

Moscow, November 22, 2019

Ref. No. P0133/1-83009

Dear General,

I have the honour to present my compliments to you and to inform you as follows.

In accordance with the Myanmar Side's request dt. October 31, 2019, please find enclosed herewith our Technical-Commercial Offer for supply of two (2) Transport Helicopters Mi-38T and one (1) VIP Helicopter Mi-38T along with training of pilots and technicians.

Upon receipt of the corresponding Invitation Letter the Russian Side will be ready to send a delegation to Myanmar for technical consultations and discussions on the composition of the equipment for procurement of the helicopters Mi-38T.

In view of the above the Myanmar Side is kindly requested to advise us accordingly on this matter.

I avail myself of this opportunity to express our gratitude for your support of our joint effort in order to enhance the mutually advantageous cooperation between our countries.

Please, accept, dear General, the assurances of my highest consideration.

Encl. 100 pages.

(Signed)

Alexey Yu. Gerasimov
Acting Head of Marketing Department

To: General Maung Maung Kyaw
Commander-in-Chief of the Air Force
Republic of the Union of Myanmar
Nay Pyi Taw City

Акционерное общество

Joint Stock Company

Средняя ул. д. 27 Москва,
Российская Федерация, 107076
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E-mail: rosatom.ru

г. Москва, 22 ноября 2019 г.

№ P9133/1- 23145

Уважаемый господин генерал!

Имею честь приветствовать Вас и сообщить следующее.

В соответствии с обращением Мьянманской Стороны от 31 октября 2019 г. направляю Вам технико-коммерческое предложение на поставку двух вертолетов Ми-38Т в транспортном исполнении и одного вертолета Ми-38Т в исполнении "Салон", а также подготовку летного и технического персонала (прилагается).

По получении соответствующего приглашения Российская Сторона готова направить в Мьянму делегацию специалистов для проведения технических консультаций и согласования комплектации планируемых к закупке вертолетов Ми-38Т.

Буду признателен Вам за направление в наш адрес информации о решении Мьянманской Стороны по данному вопросу.

Пользуясь случаем, хочу поблагодарить Вас за поддержку совместных усилий по расширению взаимовыгодного сотрудничества между нашими странами.

Примите заверения в весьма глубоком к Вам уважении.

Приложение: на 100 л.

