



**ROSNEFT**

OIL COMPANY

OPEN JOINT STOCK COMPANY

To: End Buyer/Buyer's & Seller's Mandate

Date: June 2010 – December 2010

## PETROLEUM PRODUCTS AND PRICES LIST

### D2 – DIESEL OIL

Under 450,000 MT per Month x 12 Months,  
450,000 to 950,000 MT x 12 Months,  
Over 1 Million MT x 12 Months.

USD 600 Gross / 580 Net, CIF.  
USD 480 Gross / 450 Net, CIF.  
USD 400 Gross / 360 Net, CIF.

### JP54 – AVIATION KEROSENE COLONIAL GRADE 54 RUSSIAN ORIGIN

Under 450,000 BBL x 12 Months,  
450,000 to 950,000 BBL x 12 Months,  
Over 1 Million BBL x 12 Months.

USD 65 Gross / 60 Net, CIF.  
USD 56 Gross / 50 Net, CIF.  
USD 46 Gross / 40 Net, CIF.

### M100 – MAZUT 100 GOST 10585-99 & 10585-75

Under 1 Million MT x 12 Months,  
Over 1 Million MT x 12 Months.

USD 380 Gross / 370 Net, CIF.  
USD 260 Gross / 240 Net, CIF.

### REBCO (Russian Export Blend Crude Oil) 9965-76

10 M Bbl. per Month x 12 Months,  
20 M Bbl. per Month x 12 Months,  
50 M Bbl. per Month x 12 Months,  
60 M Bbl. per Month x 12 Months.

USD 50 Gross / 47 Net, CIF  
USD 44 Gross / 41 Net, CIF  
USD 38 Gross / 35 Net, CIF  
USD 27 Gross / 20 Net, CIF

### LPG – 50/50 PROPANE AND BUTANE MIX

Under 450,000 MT x 12 Months,  
450,000 to 950,000 MT x 12 Months,  
Over 1 Million MT x 12 Months.

USD 440 Gross / 430 Net, CIF  
USD 320 Gross / 310 Net, CIF.  
USD 290 Gross / 280 Net, CIF.

**Payment:** Terms can be Transferable, Non-DLC at higher Price.

Bigger Amount with BG can be negotiated (OJSC OIL COMPANY ROSNEFT)

**Inco terms:** CIF / ASWP

**Inspection:** SGS, CCIC or Similar by OJSC OIL COMPANY ROSNEFT

**Country of origin:** Russian Federation.

**OJSC ROSNEFT**

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## PROCEDURE

- 1 Buyer issues an ICPO, LOI, and BCL with right to soft probe. (Includes the NCNDA IMFPA with all the parties involved).
- 2 OJSC OIL COMPANY ROSNEFT issues draft contract initials on every page, signs and seals and send it to the Buyer for Buyer's signature and seal (with amendments if any).
- 3 Buyer is responsible and will pay the cost for "Purchase Approval code" obtained from the Russian ministry of energy for legitimate approval to Buyer Company to purchase crude oil and petroleum product from Russian Federation and for the contract to be registered and approved with the Buyer's company name.
- 4 OJSC OIL COMPANY ROSNEFT issues original contract for final signatory, both party exchange hard copy of contract via courier. Both parties' lodges' contracts in respective banks.
- 5 OJSC OIL COMPANY ROSNEFT's bank shall notify the Buyer's bank that they are willing and ready to issue a non-operative 2% performance bond (PB) to Buyer's bank. The 2% PB will be placed in Buyer's bank account, should the OJSC OIL COMPANY ROSNEFT fail to supply the cargo of the products, this 2% PB will be paid to the Buyer and intermediaries accordingly as compensation.
- 6 The Buyer issues the DLC for the monthly cargo value within 5 (five) banking days after receipt of 2% PB from the OJSC OIL COMPANY ROSNEFT. This action makes simultaneously and automatically the 2% PB from the OJSC OIL COMPANY ROSNEFT's bank and the DLC from the Buyer's bank operative.
- 7 OJSC OIL COMPANY ROSNEFT's bank issue to Buyer's bank the Proof of Product (POP) providing the following documents as POP (Proof Of products):
  - a. Copy of license to export, issued by the department of the ministry of energy.
  - b. Copy of approval to export, issued by the department of the ministry of justice.
  - c. Copy of statement of availability of the product.
  - d. Copy of the refinery commitment to produce the product.
  - e. Copy of the OJSC AK TRANSNEFT contract to transport the product to the port.
  - f. Copy of the port storage agreement
  - g. Copy of the charter party agreement(s) to transport the product to discharge port.
- 8 Within 11 (Eleven) working days OJSC OIL COMPANY ROSNEFT will send Buyer invitation to Russia (Moscow) to view the allocation.
- 9 Delivery commences as per contract and the shipment should arrive at Buyer's discharge port within 30 - 45 days after the MT 103 receiving by the OJSC OIL COMPANY ROSNEFT's bank.

Yours Sincerely,



**Viktor Ploskina**

Head of Sales Department of OJSC OIL COMPANY ROSNEFT

**OJSC ROSNEFT**

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