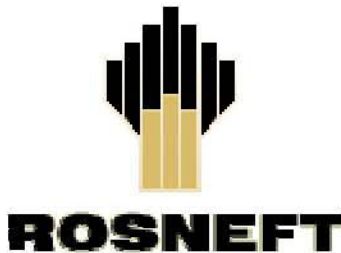


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Время Работа:
Понедельник 9:00am - 6:00pm.
Пятница 9:00am - 5:30pm



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VALID TILL: JUNE 2010

Ref: ROS-CXЖ-79II

TO: END BUYERS AND SELLERS MANDATE

SOFT CORPORATE OFFER

RUSSIA EXPORT BLEND CRUDE GOST 51 858-2002 (R.E.B.C.O)

100,000 - 1,000,000 Barrels per Month

Price: Gross \$90.00 USD / \$ 80.00 USD NET on CIF / ASWP

Цена: Gross \$ 90.00 USD / \$ 87.00 USD NET on CIF / ASWP

D2 RUSSIAN GASOIL L-0.2-62 GOST 305-82

50,000 - 1,000,000 Metric Tons per Month

Price: Gross \$ 400.00 USD / \$ 390.00 USD NET on CIF

Цена: Gross \$ 390.00 USD / \$ 390.00 USD NET on CIF

MAZUT M100 GOST-10585-75

50,000 - 1,000,000 Metric Tons per Month

Price: Gross \$ 250.00 USD / \$ 245.00 USD NET on CIF

Цена: Gross \$ 250.00 USD / \$ 245.00 USD NET on CIF

MAZUT 100 GOST -10585-99

50,000 - 1,000,000 Metric Tons per Month

Price: Gross \$ 240.00 USD / \$ 230.00 USD NET on CIF

Цена: Gross \$ 240.00 USD / \$ 230.00 USD NET on CIF

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Price: Per Barrel Gross USD \$ 60 / Net \$ 50 Condition Of **Deliverance:** CIF

Цена: Per Barrel Gross USD \$ 60 / Net \$ 50 Condition Of **Deliverance:** CIF

JET FUEL A1 91/91

50,000 - 500,000 Metric Tons per Month

Price: Gross \$ 38.00 USD / \$ 36.00 USD NET on CIF / ASWP

Цена: Gross \$ 38.00 USD / \$ 36.00 USD NET on CIF / ASWP



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LIQUEFIELD PETROLEUM GAS (PROPANE (C3H8) 50%+ BUTANE (C4H10) SEPARATED (LPG)

50,000 - 500,000 Metric Tons per Month

Price: Gross \$410.00 USD / \$ 400.00 USD NET on CIF / ASWP

Цена: Gross \$410.00 USD / \$ 400.00 USD NET on CIF / ASWP

LIQUEFIELD NATURAL GAS 5542-87 (LNG)

50,000 - 500,000 Metric Tons per Month

Price: Gross \$ 420 USD / \$ 410.00 USD NET on CIF / ASWP

Цена: Gross \$ 420 USD / \$ 410.00 USD NET on CIF / ASWP

COMPRESSED NATURAL GAS (CNG)

250 million cubic feet for first trial shipment

Price: Gross \$ 400 USD / \$ 390.00 USD NET on CIF

Цена: Gross \$ 400 USD / \$ 390.00 USD NET on CIF

DIESEL GAS OIL ULTRA-LOW SULPHUR DIESEL 50 PPM

50,000 - 500,000 Metric Tons per Month

Price: Gross \$ 400.00 USD / \$ 395.00 USD NET on CIF / ASWP

Цена: Gross \$ 400.00 USD / \$ 395.00 USD NET on CIF / ASWP

GASOLINE 87 OCTANES

RUSSIAN ORIGIN

150 000 - 2 000 000 MT Annual contract

PRICE: USD \$ 400 GROSS / USD \$ 395 NET

Цена: USD \$ 400 GROSS / USD \$ 395 NET

BITUMEN / PETROLEUM ASPHALT

CONDITION OF DELIVERANCE, CIF

PRICE: GROSS USD \$ 240/ USD NET \$235 COMMISSION: 50% / 50 %

Цена: GROSS USD \$ 240/ USD NET \$235 COMMISSION: 50% / 50 %

UREA FERTILIZER 46% PRILLED UREA

Quantity: Minimum 30,000,000MT, Maximum 500,000MT

CIF Price: \$310 GROSS / \$300 NET

FOB Price: \$300 GROSS / \$290 NET



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RUSSIA EXPORT BLEND CRUDE GOST 9965-76

Quantity: Minimum 4,000,000BBLs, Maximum 60,000,000BBLs

CIF Price: \$80 GROSS / \$70 NET

FOB Price: \$70 GROSS / \$60 NET

Commission: \$5 / \$5

CST-180 FUEL OIL RUSSIAN ORIGIN

Quantity: Minimum 100, 000MT, Maximum 1, 000,000MT

CIF Price: \$220 GROSS / \$210 NET

FOB Price: \$210 GROSS / \$200 NET

Commission: \$5 / \$5

GASOLINE 93 OCTANE RUSSIAN ORIGINS

Quantity: Minimum 100,000MT, Maximum 1,000,000MT

CIF Price: \$320 GROSS / \$310 NET

FOB Price: \$310 GROSS / \$300 NET

Commission: \$5 / \$5

STANDARD PROCEDURES

1. Buyer issues ICPO.
2. Seller / Refinery issues FCO.
3. Buyer sign and return FCO with acceptance letter including banking details.
4. Seller / Refinery issues draft contract for signatory and for amendment if any via electronic mail.
5. Buyer sign and initial each page of the contract to Seller / Refinery.
6. Upon Seller / Refinery receipt of sign contract from the buyer, within 48hours buyer legalizes contract with the Ministry of Energy Russian Federation.



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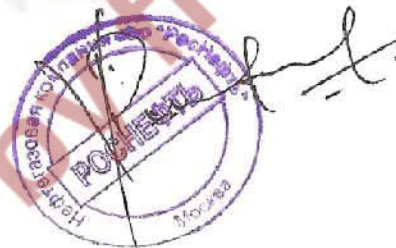
7. Seller / Refinery Issued Affidavit, Letter of Affirmation with the Partial POP and Invoice for the legalization of the contract with the ministry of Energy Russia Federation.
8. Seller / Refinery issues and send to Buyer hard copy contract for final signatory. And End Buyer and the Seller / Refinery lodges contract in respective banks.
9. Seller's / Refinery bank swift Full POP Bank to Bank to buyer's bank.
10. Seller's / Refinery bank issues 2% PB to activate payment instrument.
11. Delivery commence as per contract.

These Procedures are not negotiable and must be given in the End Buyer ICPO as confirmation of accepting the Seller's terms and Procedure; otherwise seller will not issue the FCO or DRAFT CONTRACT.

Made out to: rosneftoilgas@mail.ru

Thanks,

MR. VIKTOR PLOSKINA.
HEAD OF SALES DEPARTMENT



Used in Sample Documents
ROSNEFT

