



ZARUBEZHNEFT

JOINT STOCK COMPANY

No. AD-27-6018 «20» 11 2015

Ref. No. _____ dated _____

REF: RFQ/ CRUDE OIL

DEAR SIRS,

TAKING THIS OPPORTUNITY WE EXPRESS OUR RESPECT AND INFORM YOU THAT JSC "ZARUBEZHNEFT", MOSCOW IS INTENDING TO PURCHASE FOR "OPTIMA GRUPA" DOO, BOSNIA AND HERZEGOVINA, ON A TENDER BASIS, FOR SUPPLY TO ITS REFINERY "BROD" (BOSNIA AND HERZEGOVINA), KIRKUK CRUDE OIL ACCORDING TO THE FOLLOWING TERMS AND CONDITIONS:

1. QUANTITY: 33 000 MT +/- 5% at S.O.
2. PARTIAL SHIPMENTS: ALLOWED
3. DELIVERY TERMS: CIF OMISALJ (INCOTERMS 2000)
4. PORT OF DISCHARGE: OMISALJ
5. DISCHARGE PERIOD TO OMISALJ: CRUDE MUST BE DELIVERED WITHIN THE AGREED 5 DAYS ARRIVAL PERIOD FROM 30.11.2015 TO 02.12.2015
OR
FROM 10.12.2015 TO 14.12.2015
6. CONTRACT PARTY: "OPTIMA GRUPA" DOO, BOSNIA AND HERZEGOVINA
7. PAYMENT: SHALL BE MADE IN US DOLLARS BY WIRE TRANSFER AT THE COUNTERS OF SELLER'S DESIGNATED BANK AS STATED IN SELLER'S COMMERCIAL INVOICE AS FOLLOWS:
- OPEN CREDIT (ZARUBEZHNEFT COMPANY'S GUARANTEE) DEFERRED PAYMENT 120 CALENDAR DAYS AFTER NOR DATE (NOR DATE=DAY ZERO) BUT IN ANY CASE NOT EARLIER THEN 14TH APRIL 2016 AFTER PROVIDING BY SELLER THE COMMERCIAL INVOICE AND TRANSPORT DOCUMENTATION.

BUYER WILL NOT BE REQUIRED TO ENTER INTO DISCUSSIONS WITH UNSUCCESSFUL BIDDERS AS TO THE RESULTS OF THE BID EVALUATION. BUYER RESERVES THE RIGHT NOT TO AWARD THE TENDER AND SUCH DECISION SHALL BE FINAL AND BINDING FOR THE BIDDERS.

YOU ARE KINDLY REQUESTED TO SUBMIT YOUR OFFER BY THE 24th OF NOVEMBER 2015, 16-00 H MOSCOW TIME TO THE FOLLOWING E-MAIL ADDRESS AND FAX NUMBER:
TENDER_EXPORT@NESTRO.RU, +7 (495) 748 64 26.
THE TENDER AWARD WILL BE ON THE 25th OF NOVEMBER 2015 BY 18.00 H MOSCOW TIME.

WE WOULD APPRECIATE YOUR REPLY.

FAITHFULLY YOURS,

DEPUTY GENERAL DIRECTOR
VICE CHAIRMAN OF TENDERING COMMITTEE

A.V. DASHEVSKIY

ENCL.: FORM OF QUOTATION – 01 PAGE.