

# Purchasing from Rosneft Oil Company

ПОДДЕЛКА

To Whom It May Concern:

I represent Rosneft as a legal mandate. I have prepared this overview to give the buyer and associates complete information on purchasing for Rosneft oil company. This presentation includes: (1) a request for product form; (2) Rosneft procedures; (3) an outline of the initial purchase undertaking format; and (4) pricing. After reviewing the materials enclosed, I encourage you to reach out to me with any questions you may have.

Upon receipt of the request product form, please review it, complete it, and send it back to me. Once I receive your completed request form, you will receive a Soft Corporate Offer ("SCO") from the refinery and Rosneft sales department. SCO will include price and applicable procedures. We will address one product need at a time and send the SCO per product. After receiving SCO and if you agree with price and procedures please create an Irrevocable Corporate Purchase Order ("ICPO") and forward it to me. The ICPO should contain the information in the SCO including price and procedures. Please also include preliminary banking information and any other information you want to be made known to the refinery. If you do not agree with the information in the SCO please do not make any changes to it, but please make known to us any concerns you may have.

Best regards,

Charley White

Russian government: 1135543118649

Rosneft: 7709178101

# REQUEST FORM

Buyer's name: \_\_\_\_\_

Product to purchase: \_\_\_\_\_

Volume first lift plus rolls and extensions: \_\_\_\_\_

Do you have your own ships? : \_\_\_\_\_

Do you have a TSA: \_\_\_\_\_

Have you purchased from Russia and/or Rosneft previously: \_\_\_\_\_

Banking information (you do not need to include account information at this time):  
\_\_\_\_\_

Please give a company profile: \_\_\_\_\_

## FOB DIP AND PAY PROCEDURE ROTTERDAM

1. Buyer send ICPO to Seller with company profile and passport copies of the buyer's representatives visiting the seller for TTM and closing.
2. Seller issue CI to Buyer countersign for CI and send back to seller
3. Buyer confirms his proof to pay for the product after SGS Report
4. Within 2 days after the receipt of successful POF confirmation by MT 199 or buyer provides the proof at the TTM as well if the bank to bank will be an issue.
5. Seller invites Buyer for TTM (TABLE TOP MEETING) in seller's office in Rotterdam Buyer pays 150k euros for logistics at the office in Rotterdam.
6. Upon successful Dip Test Buyer pays 100% for the product according to the SGS report and Loading commence.
7. Buyer will pay commission to buyer's side intermediaries as signed in the NCND/IMPFA

## FOB DIP AND PAY PROCEDURE RUSSIA

1. Buyer send ICPO to Seller with company profile and passport copies of the buyer's representatives visiting the seller for TTM and closing.
2. Seller issue CI to Buyer countersign for CI and send back to seller
3. Buyer confirms his proof to pay for the product after sgs Report
4. Seller invites Buyer for TTM (TABLE TOP MEETING) in Moscow, Buyer and seller registers the CI with the Chamber of commerce and notary buyer pays for the registration in Moscow and for SGS inspection,
5. Upon successful Dip Test Buyer pays 100% for the product according to the SGS report and Loading commence
6. Buyer will pay commission to buyer's side intermediaries as signed in the NCND/IMPFA.

## FOB PROCEDURE RUSSIA PORT

1. Buyer send ICPO to Seller with company profile and passport copies of the buyer s representatives visiting the seller for TTM and closing.
2. Seller issue CI to Buyer countersign for CI and send back to seller
3. Buyers confirms his proof to pay for the product after sgs Report
4. Seller invites Buyer for TTM (TABLE TOP MEETING) in Moscow, Buyer and seller registers the CI with the Chamber of commerce and notary buyer pays for the registration in Moscow and for SGS inspection,
5. Upon successful Dip Test Buyer pays 100% for the product according to the SGS report and Loading commence
6. Buyer will pay commission to buyer's side intermediaries as signed in the NCND/IMPFA.

## CIF Procedures

- 1). Buyer issues ICPO to seller upon receipt of Seller's SCO.
- 2). A letter from the buyer's bank is required stating that the buyer has the money to pay for the first delivery. The letter from the buyer's bank on the bank's letterhead must list the bank officers name, telephone number, email address and the bank's swift code. The bank letter must be sent separately but at the same time the Buyer issues ICPO to seller upon receipt of Seller's SCO.
- 3). Seller issue draft Contract for buyer to sign and return.
- 4). The intermediaries should have an agreement with the buyer regarding their commission. Immediately after the agreement the refinery or the registered mandate for the refinery will contact the buyer directly.
- 5). Seller registers, notarizes and legalizes the contract with appropriate government Authorities/Ministries in charge of Allocation processing at Seller's own expense.
- 6). Seller sends copy of the approved, registered and legalized final contract to the buyer along with below Partial POP Documents;
  - A) Statement of availability of product
  - B) Commitment to supply
  - C) Product Passport
  - D) Export License
  - E) Company Registration Certificate.

7). The shipping company shall be nominated by the seller with the consent of the buyer, the buyer and seller thereafter signs CPA (Charter Party Agreement) with the shipping company and the seller and buyer jointly pays the transshipment and Vessel Charter fees for the shipping company to transport the product to buyer's nominated destination port. Buyer's payment will be deducted from the DLC value of the first Month shipment.

8). Upon confirmation of the payment by the shipping company, Seller's bank sends full POP documents;

(A) Tank Storage Receipt

(B) Sets of Original Bill Of Lading

(C) Cargo Manifest/Vessel Q88

(D) SGS Report

9). Upon receipt of above documents, Buyer bank swift DLC (Document Letter of Credit) to Seller's Bank within PB to activate Buyer's payment instrument.

10). Three (3) banking days after receiving the full POP documents from Seller's Bank and Seller's Bank respond with 2%.

11). Loading and shipping of the product commences and upon product arrival at destination port, Buyer makes payment for product total value by MT103 within 72 hours.



## 2019 Price Chart

Product	Price
EN 590	\$450.00 USD per MT
D-2	\$290.00 - \$300.00 USD per MT
JP 54	\$65.00 USD per BLL
Jet A-1	\$65.00 USD per BLL
D-6	\$0.85 per gal
Mazut	\$215.00 USD per MT
LNG	\$230.00- \$240.00 USD per MT
LPG	\$320.00 USD per MT
Crude- REBCO	\$40.00 USD per BLL
Crude- ESPO	\$40.00 USD per BLL

## General Commission Structure

Quantity/Volume	Total Commission	Commission Breakdown: Buyer	Commission Breakdown: Seller
Metric Ton	\$10.00 USD	\$5.00 USD	\$5.00 USD
Barrel Products	\$2.00 USD	\$1.00 USD	\$1.00 USD
Per Gallon	\$0.02 USD	\$0.01 USD	\$0.01 USD