tank; finalize the dip test authorization (DTA)
- 5) Upon completion, buyer lifts, and pays at sight via MT-103, DLC or TT.



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## REFINERY PROCEDURES (FOB NOVOROSSISK RUSSIA PORT)

1. Buyer sends ICPO to Seller on receipt of Soft Offer along with Tank Storage Agreement (TSA) and Seller issues commercial invoice, Buyer Signs and returns to Seller with scan passport copy.
2. Seller issues, CONDITIONAL Dip Test Authorization (DTA) letter sign by all Parties including Buyer's tank farm.
3. Seller Approve the DTA attached with Tank Storage Receipt (TSR) to Buyer. Buyer orders SGS to conduct Dip Test of the product in the Seller's Tank at Buyer expense.
4. Upon successful Dip Test, Buyer provides Storage Tank details, Seller immediately proceed with the transfer of product in Buyer's designated tank(s).
5. Seller issues all exportation documents to Buyer Immediately Buyer pays for the product via MT103/TT.
6. Both parties sign one-year contract.
7. Seller pays all intermediary involve per the signed NCNDA/IMFPA

## REFINERY PROCEDURES (CIF)

1. Buyer Issue ICPO including company's profile as confirmation and acceptance terms and conditions.
2. Seller issues SPA (Draft Contract) and CI (Commercial Invoice) for Buyer to sign and return.
3. Seller register and legalize the contract, send to the buyer along with below PPOP Document;
  - a) Copy of Export License
  - b) Product Passport and Analysis Report
  - c) Refinery commitment to supply
  - d) Refinery Statement of Product Availability
  - e) Certificate of product origin
  - f) Refinery Guarantee Letter
  - g) Letter of TRANSNEFT commitment to perform injection.
4. Buyer issue payments instrument (SBLC, BG, M760, DLC MT700) to Seller's Bank covering total product for the first month shipment, Seller issue to Buyer NOR (Notice of Readiness) to Commence the Injection of product to shipping vessel immediately.
5. Upon confirmation of buyer's payment instrument (SBLC/BG M760, DLC MT700) Seller shall re-assign Allocation Ownership to the buyer and sign Charter Party Agreement with the Shipping Company responsible for transportation of the product to buyer's nominated destination port, and lodge bank to bank the execution along with:



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- a. Tank receipt
  - b. Bill of lading
  - c. SGS report
  - d. Vessel Q88 and other shipping documents
  - e. Copy of insurance
  - f. Certificate of ownership
6. Shipment and delivery commences as scheduled.



ALEXANDER KARIAKIN  
Operational Manager  
Rosneft-Kaluganeftprodukt

ПОДДЕЛКА

# **PJSC «KALUGANEFTEPRODUKT»**

**Head office Address: Russia, 248009, Kaluga region, Kaluga city, Grabtsevskoe shos.  
INN 4029001011 OGRN 1024001425645, Tel: +7484 250 34 64, E-mail: info@kaluga**

**Ref: RKP- 001182**

**ISSUED: 15<sup>th</sup> August 20**

**EXPIRY: 30<sup>th</sup> August 20**

**To Buyer and representative**

## **SOFT CORPORATE OFFER**

**We JSC "KALUGANEFTEPRODUKT" as an allocation holder and oil Gas supplying company with 1 corporate and legal responsibility under penalty of perjury hereby issue this Soft Corporate Offer on b export department with full power and authority with given terms and conditions and hereby confirm o readiness to execute straight to Sales and Purchase Agreement with end buyer, with the ability to sup following commodities according to the terms and conditions stipulated in this offer. Only direct negoti end buyers, representative and mandates will be considered, the following terms, conditions as speci**

**Steam Coal, Russian Origin**

**Quantity: 5,000 MT, Minimum 150,000 MT Maximum**

**CIF PRICE: \$85**

**Loading Port: Nakhodka port**

**Payment Method: SBLC, DLC, TT, MT103**

**Inspection: SGS or Similar**

**Origin: RUSSIA**

**Commission: \$ 5**

## **Procedure**

- 1. Seller issues SCO to Buyer and buyer issues ICPO or LOI.**
- 2. Seller sends draft Contract and commercial invoice to be evaluate and signed by buyer and return 1 electronic version will be notarize and confirms legal and binding to both party.**
- 3. Seller issues notarized attestation (PPOP) confirming availability of product to be export to buyer ar Nominates shipping company for the shipment of the goods.**
- 4. Buyer and the shipping company signs charter party agreement, and certified copy sends to the en**
- 5. Buyer visit seller's yard/Ware house for the inspection of the goods if necessary for onward shipme buyer's destination port.**

# **PJSC «KALUGANEFTEPRODUKT»**

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6. Seller issues POP documents to the buyer such as; product quality and quantity certificate, SGS re Storage agreement; certificate of chamber and commerce; shipment packing list of the product; Main invoice; Export certificate; Customs clearance and other necessary transaction documents.

7. Buyer makes payment of the goods via T/T MT 103 wire transfer to the Seller's bank after the CIQ/ inspection at loading port and upon the delivery to the Buyer all documents required by the contract.

8. Buyer makes payment via MT103/TT wire transfer against full shipment documents and title owner; buyer's name at loading port for CIF delivery.

9. Seller releases the commission to all the agents and intermediaries immediately into their respective accounts as stated in the NCNDA

## **Specification standard**

### **Steam Coal, Specifications:**

Moisture as received basis : max 11%

Ash dry basis : max 15%

Sulphur dry basis : max 1%,

Volatile Matter dry basis : between 25-35 %

Net Calorific Value as received basis : 6000 kcal/kg

Size Distribution as given below:

0-12 mm

12-25 mm

25-50 mm

+50 m

### **SSOM type of coal, Specifications:**

Moisture as received basis : max 10%

Ash dry basis : max 12%

Sulphur dry basis : max 1%, preferably 0,5%

Volatile Matter dry basis : between 20-30 %

Net Calorific Value as received basis : 6400 kcal/kg

Size : 20-60 mm,

-20 mm max 10%

Contact person: **ALEXANDER KARAKIN**

Operational and Market director

PJSC Kaluganefteprodukt

Phone contact: +7(963) 970 – 09-06

order@kaluganefft.ru / info@kaluganefte.ru