А. И. Гришин
Чл. исполнительного Департамента
маркетинговых дел и продаж

Генералу Маунг Маунг Чжо
Командующему ВВС
Республики Союз Мьянма
г. Нейпидо



RUSSIAN
HELICOPTERS

DESIGN PROJECT HELICOPTER INTERIOR Mi-38

АТЦЕРВИК
AVIAINTERIORS

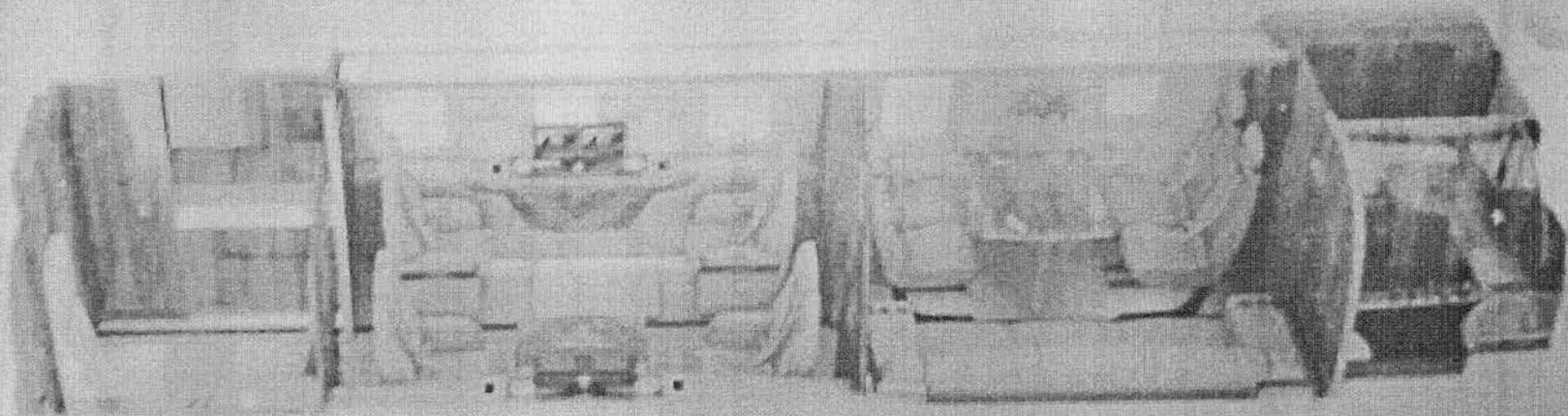
Mi-38

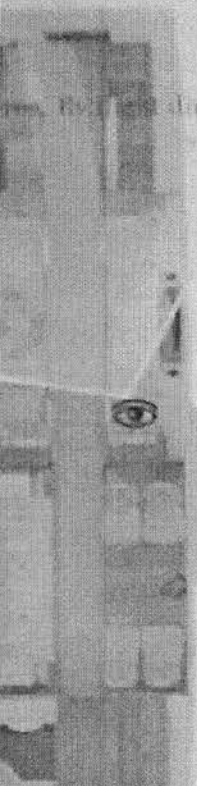


view of the YDP interior

The YDP is a small, single-engine aircraft designed for short-range transport. It features a high-wing configuration and a tail-mounted engine. The interior is compact and efficient, with seating for up to 10 passengers. The aircraft is built for ruggedness and reliability, making it suitable for use in remote areas.

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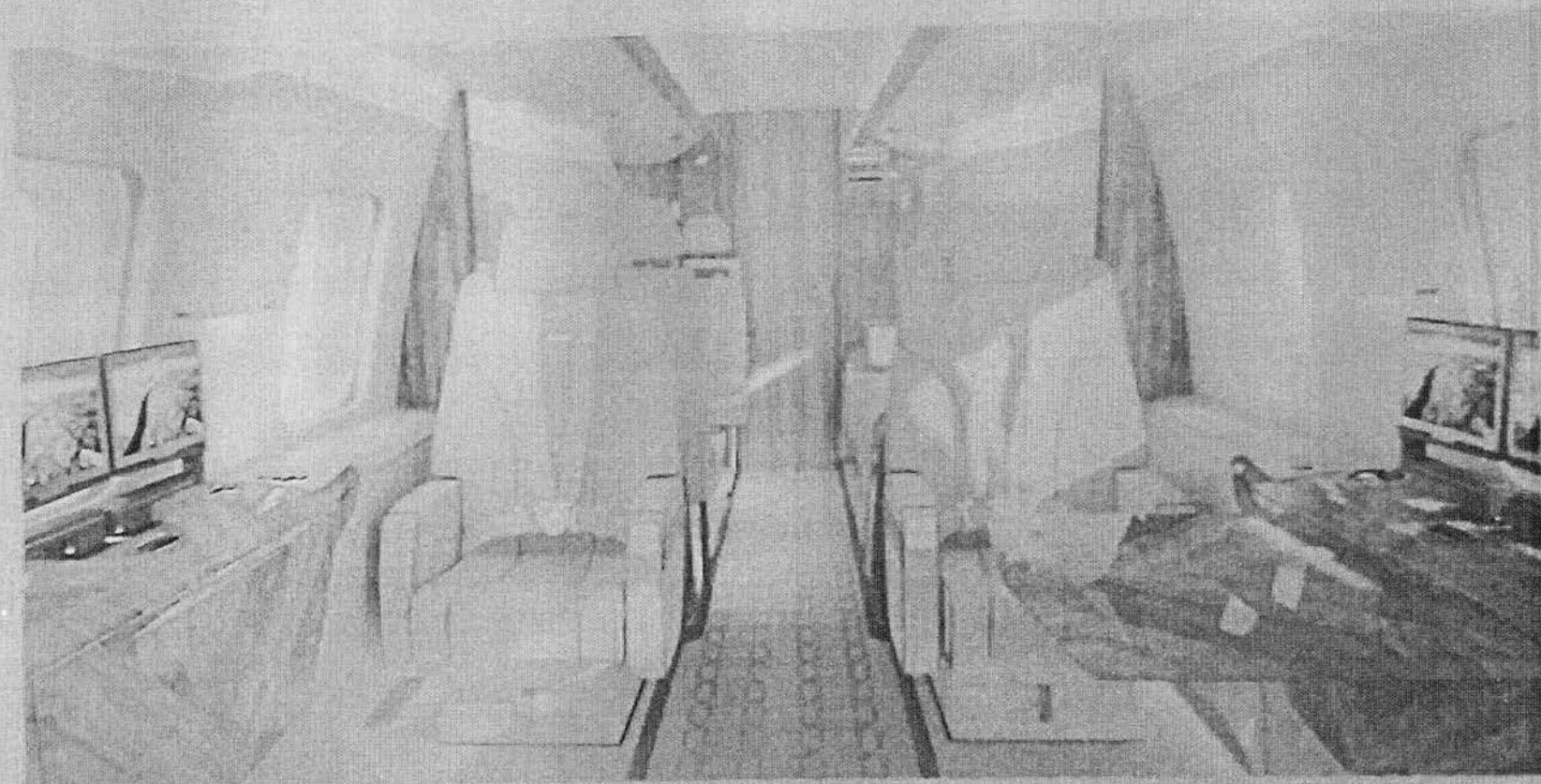


