

## 2019 PROCEDURES FOR TTM IN 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. Buyers 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 sellers 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

### **PARAGRAPH 5 EXPLANATION**

The buyer must also be able to pay \$150,000 Euros at the TTM in meeting in Rotterdam.

If the terms of the agreement are reached by the seller's side and the buyer's side the next step is for the buyer to perform the SGS dip test.

The refinery provides the storage tank for the buyer's SGS dip test at no cost to the buyer.

After a positive SGS dip test, the buyer pays for the total delivery.

If any money has been paid in paragraph 5 the money will be subtracted from the invoice.

If the buyer changes their mind and decides not to go forward and accept the delivery there will be no payment required.

If any money has been paid in paragraph 5, and there is no delivery, the money will be returned to the buyer.



**PUBLIC JOINT STOCK COMPANY  
"LLC RN-STAVROPOLNEFTEGAZ"  
(PJSC "ROSNEFT")**

Mailing address: 26/1, 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, Website: www.rosneft.ru  
 ОКПО 00044428, ОГРН 1027700343502, ИНН/КПП 7706107510/997150001

REFERENCE №: RN 204864 STAV

Application to the Board and Commissions of

**"ROSNEFT REFINERY - PJSC "LLC RN/STAVROPOLNEFTEGAZ"  
for Appointment for the finalization and delivery of a purchase order**

KINDLY TAKE NOTE that we "ROSNEFT REFINERY and PJSC "LLC RN-STAVROPOLNEFTEGAZ" will only consider information in this application form. Do not attach a separate resume or submit any other supporting material including reference letters.

<b>TITLE:</b>	Representative	<b>HOME ADDRESS:</b>	
<b>FULL NAME:</b>		<b>TELEPHONE:</b>	
<b>MOTHER'S MAIDEN NAME:</b> THIS IS REQUIRED AS A PASSCODE.		<b>NEXT OF KIN:</b>	
<b>PLACE OF BIRTH:</b>			
<b>NATIONALITY:</b>		<b>PASSPORT NUMBER:</b>	
<b>CITIZENSHIP:</b>			

<b>COMPANY INFORMATION:</b>	<b>Company name:</b>	<b>Tax identification number:</b>	
	<b>Legal address:</b>	<b>Company registration number:</b>	





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	<b>Telephone / fax:</b>
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**Please indicate whether you have ever been to the NETHERLAND AND ROTTERDAM:**

**YES  NO .**

**If yes:**

<b>DAY</b>	<b>MONTH:</b>	<b>YEAR:</b>
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**1. Do you need a visa to travel to the NETHERLAND /ROTTERDAM:**

**YES  NO .**

**2. Product.** Please indicate the name of the commodity you are about to buy from the company:

<b>PRODUCT:</b> JET A1	<b>TARGET PRICE:</b> 65USD\$ PER BLLS	<b>QUANTITY:</b> 1,000,000 BLLS SPOT	<b>PERIOD:</b> SPOT
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**1. Are you familiar with our terms and conditions:** Please indicate if you are familiar with our contract terms and conditions of supply and delivery of Oil and gas product:

**YES  NO .**

**2. Memberships of a professional organization(s)** (if applicable):

**3. Do you have a high degree of proficiency to read, write and speak Dutch?**

**YES  NO .**

**Do you have a high degree of proficiency to read, write and speak English?**





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 ОКПО 00044428, ОГРН 1027700343502, ИНН/КПП 7706107510/997150001

YES  NO

**4. MAIN PURPOSE OF APPOINTMENT:** Please indicate your main purpose of appointment with the company in full details and description:

**To complete the aforementioned fuel transaction**

**Please specify of other representatives:** 1  2  3 .

**REPRESENTATIVE NUMBER 1:**  
**REPRESENTATIVE NUMBER 2:**  
**REPRESENTATIVE NUMBER 3:**

Please indicate the full names of other representatives.

