

**To: End Buyers/Buyer's & Seller's Mandate****Date: July 2010 – December 2010****PETROLEUM PRODUCTS AND PRICES LIST****D2 – DIESEL OIL**

|                                         |                          |
|-----------------------------------------|--------------------------|
| Under 450,000 MT per Month x 12 Months, | USD 450 Gross / 440 Net. |
| 450,000 to 950,000 MT x 12 Months,      | USD 425 Gross / 415 Net. |
| Over 1 Million MT x 12 Months.          | USD 400 Gross / 390 Net. |

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

|                                     |                        |
|-------------------------------------|------------------------|
| Under 450,000 BBL x 12 Months,      | USD 55 Gross / 53 Net. |
| 450,000 to 950,000 BBL x 12 Months, | USD 52 Gross / 50 Net. |
| Over 1 Million BBL x 12 Months.     | USD 50 Gross / 48 Net. |

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

|                                 |                          |
|---------------------------------|--------------------------|
| Under 1 Million MT x 12 Months, | USD 380 Gross / 370 Net. |
| Over 1 Million MT x 12 Months.  | USD 350 Gross / 340 Net. |

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

|                                  |                        |
|----------------------------------|------------------------|
| 10 M Bbl. per Month x 12 Months, | USD 40 Gross / 37 Net. |
| 20 M Bbl. per Month x 12 Months, | USD 34 Gross / 31 Net. |
| 50 M Bbl. per Month x 12 Months, | USD 28 Gross / 25 Net. |
| 60 M Bbl. per Month x 12 Months. | USD 20 Gross / 17 Net. |

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

|                                    |                          |
|------------------------------------|--------------------------|
| Under 450,000 MT x 12 Months,      | USD 440 Gross / 430 Net. |
| 450,000 to 950,000 MT x 12 Months, | USD 420 Gross / 410 Net. |
| Over 1 Million MT x 12 Months.     | USD 390 Gross / 380 Net. |

|                           |                                                                                                                              |
|---------------------------|------------------------------------------------------------------------------------------------------------------------------|
| <b>Payment:</b>           | Terms can be Transferable, Non-DLC at higher Price.<br>Bigger Amount with BG can be negotiated (re-OJSC OIL COMPANY ROSNEFT) |
| <b>Inco terms:</b>        | CIF / ASWP                                                                                                                   |
| <b>Inspection:</b>        | SGS, CCIC or Similar by OJSC OIL COMPANY ROSNEFT                                                                             |
| <b>Country of origin:</b> | Russian Federation                                                                                                           |

## PROCEDURES

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 FCO within approximately 7-10 Business days.
3. Buyer signs and returns FCO with a letter of acceptance.
4. **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) and also with partial pop from ministry of energy.
5. Buyer counter signs and seals the draft contract and sends via email to the **OJSC OIL COMPANY ROSNEFT**
6. **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.
7. **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 **OJSC OIL COMPANY ROSNEFT** fails to supply the cargo of the products, this 2%PB Will be paid to the buyer and intermediaries accordingly as compensation.
8. The Buyer issues the DLC for the monthly cargo value within 5 (five) banking days after receipt of 2% PB from **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.
9. **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 products to the port.
  - f. Copy of the port storage agreement.
  - g. Copy of the charter party agreements to transport the products to discharge port.
10. Within 11 (ELEVEN) working days **OJSC OIL COMPANY ROSNEFT** will send buyer invitation to Russia(Moscow) to view the allocation.
11. Delivery commences as per contract and the shipment should arrive at buyer's discharge port within 30-35 days after the DLC receiving by the **OJSC OIL COMPANY ROSNEFT's** bank.



**MR VICTOR PLOSKINA**

**HEAD OF SALES DEPT.**