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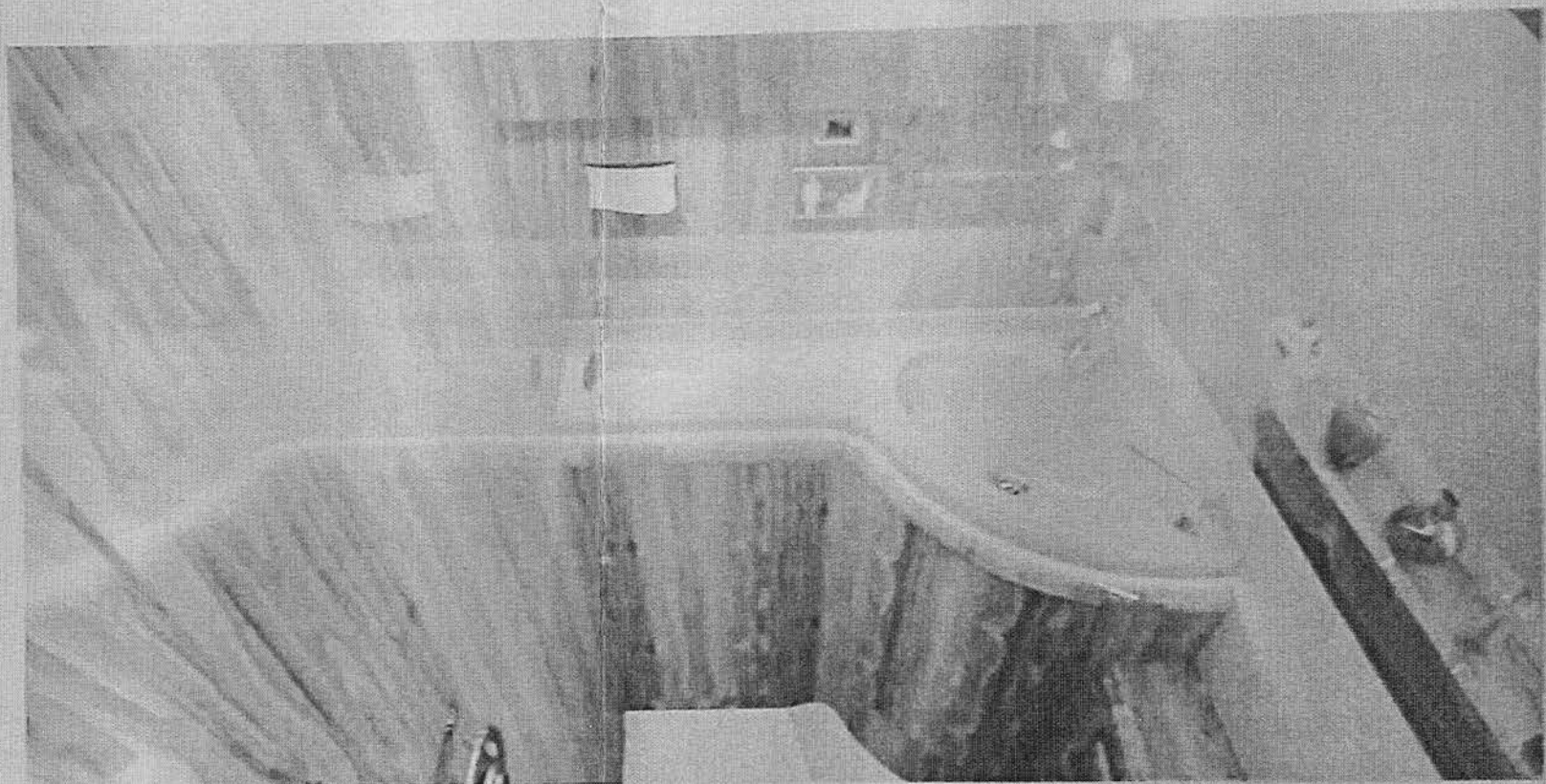


