



OJSC ROSNEFT

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FULL CORPORATE OFFER

The undersigned company, OJSC OIL COMPANY ROSNEFT, with full corporate and legal responsibility, under penalty of perjury confirms that we are ready, willing and able to supply the following petroleum products / commodities:

12 MONTHS CONTRACT WITH ROLLS AND EXTENSION

To: KLAS OIL D.O.O.E.L

Via: Onur gencten

Date: 18/9/2010

Ref: RST/EGL-01/01-FOB

Products:	Euro Gasoil Diesel (D2)En590 Gost 305-82
Country of Origin:	Russian Federation
Quality Specification:	GOST 305-82
Quantity:	200.000 (Two Hundred Thousand) Metric Tons For One Year And 10000 ( Ten Thousand) MT For Every 10 Days
Delivery:	FOB/SPOT Novorossysk
Delivery Time:	12 {Twelve} consecutive Calendar Month
Payment:	Payment by L/C
Inspection:	SGS, CIQ or similar by Buyer.
Commissions;	5.00 (Five Dollars) Seller Side.
Price Net:	USD:325.00



## TERMS AND PROCEEDURE

### Procedure:

1. Buyer issues an ICPO, LOI with right to soft probe. (Includes the NCNDA-MFPA with all the parties involved).
2. **OJSC OIL COMPANY ROSNEFT** issue Full corporate Offer.
3. Buyer signs and return Full Corporate Offer with a Letter of Acceptance to **OJSC OIL COMPANY ROSNEFT**.
4. **OJSC OIL COMPANY ROSNEFT** issues draft contract initials on every page, signs and seals and sends it to the Buyer's for Buyer's signature and seal (with amendments if any).
5. Buyer counters sign and seal the draft contract and sends via email to the **OJSC OIL COMPANY ROSNEFT**:

Seller and Buyer Legalize and notarize the Contract Registration with Ministries and Authorities in charge of Contract Registration.

**on behalf of Buyer Company from the Russian Ministry of Energy for legitimate approval to Buyer Company to purchase crude oil and petroleum product from Russian Federation.**

6. **OJSC OIL COMPANY ROSNEFT** issues original contract for final signatory, both party exchanges hard copy of contract via courier. Both parties' lodges' contracts in respective banks.
7. **OJSC OIL COMPANY ROSNEFT's** bank issues to Buyer's bank the Proof of Product (POP) providing the following document 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. The Buyer issues the DLC for the monthly cargo value within 5 (five) banking days after receipt of 2% BP from the OJSC OIL COMPANY ROSNEFT. This action makes simultaneously and automatically the 2% PB form the OJSC OIL COMPANY ROSNEFT's bank and the DLC from the Buyer's bank operative.
9. 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 the 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.
10. Within 21 (Twenty-One) working days OJSC OIL COMPANY ROSNEFT will send Buyer invitation to Russia (Moscow) to view the allocation.
11. OIL COMPANY ROSNEFT' appoints and signs charter party agreement with the vessel shipping company and finalize, Buyer contact the company.
12. Delivery commences as per contract and the shipment should arrive at Buyer's discharge port within 30 – 45 days the DLC have been confirmed by the OJSC OIL COMPANY ROSNEFT's bank.

Made out to: [oisc.oao\\_rosneft@mail.ru](mailto:oisc.oao_rosneft@mail.ru)

### SPECIFICATION OF D2 GAS OIL 1

COMPONENT	UNIT	MIN.	MAX
Density@ 20 deg C	Kg/m <sup>3</sup>		0,84
Colour			01 .10
Flash point, PMCC	deg C ( eC )	55	65.0
Kinematics' viscosity @20 deg C C ST		3,0	6,0
Pour point	deg C ( eC )	(*)	-10,0
Cloud point	deg C ( eC )	(*)	-5,0
Mercaptan sulphur			0,00
Acidity, mg / 1000 cm <sup>3</sup>			5
Iodine number		g/100g	6
Ash	%wt		0,01
Total Sulphur	%wt	0,005	0,02
Copper corrosion	3 hrs@50 deg C	(typical)	1 A
CCR on 10% Residues	%wt		0.20
Cetane index		45	
Distillation range :			
- 50% Recovered Volume	deg C ( eC )		280
- 90% Recovered Volume	deg C ( eC )		365.

- Bacteria MBC	Fibre / it	500
- Bacteria CFU	Fibre / it	1000

(\*) Summer from March to October (PP - 5.0 degrees C)  
Summer from March to October (CP - 0.0 degrees C)  
Winter from November to February (PP - 10.0 degrees C)  
Winter from November to February (CP – 5.0 degrees C)

**Yours Sincerely,**



A handwritten signature in yellow ink, appearing to be 'Viktor Ploskina'.

**MR. VIKTOR PLOSKINA.**  
**HEAD OF SALES DEPARTMENT**  
**[www.rosneft.ru](http://www.rosneft.ru)**

**BUYERS SIGNATURE**

Sample document  
used by fraudsters