



ROSNEFT



ENERGY FOR GROWTH

OJSC ROSNEFT

To: End Buyers/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 350 Gross / 340 Net.
USD 325 Gross / 315 Net.
USD 300 Gross / 290 Net.

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 45 Gross / 43 Net.
USD 42 Gross / 40 Net.
USD 36 Gross / 34 Net.

M100 – MAZUT 100 COST 10585-99 & 10585-75

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

USD 280 Gross / 270 Net.
USD 250 Gross / 240 Net.

REBCO (Russian Export Blend Crude Oil) 9965-76

10 MBbl. per Month x 12 Months,
20 MBbl. per Month x 12 Months,
50 MBbl. per Month x 12 Months,
60 MBbl. per Month x 12 Months.

USD 30 Gross / 27 Net.
USD 24 Gross / 21 Net.
USD 18 Gross / 15 Net.
USD 10 Gross / 7 Net.

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 3400 Gross / 330 Net.
USD 320 Gross / 310 Net.
USD 290 Gross / 280 Net.

Payment:

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

Inco terms:

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

Inspection:

SGS, CCIC or Similar by OJSC OIL COMPANY ROSNEFT

Country of origin:

Russian Federation.

OJSC ROSNEFT

26/1 Sofiyskaya Embankment, 1, GSP – 8, 117997, MOSCOW, RUSSIA

[http:// www.rosneft.ru](http://www.rosneft.ru)

PROCEDURES

1. Buyer issues an ICPO, LOI, and BCL with right to soft probe. (Includes the NCNDAMFPA 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 counters sign and seals the draft contract and sends via email to the OJSC OIL COMPANY ROSNEFT. SIMULTANEOUS with sending the signed Draft Contract, Buyer's Bank will issue MT103/23 SWIFT confirmation of 3% proof of funds for first shipment to Seller's Bank as stated in the DRAFT CONTRACT to enable Seller to move ahead with additional documents.
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 DLC receiving by the OJSC OIL COMPANY ROSNEFT's bank.

Yours Sincerely,



Viktor Ploskina
OJSC COMPANY ROSNEFT

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Sign and Seal