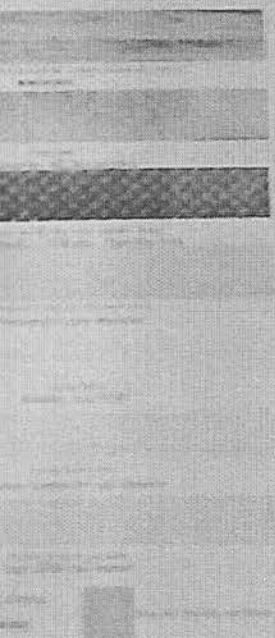
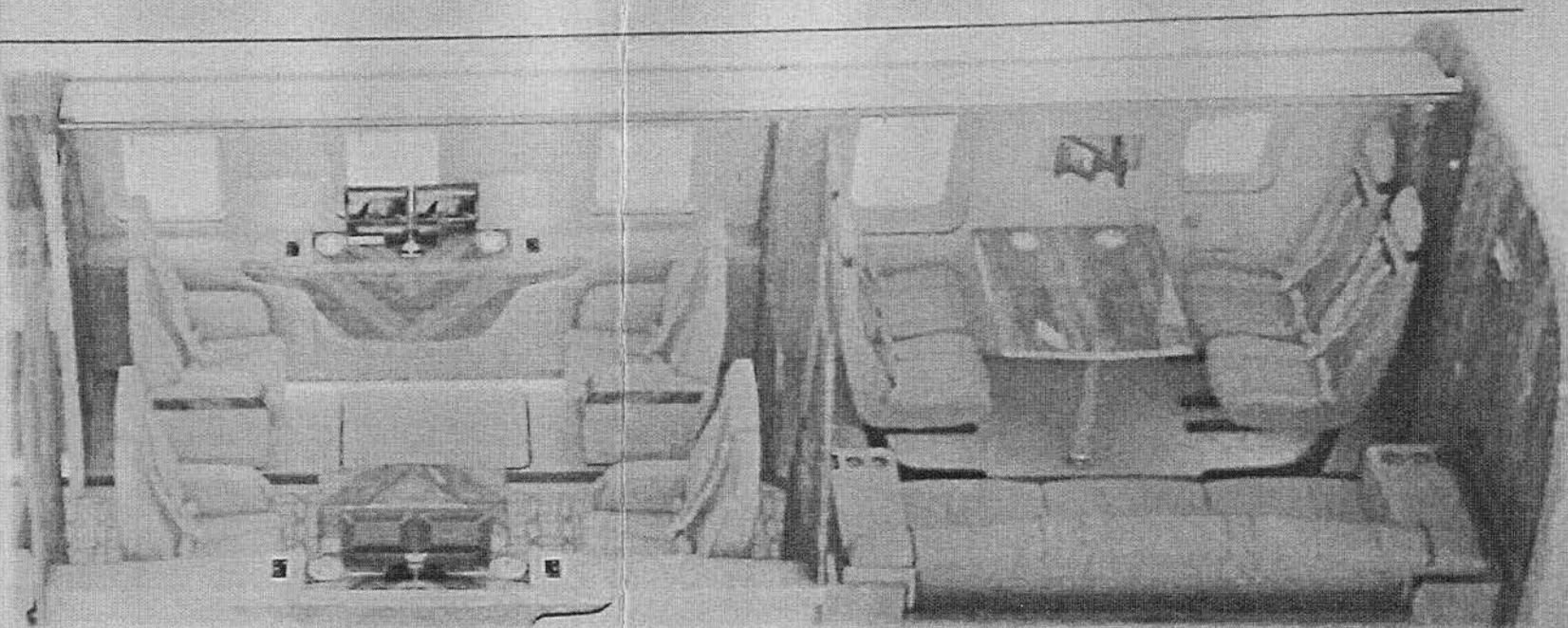
