

# *Bharath Agencies*

## **INTERNATIONAL TRADE CONSULTANTS**

757/15, 7<sup>th</sup> Main Road, BSK 1<sup>st</sup> Stage, Sri Nagar, Bangalore-560050- INDIA

TELEFAX; 91-80-26619351 # Mobil: 91-8050673099# 9019329568

Emails: indiranahata@yahoo.com # indira\_nahata@yahoo.com

VAT No.29830130360

9/20/2010

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AGENTS FOR/ **SUGAR # Urea 46% # Cement # HMS 1,1&2 #Used Rails # D2, Mazut 100 and JP54**

## **OJSC ROSNEFT/ COPY**

**To: End Buyer/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, USD 600 Gross / 580 Net, CIF.

450,000 to 950,000 MT x 12 Months, USD 480 Gross / 450 Net, CIF.

Over 1 Million MT x 12 Months. USD 400 Gross / 360 Net, CIF.

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

Under 450,000 BBL x 12 Months, USD 65 Gross / 60 Net, CIF.

450,000 to 950,000 BBL x 12 Months, USD 56 Gross / 50 Net, CIF.

Over 1 Million BBL x 12 Months. USD 46 Gross / 40 Net, CIF.

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

Under 1 Million MT x 12 Months, USD 380 Gross / 370 Net, CIF.

Over 1 Million MT x 12 Months. USD 260 Gross / 240 Net, CIF.

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

10 M Bbl. per Month x 12 Months, USD 50 Gross / 47 Net, CIF

20 M Bbl. per Month x 12 Months, USD 44 Gross / 41 Net, CIF

50 M Bbl. per Month x 12 Months, USD 38 Gross / 35 Net, CIF

60 M Bbl. per Month x 12 Months. USD 27 Gross / 20 Net, CIF

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

Under 450,000 MT x 12 Months, USD 440Gross / 430 Net, CIF

450,000 to 950,000 MT x 12 Months, USD 320 Gross / 310 Net, CIF.

Over 1 Million MT x 12 Months. USD 290 Gross / 280 Net, CIF.

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

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

**Inco terms:** CIF / ASWP

**Inspection:** SGS, CCIC or Similar by OJSC OIL COMPANY ROSNEFT

**Country of origin:** Russian Federation.

### **PROCEDURE**

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 draft contract initials on every page, signs and seals and send it to the Buyer for

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Buyer's signature and seal (with amendments if any).

3 Buyer is responsible and will pay the cost for "Purchase Approval code" obtained from the Russian ministry of energy for legitimate approval to Buyer Company to purchase crude oil and petroleum product from Russian Federation and for the contract to be registered and approved with the Buyer's company name.

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 nonoperative 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 MT 103 receiving by the OJSC OIL COMPANY ROSNEFT's bank.

Yours Sincerely,

**Viktor Ploskina**

Head of Sales Department of OJSC OIL COMPANY ROSNEFT