



**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 GOST 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.

## PROCEDURES FOR SPOT DEAL

1. Buyer issues an ICPO (Irrevocable Corporate Purchase Order).
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 countersign and seals the draft contract and sends via email to the OJSC OIL COMPANY ROSNEFT.
4. Upon received sign and seal draft contract from Buyer, Seller issue soft POP to enable buyer SWIFT 3% MT103/23 as Proof of Fund for the first shipment. Seller pays for the Contract to be Registered / Legalized on the Buyers name at the Ministries / Authorities Involved. Upon Payment Confirmation, OJSC OIL COMPANY ROSNEFT issues a DEED OF TRANSFER Document countersigned by the Court, confirming the Full Transfer of the Allocation to the Buyer.
5. OJSC OIL COMPANY ROSNEFT releases to the Buyer Three (3) Hard copies of the Registered / Legalized Contract, via Courier Service.
6. OJSC OIL COMPANY ROSNEFT sends to the Buyer SGS Report and Tank Receipt via EDT/email.

**OJSC ROSNEFT**

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

7. Upon Buyer Confirmation of the SGS Report and Tank receipt, Buyer will wire MT105 in amount of Tank receipt to OJSC OIL COMPANY ROSNEFT's.

8. Title and Full Proof of Product (POP) Transfer and lifting commence accordingly.

Yours Sincerely,



**Viktor Ploskina**  
OJSC COMPANY ROSNEFT

.....  
Sign and Seal

Образец документа,  
используемый мошенниками