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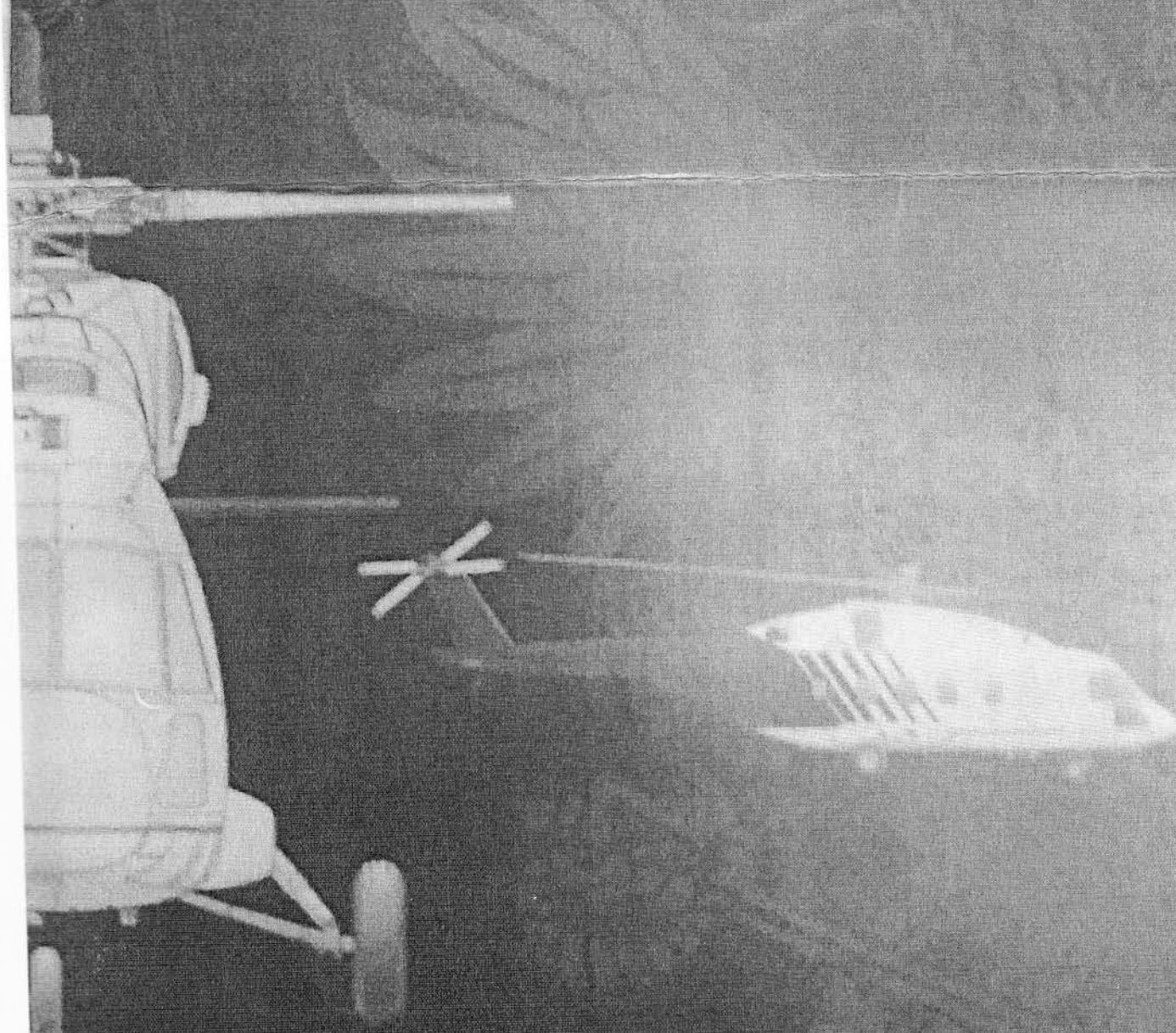