**Matt Mankind**

**5. References** Please provide the names and contact information for three persons who could provide a reference for you. Include name, occupation, address and telephone number.

Date 3<sup>rd</sup> March, 2019

Signature \_\_\_\_\_





**PUBLIC JOINT STOCK COMPANY "OIL COMPANY" ROSNEFT "**  
**(PJSC "ROSNEFT")**

Mailing/Legal address: 26/1, Sofiyskaya Embankment, 117997, Moscow, Russian Federation  
 Contact telephone: +7 (499) 517-88-99, Fax: +7 (499) 517-72-35, E-mail: postman@rosneft.ru, Website: www.rosneft.ru  
 ОКПО 00044428, ОГРН 1027700343502, ИНН/КПП 7706107510/997150001

TO:  
  
 Mr.

Date: 4<sup>TH</sup> June 2019  
 Invoice: № 01478  
 FOR: LOGISTICS

EXPIRY DATE: JUNE 7<sup>TH</sup> 2019

**INVOICE**

No	DESCRIPTION	AMOUNT
1	Payment for Logistics JET A1 1,000,000 Barrels Spot Rotterdam	150,000.00 EURO €

ACCOUNT DETAILS:  
 BANK NAME: UNICREDIT BANK  
 BANK ADDRESS: CZECH REPUBLIC PRAHA 4 – MICHLE, ZELETAVSKA, 1525/1  
 BENEFICIARY: RN BUNKER PJSC S.R.O  
 ADDRESS: OREBITSKA 66/6, JEDN C.1, PRAHA-3 ZIZKOV 13000  
 IBAN EUR: CZ1227000000000108499026  
 SWIFT: BACXCZPP  
 ICO: 28004566

TAX RATE 0.000%  
 SUBTOTAL 150,000.00 EURO €

Marina Guryeva

Chief Accountant





**OPEN JOINT STOCK COMPANY**  
**" LLC RN-STAVROPOLNEFTEGAZ "**

**(OJSC "ROSNEFT")**

Mailing address: 26/1, 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, Website: www.rosneft.ru  
ОКПО 00044428, ОГРН 1027700043502, ИНН/КПП 7706107510/997150001

from 22.03.2019 № 006384

Attention:

KINDLY TAKE NOTICE that the due diligence conducted on the trading capabilities of your establishment has been finalized and the report as submitted is considerably favorable, subsequently we are elated to assert that we are ready, willing and able to proceed with the purchase order in accordance with the procedure furnished below.

PURCHASE PROCEDURE

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. 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.
4. Buyers confirms his proof to pay for the product at the TTM.
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

Note that you are mandatorily required to send immediately a letter of acceptance in order for the contract approval to be issued promptly for the purchase order and supply/delivery of product.

Best Regards  
Didier Casimiro  
Vice President Petrochemical Refining Commercial and Logistics  
PJSC Rosneft Company





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ОКПО 00044428, ОГРН 1027700343502, ИНН/КПП 7706107510/997150001

TO:

Date: 29<sup>th</sup> April 2019  
Invoice: № 01271  
FOR: LOGISTICS

EXPIRY DATE: MAY 3<sup>RD</sup> 2019

**INVOICE**

№	DESCRIPTION	AMOUNT
1	Payment for Logistics	150,000.00 EURO€

**ACCOUNT DETAILS:**

BANK NAME: FIRST INVESTMENT BANK, BULGARIA, SOFIA  
ADDRESS: 37, DRAGAN TSANKOV BLVD., 1797 SOFIA BULGARIA  
BENEFICIARY ACCOUNT: RN STAVRAPOLNEFTEGAZ LLC  
ACCOUNT NUMBER: BG14FINV91501017292224  
BIC/SWIFT: FINVBGSF

TAX RATE 0.000%  
SUBTOTAL 150,000.00 EURO€

Marina Guryeva



Chief Accountant





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from 30.04.2019 № 60/1210

**ATTENTION TO END BUYER'S COMPANY**

**ADDRESS:**

Email: \_\_\_\_\_

Web: \_\_\_\_\_

**REPRESENTED BY:**

KINDLY TAKE NOTICE that reference is drawn to your correspondence as received, the draft copy of the purportedly sent MT199 has been reviewed and was not received by our bankers, we advise that you furnish earnestly the identity of your sending bank as its required that it must be from a premium bank; notably it is required that your buyer presents the proof of fund during the top table meeting at our liaison office in Rotterdam as an assertion of the buyer's ability to financially administer the obligations of the purchase order.

