



**ROSNEFT**

**OPEN JOINT STOCK COMPANY "OIL COMPANY ROSNEFT  
(OJSC "ROSNEFT")**

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Mailing address: 2611, Sofiyskaya Embankment, 117997, Moscow, Russian Federation

Legal Address: Russia, 115035, Moscow, Sofiyskaya Embankment, 26/1

Contact telephone: +7 (499) 517-88-99, Fax +7 (499) 517-72-35

E-mail: [postman@rosneft.ru](mailto:postman@rosneft.ru), Website: [www.rosneft.ru](http://www.rosneft.ru)

окпо 00044428, оргн 1027700043502, инн/кпп 7706107510/997150001

Attention: Buyer/Buyer Representative

Represented By. Michal Charczuk Polaut

Via: ENERGORESURS COMPANY

Date Of Issue: 02/04/2019

**SOFT CORPORATE OFFER**

We, "ROSNEFT, as the seller, hereby confirm under penalty of perjury affirms the availability and capability to supply (JP54), for Contract sales. The supply is guaranteed to meet the specifications and to pass the stringent requirements of SGS or its equivalent. We will require financial statement from Buyer's bank clarifying Buyer's financial capability /Operative financial instrument from Buyer's bank to precede negotiation. All negotiations will be strictly held, directly with Buyer / authorized representative.

JP54 OIL GOST 10227-86

QUANTITY: 2 million barrels First Trail Order

CONTRACT: 2 million barrels Annual contract according to the buyer needs

PRICE: Platt's NWE minus discount- 8 USD per BBLs

DELIVERY: FOB Rotterdam

**PROCEDURE**



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**1. Buyer sends ICPO to Seller on receipt of FCO along with Buyer's TSA as proof of buyer's Storage Availability.**

**2. Seller issues Commercial Invoice (CI) directly to Buyer, Buyer Signs and returns to Seller**

**3. Seller issues, Conditional DTA letter to be signed by all parties including buyer's Tank Farm.**

**4. Seller issues Unconditional DTA, Fresh SGS, TSR, and Title Document to the Buyer**

**5. Buyer conducts Dip Test in Seller Tank & Injection Commence to Buyer Tank.**

**6. Within 24-48 hrs, Buyer makes 100% TT payment via MT103, Seller change ownership title to Buyer**

**7. Seller issues 12 months contract to be signed with all parties including NCNDA/IMFPA**

**STANDARD SPECIFICATION**



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PROPERTY	UNIT	RESULT	TEST-IP	METHOD	ASTM
ADDITIVES	mg/		Min		17
Antioxidant in hydro processed fuel	l		ma		24
Antioxidant non hydro processed fuel	mg/		x		24
Static dissipater first doping ASA-3	l		min		1
	mg/		min		3
	l		min		
COMBUSTION PROPERTIES	mj/lkg	Min		18.4	D480
Specific energy, net	mm	min		19	8
Smoke point	% vol	min		45	D132
Luminomitter		ma		3	2
		x			D174
COMPOSITION	mg KOH/g	Max	0.01	354	D3242
Total Acidity	% vol	ma	22	158	D1318
Aromatics	% mass	x	0.30	107	D1266/26
Sulphur, Total	% mass	ma	0.003	342	22 D3227
Sulphur, Mercaptan		x		30	D4952
		ma			
VOLATILITY	Centigrade	Centigrade		Max	Report
Initial Boiling		% vol		max	24
Point 10% vol at C		% vol		max	0
20% vol at C		Centigrade		max	Report
50% vol at C		kg/m <sup>2</sup>		max	Report
80% vol at C				min/max	300
End point					1.
Recovered residuals					5
Loss					1.
170/303			D96		5
180/385					
D56/3828	LOW	Centigrade		Max	-40
D1298	TEMPERATURE				
	Freezing Point				
D2256	Corrosion, silver	Max		Max	154
CORROSION	(4hrs at 50C)			1	227
Corrosion, copper (2hrs at				1	



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STABILITY Thermal stability control, Temp. 280C Filter pressure, differential mm.Hg Tube deposit rating (visual)	Max ma x 323	25   < 3	CONTAMINATIONS Existent Gum Water reaction, interface rating Fuel with static dissipater additives Fuel without static dissipater additive
mg/100ml	Max Max	Min	Min

**SELLER SIGN / SEAL**

**MR. Dennis Nyrkov**



**Director Oil & Petroleum  
Trading Rosneft Oil co**

**DATE: 02.04.2019**

**BUYER SIGN / SEAL**

**END OF DOCUMENT**