ROSOBORONEXPORT
Russian Defence Export



**RUSSIAN
HELICOPTERS**

COMMERCIAL OFFER
No. P1143/1910403-1116
for the delivery to The Republic of The
Union of Myanmar of MI-38 Helicopters in
transport and VIP version



РОСОБОРОНЭКСПОРТ

Акционерное общество



ROSOBORONEXPORT

Joint Stock Company

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COMMERCIAL OFFER No. P1143/1910403-1116
for the delivery to The Republic of The Union of Myanmar
of Mi-38 Helicopters in transport and VIP version

Moscow

November 22, 2019

Dear Sirs,

We have an honor to present you the commercial offer for the delivery of two Mi-38T helicopter in transport version and one Mi-38T VIP helicopter and equipment for it.

Explanatory note for the commercial offer is attached in Annex No.1 hereto.

The list of the equipment offered for supply with indication of designation, quantity and prices is specified in Annex No. 2 to the present Commercial Offer.

Main performance and design features of Mi-38T / Mi-38T VIP helicopters are given in Annex No. 14 hereto.

The cost of helicopter is calculated in Euro (without postponements in payment) in case of supply in 2021 on the base of "DAP – CUSTOMER's airport" terms in accordance with "Incoterms-2010" (ICC Publication No. 715, 2010, Paris).

The Terms of payment – 100% of the cost of the equipment is to be paid in hard currency from the irrevocable documentary letter of credit, including 30% are paid as the advance payment.

In case of change of the helicopter delivery period the Parties shall additionally agree on change of the total budget of the project.

The costs of deputing of Russian specialists for assembling, test flight and maintenance at the Customer's country are included in the helicopter price.

Warranty period for the helicopter is 400 flight hours or 24 months, depending on what term will come earlier.

Delivery of Mi-38T helicopters and equipment for it shall be implemented by their ferry by the Supplier's air crews.

Nomenclature, quantity, terms and the period of delivery and payment are subject of the negotiations at the stage of discussions on the draft contract.

Information stated in the present Commercial offer shall not to be handed over to a third Party.

If you find our offer interesting, the Joint Stock Company «Rosoboronexport» is ready to prepare and hand over to you a draft contract for the delivery of the indicated equipment and training of the Customers specialists and to conduct appropriate negotiations.

The present commercial offer is valid till May 01st, 2020 in case the Contract is signed before indicated date.