TAKE NOTE that the requested one hundred and fifty thousand Euros CANNOT be merged to the payment of the product, it practically defeats the purpose of the payment which is the logistic administration of the purchase order protocols, the issuance of the dip test authorization and subsequent injection and lifting of the product. This issue was tacitly and mutually agreed upon and your company thereafter expressed the challenges of attending to the matter via cash payment, which necessitated the issuance of an invoice for a wire transfer of the required funds. We further advice that the remittance be effected promptly and the proof of payment presented at the top table meeting in Rotterdam.

FURTHER TAKE NOTE that we await your immediate action as we confirm and pledge our absolute commitment to the supply of the allotted product.

Best Regards  
Andrey Removich Belousov  
Director ROSNEFT REFINERY / PJSC "LLC RN-STAVROPOLNEFTEGAZ"







# STAVROPOL

Address: 356245, kray Stavropol'skiy, Mikhaylovsk, ulitsa Vokzal'naya, d. 101  
(ИИИ 2623802729, ОГРН 1132651016706)

Office Phone: +7 (495) 29 52 578, Reception: +7 (92) 600 28 296

Date: 14<sup>TH</sup> November 2018

INVOICE №: STV/JET/A1/GGMC

## COMMERCIAL INVOICE

<b>TITLE HOLDER:</b> STAVROPOL 'NEFTEGAZ, 356245, STAVROPOL'SKIY REGION, MIKHAYLOVSK, VOKZAL'NAYA, 101. REGISTRATION №: 1132651016706 REPRESENTED BY: ALEXANDER V. FIRSOV TEL: +7 (495) 29 52 578 TELEFAX: +7 (92) 600 28 296 E-MAIL: info@stavropolneftegaz.ru	<b>IMPORTER:</b>
DESCRIPTION OF PRODUCT: JET A1	QUANTITY: 1,000, 000 BARRELS
PORT OF LOADING: FOB ROTTERDAM PORT	TERMS AND CONDITIONS OF SALES AND PAYMENT (INCOTERMS) FOB, T/T MT103 WIRE TRANSFER
PRICE PER BARREL: \$68	TOTAL AMOUNT: \$68,000 000.00 IN WORD: SIXTY EIGHT MILLION US DOLLARS
PRODUCT ORIGIN: RUSSIAN FEDERATION	DELIVERY PORT: FOB ROTTERDAM PORT
SELLER COMPANY'S BANKING DETAILS : BENEFICIARY BANK: PJSC BANK CREDIT DNEPR ADDRESS: KYIV UKRAINE BENEFICIARY: STAVROPOLNEFTEGAZ LLC ACCOUNT NUMBER: 26002000001549 SWIFT CODE: CRDEUA2N CORRESPONDENT: THE BANK OF NEW YORK MELLON NEW YORK, USA SWIFT CODE:IRVTUS3N	<b>BUYER BANKING DETAILS:</b>



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## TECHICAL SPECIFICATION (JET A1)

