



**ROSNEFT**



**ENERGY FOR GROWTH**

# OJSC ROSNEFT

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

Date: January 2011 – March 2011

COMMODITY MONTHS	BELOW 100,000MT	ABOVE 100,000MT
<b>GASOIL (GOST 305-82)</b>		
Gas Oil L-0.2-62	500\$	450\$
Gas Oil 3-0.2-35	750\$	675\$
Gasoline A-76/80(A1-76)	700\$	630\$
Gasoline A-92(A1-92)	830\$	745\$
Gasoline A-95(A1-96)	870\$	780\$
<b>FUEL OIL (MAZUT-M100 GOST 10585-99/75)</b>		
Type 1 (S<0.5%)	330\$	300\$
Type 1f (0.5 %< S<1%)	270\$	245\$
Type 1ff (1 %< S<15%)	260\$	230\$
<b>BUNKERFUEL</b>		
IFO-180 CST	270\$	240\$
IFO-380 CST	220\$	200\$
<b>RUSSIAN EXPORT BLEND CRUDE OIL</b>		
Urals Blend	80\$	75\$
Siberian	90\$	85\$

**OJSC ROSNEFT**

<http://www.rosneft.ru>

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[marketing@ojscrosneft.ru](mailto:marketing@ojscrosneft.ru)

Tel: +7 (915) 164 80 67

Fax: +7 (495) 777 44 44

BELOW 500,000MT PER MONTH

ABOVE 500,000MT PER MONTH

JET/AVIATION FUEL

Aviation Kerosene JP54	65\$/BL	60\$/BL
Aviation Kerosene A1/TS1	80\$/BL	72\$/BL

OTHER PRODUCTS

BELOW 50,000MT PER MONTH

ABOVE 50,000MT PER MONTH

LNG	530\$	470\$
LPG	430\$	380\$
BITUMEN 60/70	300\$	270\$

Payment: Terms can be Transferable, Non-DLC at higher Price.  
Bigger Amount with BG can be negotiated (OJSC ROSNEFT)

Inco terms: CIF / ASWP  
Inspection: SGS, CCIC or Similar by OJSC ROSNEFT  
Country of origin: Russian Federation.

- 1 Buyer sends LOI/ICPO to seller.
- 2 Seller issue FCO and DRAFT CONTRACT for amendments.
- 3 Buyer/Seller review, negotiate the Draft Contract and upon final agreement sign, seal, and sends the Contract to each other along with their full bank Details.
  - a. Buyer registers the contract with ministry of energy in Charge of registration and transportation of the product to loading port.
  - b. IT IS MANDATORY THAT THE NOTARIZATION AND STAMP DUTIES THAT WILL BE DONE AT MOSCOW HIGH COURT, REGISTRATION OF CONTRACT WITH THE APPROPRIATE AUTHORITIES, THESE EXPENSES WILL BE BORNE BY THE BUYER AND IT IS NOT NEGOTIABLE (57,500EUROS)
- 4 Seller's bank should issue 2% non-operative performance Bond to Buyer's bank within 5 banking days after sign the contract. And at the same time, Seller sends full POP to Buyer.

OJSC ROSNEFT will provide the following documents as POP:

Copy of license to Export, issue by the ministry of energy.

Copy of approval to export, issued by the ministry of justice.

Copy of statement of availability of the product.

Copy of the refinery commitment to produce the product.

Copy of transneft contract to transport the product to the port.

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Copy of the port storage agreement.

Copy of the charterparty agreement(s) to transport the product to the discharge port.

- 5 Once the Buyer's Bank receipt of the 2% non-operative performance bond, buyer shall issue Irrevocable Non-transferable Divisible DLC within 7 international banking days to Seller's bank to activate the Performance bond.
- 6 Within 11 (Eleven) working days OJSC ROSNEFT will send Buyer invitation to Russia (Moscow) to view the allocation.
- 7 Delivery commences as per contract and the shipment should arrive at Buyer's discharge port within 30 - 45 days.

Yours Sincerely,



**Peter O'Brien**  
Vice President of OJSC ROSNEFT

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Sign and Seal

Sample document  
used by fraudsters