Attachment: 8 $\frac{1}{2}$ pages

Yours faithfully,



V. Kuzmichev

Deputy Director of Air Force Department

**EXPLANATORY NOTE
to Commercial Offer**

The supply of two Mi-38 helicopters in transport version and one Mi-38T helicopter in VIP version may be effected within the year 2021 with all necessary spare parts, tools, ground equipment, technical documentation and equipment for helicopters' operation and maintenance.

Quality of the helicopters and equipment conforms to the standards currently effective in Russia, technical conditions of the manufacturing enterprises, and is confirmed by either quality certificate or passports and maintenance-inspection record, which should be delivered together with helicopters and equipment.

The warranty period for the helicopters is 24 months from the date of signing of the delivery-acceptance certificate for each helicopter at the Customer's base or 400 flying hours, depending on the condition what comes first and in case the Customer observes the rules of operation and storage of helicopters.

The warranty period for the equipment is 24 months from the date of signing of the delivery-acceptance certificate at the Customer's base in case the Customer observes the rules of operation and storage of equipment.

To provide assembling, test flight of the supplied helicopters in the Republic of the Union of Myanmar a team of Russian specialists will be deputed.

All the defects discovered during the warranty period will be removed at the expense of the Party through fault of which the defect has occurred.

Technical service and current repair of the helicopters within the whole period of operation should be effected in strict conformity with operation documents.

Post warranty service of the supplied helicopters will be provided by supply of spare parts and service maintenance in accordance with the Customer's inquiries as well as by providing information related to export bulletins, directed to the improvement and up-grade of design, increase of reliability and safety of

helicopters flight, increase of service life.

Terms of delivery of spare parts and additional technical documentation as well as the procedure of fulfillment of export bulletins will be a subject of a separate contract.

A team of Russian specialists should be deputed under a separate contract in order to secure service maintenance of helicopters.

The service maintenance may include:

- participation in carrying out regular works;
- participation in carrying out current repair of equipment in the places of location;
- participation in carrying out restoration repair of damaged helicopters and their components;
- consulting on operation of the helicopters.

Moreover, the service maintenance may include modification of the supplied helicopters and their components as well as examination of technical condition of the helicopters with the purpose of prolongation of their service life.

The overhaul of the helicopters and engines, gear-boxes and aggregates will be carried out at specialized repairing plants in Russia.

The helicopters' painting, signs, symbols will be done in accordance with a scheme agreed by both Parties.

Приложение № 2

к коммерческому предложению
№ P1143/1910403-1116

Annex No. 2

to Commercial Offer

No. P1143/1910403-1116

СПИСОК ИМУЩЕСТВА ПРЕДЛАГАЕМОГО К ПОСТАВКЕ

THE LIST OF EQUIPMENT TO BE DELIVERED

№№ Nos	Наименование имущества Description of the equipment	Ед. изм-ния Unit measure	Ко- ло Q-ty	Цена за ед. в Евро Price per unit in EURO	Общая стоимость в Евро Total price in EURO
ВЕРТОЛЕТ МИ-38Т / MI-38T HELICOPTER					
1	Вертолет Ми-38Т текущего производства в комплектации, указанной в Приложении № 3 Mi-38T Helicopter of current production in version stated in Annex No. 3	шт / pc	2	18 890 000,00	37 780 000,
1.1	Одиночный комплект инструмента, запасных частей и расходных материалов, указанный в Приложении № 12 Individual set of tools, spare parts, ground service stated in Annex No. 12	к-т / set	1	Входит в стоимость вертолета Included in the cost of helicopters	
1.2	Эксплуатационно-техническая документация, указанная в Приложении № 13 Technical documentation stated in Annex No. 13	к-т / set	1		
ОПЦИОННОЕ ОБОРУДОВАНИЕ / OPTIONAL EQUIPMENT					
1.3	Дополнительный топливный бак непротектированный с ППУ (2603-6122-00) / Additional fuel tank without bullet proof, with foam protection	к-т / set	4	1 480 000,00	
1.4	Санитарное оборудование / Sanitary installation	к-т / set	1		
1.5	Оборудование медработника (2603-0385-00) / Medical attendant equipment	к-т / set	1		
1.6	Сиденья десантные (2603-0380-00) (40 мест) / Paratroopers seats (40 seats)	к-т / set	1		