<u>Test</u>	<u>Units</u>	<u>Specifications</u>	<u>Method</u>
		D1655	
		Degree C (F)	
Saybolt Color	Number	Report	D156
Total Acid, Max.	mgKOH/g	0.10	D3242
Aromatic Content, Max.	vol %	25	D1319
Naphthalenes, Max.	vol %	3	D1840
Mercaptan Sulfur, Max.	wt. %	0.003	D3227
Total Sulfur, Max.	wt. %	0.30	D4294
Initial Boiling Point	Celsius	Report	D86
10% Recovery Point, Max.	Celsius	205 (401)	D86
20% Recovery Point	Celsius	Report	D86
50% Recovery Point	Celsius	Report	D86
90% Recovery Point	Celsius	Report	D86
Final Boiling Point, Max.	Celsius	300 (572)	D86
Residual, Max.	vol %	1.5	D86
Loss, Max.	vol %	1.5	D86
Flash Point, Min.	Celsius	38.0 (100)	D56
Viscosity @-20C, Max.	cSt	8.0	D445
Gravity	API	37 - 51	D4052
Density @15 C,	kg/m <sup>3</sup>	775 - 840	D4052
Freeze Point, Max.	Celsius	-45.5(-50)	Jet A D5972
Freeze Point, Max.	Celsius	-47 (-53)	Jet A - 1 D5972
Heat Content, Min.	Btu/lb	18,400	D3338
Net Heat of Combustion, Min	MJ/kg	42.8	D3338
Smoke Point, Min.	mm	18.00	D1322



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Copper Corrosion, Max.	Code	1	D130
Stability, P, Max. @ 260C	mm HG	25	D3241
Preheat Code, Max.	Code	<3	D3241
Existent Gum, Max.	mg/100ml	7	IP540
Water Separation	MSEP	85	D3948

Sample document used by fraudsters



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## POF FORMAT

Message Type:

199 Send Bank:

xxxxxxx

TO

Receiving Bank: XXXXXXXXXXXX XXX

(Details to be confirmed by seller)

=====

: 27: [Sequence of Total] 1/1

: 20: [Transaction ReferenceNumber]

XXXXXXXXXXXXXXXXXXXX

: 23: [Further identification]

ISSUE

: 30: [Date]XXXXXX

: 77C: [Details of Guarantee]

IN CONSIDERATION OF THE CONTRACT NO. XXXXXX CONCLUDED ON XXXXX  
BETWEEN XXXXXXXX (ADDRESS: XXXXXXXX) (THE "BUYER") AND XXXXX (ADDRESS:  
XXXXXX) (THE "SELLER")



# STAVROPOL

Address: 356245, kray Stavropol'skiy, Mikhaylovsk, ulitsa Vokzal'naya, d. 101  
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AND AT THE REQUEST OF OUR CLIENT XXXXXXXX (ADDRESS: XXXXXXXX) (THE  
"APPLICANT", ACTING AS IMPORTER THE BUYER) WE HEREBY CONFIRM, THE TOTAL  
AMOUNT IN THE SUM \$XXXXXXX IN OUR CLIENT ACCOUNT TO EXECUTE  
TRANSACTION.

## PROCEDURES DIP & PAY FOB ROTTERDAM

1. Buyer send ICPO to Seller
2. Seller issue CI to Buyer countersign for CI and send back to seller
3. Buyer's issues reference by MT 199 FREE MESSAGE bank to bank on the availability of funds to purchase the ordered product.
4. Within 2 days after the receipt of successful POF by MT 199 on the account the Seller. Seller invites Buyer for TTM in Rotterdam for Dip Test,
5. Upon successful Dip Test Buyer pay 100% and Loading commence.

<p>SELLER SIGN / SEAL MR. ALEXANDER V. FIRSOV. EXPORT / SALES DIRECTOR LLC STAVROPOLNEFTEG AZ</p> <p>DATE: 15-11-2018</p> 	<p>BUYER SIGN/</p>
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Sample document  
used by fraudsters



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Date: 14<sup>TH</sup> November 2018