1.7	Трос для десантирования (по правому борту) с комплектом ограждения для десантирования парашютным способом через проём грузовых створок (2603-0386-00) / Cable for landing of airborne troops with protection set for landing of airborne troops with parachutes through cargo halfdoor	к-т / set	1		
1.8	Модуль туалета (2603-0372-00) / Portable toilet	шт / pc	1		
1.9	Спасательные плоты («Aerazur» SR-10) / Life rafts	шт / pc	3		
1.10	Спасательные жилеты (АСЖ-63П) / Life vests	шт / pc	40		
1.11	Стрела бортовая с системой лебедочной грузовой СЛГ-300МП (260-9620-00) / On-board boom with rescue hoist	к-т / set	1		
1.12	Погрузочно-разгрузочное оборудование / Load-handling equipment	к-т / set	1		
1.13	Швартовочно-такелажное оборудование (260-9700-00) / Mooring and lifting equipment including	к-т / set	1		
1.14	Внешняя подвеска грузоподъёмностью до 5000 кг (260-9600-00) / External sling of up to 5000 kg weight capacity	к-т / set	1		

ВЕРТОЛЕТ МИ-38Т "САЛОН" / MI-38T VIP HELICOPTER

2	Вертолет Ми-38Т "Салон" текущего производства в комплектации, указанной в Приложении № 4 Mi-38T VIP Helicopter of current production in version stated in Annex No. 4	шт / pc	1	21 900 000,00	21 900 000,00
2.1	Одиночный комплект инструмента, запасных частей и расходных материалов, указанный в Приложении № 12 Individual set of tools, spare parts, ground service stated in Annex No. 12	к-т / set	1	Входит в стоимость вертолета Included in the cost of helicopters	
2.2	Эксплуатационно-техническая документация, указанная в Приложении № 13 Technical documentation stated in Annex No. 13	к-т / set	1		

**ГРУППОВЫЕ КОМПЛЕКТЫ ИМУЩЕСТВА
ДЛЯ ОБСЛУЖИВАНИЯ ВЕРТОЛЕТОВ**

3.1	Групповой комплект запасных частей для обеспечения эксплуатации трех вертолетов Ми-38Т, указанный в Приложении № 5 Group set of spare parts for three Mi-38T helicopter operation stated in Annex No. 5	к-т / set	1	до 30% от стоимости вертолетов / up to 30% from total cost of helicopters
3.2	Групповой комплект контрольно-проверочной аппаратуры, указанный в Приложении № 6 Group set of control test equipment stated in Annex No. 6	к-т / set	1	
3.3	Групповой комплект средств наземного обеспечения, указанный в Приложении № 7 Group set of ground support equipment stated in Annex No. 7	к-т / set	1	
3.4	Групповой комплект инструмента, указанный в Приложении № 8 Group set of tools stated in Annex No. 8	к-т / set	1	
3.5	Групповой комплект СНО для оперативного обслуживания, указанный в Приложении № 9 Group set of ground support equipment for operational service stated in Annex No. 9	к-т / set	1	
3.6	Групповой комплект расходных материалов, указанный в Приложении № 10 Group set of consumables stated in Annex No. 10	к-т / set	1	

ПОДГОТОВКА СПЕЦИАЛИСТОВ ИНОЗАКАЗЧИКА / TRAINING OF CUSTOMER SPECIALISTS

4	Подготовка в России специалистов летного и технического состава Инозаказчика обслуживанию и эксплуатации вертолетов Ми-38Т, в соответствии с Приложением № 15 Training of flight and ground technical specialists of Customer to maintenance and operation of the Mi-38T helicopters in Russia in accordance with Annex No.15	2 170 000,00
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