INVOICE №: STV/JET/A1/GGMC

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PORT OF LOADING: FOB ROTTERDAM PORT	TERMS AND CONDITIONS OF SALES AND PAYMENT (INCOTERMS) FOB, T/T MT103 WIRE TRANSFER
PRICE PER BARREL: \$68	TOTAL AMOUNT: \$68,000 000.00 IN WORD: SIXTY EIGHT MILLION US DOLLARS
PRODUCT ORIGIN: RUSSIAN FEDERATION	DELIVERY PORT: FOB ROTTERDAM PORT
SELLER COMPANY'S BANKING DETAILS : BENEFICIARY BANK: PJSC BANK CREDIT DNEPR ADDRESS: KYIV UKRAINE BENEFICIARY: STAVROPOLNEFTEGAZ LLC ACCOUNT NUMBER: 26002000001549 SWIFT CODE: CRDEUA2N CORRESPONDENT: THE BANK OF NEW YORK MELLON NEW YORK, USA SWIFT CODE:IRVTUS3N	<b>BUYER BANKING DETAILS:</b>



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## TECHICAL SPECIFICATION (JET A1)

<u>Test</u>	<u>Units</u>	<u>Specifications</u>	<u>Method</u>
		D1655	
		Degree C (F)	
Saybolt Color	Number	Report	D156
Total Acid, Max.	mgKOH/g	0.10	D3242
Aromatic Content, Max.	vol %	25	D1319
Naphthalenes, Max.	vol %	3	D1840
Mercaptan Sulfur, Max.	wt. %	0.003	D3227
Total Sulfur, Max.	wt. %	0.30	D4294
Initial Boiling Point	Celsius	Report	D86
10% Recovery Point, Max.	Celsius	205 (401)	D86
20% Recovery Point	Celsius	Report	D86
50% Recovery Point	Celsius	Report	D86
90% Recovery Point	Celsius	Report	D86
Final Boiling Point, Max.	Celsius	300 (572)	D86
Residual, Max.	vol %	1.5	D86
Loss, Max.	vol %	1.5	D86
Flash Point, Min.	Celsius	38.0 (100)	D56
Viscosity @-20C, Max.	cSt	8.0	D445
Gravity	API	37 - 51	D4052
Density @15 C,	kg/m <sup>3</sup>	775 - 840	D4052
Freeze Point, Max.	Celsius	-45.5(-50)	Jet A D5972
Freeze Point, Max.	Celsius	-47 (-53)	Jet A - 1 D5972
Heat Content, Min.	Btu/lb	18,400	D3338
Net Heat of Combustion, Min	MJ/kg	42.8	D3338
Smoke Point, Min.	mm	18.00	D1322





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Copper Corrosion, Max.	Code	1	D130
Stability, P, Max. @ 260C	mm HG	25	D3241
Preheat Code, Max.	Code	<3	D3241
Existent Gum, Max.	mg/100ml	7	IP540
Water Separation	MSEP	85	D3948

Sample document used by fraudsters



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## POF FORMAT

Message Type:

199 Send Bank:

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TO

Receiving Bank: XXXXXXXXXXXX XXX

(Details to be confirmed by seller)

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: 27: [Sequence of Total] 1/1

: 20: [Transaction ReferenceNumber]

XXXXXXXXXXXXXXXXXXXX

: 23: [Further identification]

ISSUE

: 30: [Date]XXXXXX

: 77C: [Details of Guarantee]

IN CONSIDERATION OF THE CONTRACT NO. XXXXXX CONCLUDED ON XXXXX  
BETWEEN XXXXXXXX (ADDRESS: XXXXXXXX) (THE "BUYER") AND XXXXX (ADDRESS:  
XXXXXX) (THE "SELLER")



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AMOUNT IN THE SUM \$XXXXXXX IN OUR CLIENT ACCOUNT TO EXECUTE  
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## PROCEDURES DIP & PAY FOB ROTTERDAM

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<p>SELLER SIGN / SEAL MR. ALEXANDER V. FIRSOV. EXPORT / SALES DIRECTOR LLC STAVROPOLNEFTEG AZ</p> <p>DATE: 15-11-2018</p> 	<p>BUYER SIGN/</p>
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Sample document  
used by fraudsters