



ZARUBEZHNEFT

JOINT STOCK COMPANY

No. 24-24-6584 23 12 20 16

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), REBCO (URALS) ACCORDING TO THE FOLLOWING TERMS AND CONDITIONS:

1. QUANTITY: **35 000 MT +/-10%**
2. PARTIAL SHIPMENTS: ALLOWED
3. DELIVERY TERMS: **DES/DEQ OMISALJ OR ITT /EX TANK OMISALJ,**
4. ACCEPTABLE GRADE: REBCO (URALS).
5. DISCHARGE PORT/
PLACE OF TRANSFER: OMISALJ
6. ARRIVAL PERIOD (**DES/DEQ**): FROM 24.01.2017 TO 28.01.2017
7. TRANSFER PERIOD (**ITT**): FROM 27.01.2017 TO 28.01.2017
8. CONTRACT PARTY: "OPTIMA GRUPA" DOO, BOSNIA AND HERZEGOVINA
9. PAYMENT: PAYMENT SHOULD BE MADE IN US DOLLARS BY WIRE TRANSFER AT THE COUNTERS OF SELLER'S DESIGNATED BANK AS STATED IN SELLER'S COMMERCIAL INVOICE BASED ON THE FOLLOWING PRICING FORMULA: **(BREND DTD + (plus) SPREAD URALS MEDITERRANEAN)+/-DIFFERENTIAL** AS FOLLOWS.

- OPEN CREDIT (ZARUBEZHNEFT COMPANY'S GUARANTEE) DEFERRED PAYMENT **130** CALENDAR DAYS FOR BOTH BASIS OF DELIVERY BUT IN ANY CASE NOT EARLIER THAN **07th OF JUNE 2017** AFTER PROVIDING BY SELLER THE COMMERCIAL INVOICE AND TRANSPORT DOCUMENTATION. NOTICE OF READINESS (NOR) DATE AND ITT PROTOCOL DATE=DAY ZERO.

IN ADDITION TO THE ABOVE, BIDDERS ACCEPT THE FOLLOWING CONDITIONS (PLEASE MARK YOUR ACCEPTANCE IN THE "FORM OF QUOTATION"):

GUARANTEED SPECIFICATION OF THE RUSSIAN EXPORT BLEND (REBCO) – THE SELLER IS RESPONSIBLE FOR THE DELIVERY OF APPROPRIATE QUALITY GOODS. IF THE QUALITY OF THE DELIVERED GOODS DOES NOT CORRESPOND TO THE SPECIFICATION TO IT, THE SELLER SHALL REIMBURSE THE BUYER FOR ALL DAMAGES RESULTING FROM THE DELIVERY OF THE GOODS IF INADEQUATE QUALITY.

OIL PRICE ADJUSTMENT FOR THE CHANGE OF THE ACTUAL DENSITY RELATIVE TO THE BASIC LIMITS OF DENSITY 32.00-32.09 API AT 60°F – CONDITION FOR ESCALATION/DE-ESCALATION.

THE AMOUNT OF OIL THAT SHOULD BE PAID IS EQUAL TO THE NET AMOUNT FIXED IN THE DELIVERY-ACCEPTANCE ACTS WHICH ARE ISSUED BY THE OPERATOR JANAF TERMINAL AT THE DISCHARGE PORT OMISALJ, CROATIA.

IF BASIC OF DELIVERY DIFFERS FROM THE INTERNATIONAL REGULATIONS INCOTERMS 2000, BIDDERS SHOULD PRESENT GENERAL TERMS AND CONDITIONS FOR THE SALE/PURCHASE OF CRUDE OIL, WHICH ARE GUIDED BY THE BIDDERS IN THE CRUDE OIL TRADE.

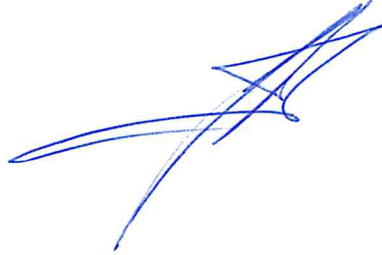
BUYER WILL NOT BE REQUIRED TO ENTER INTO DISCUSSIONS WITH UNSUCCESSFUL BIDDERS AS TO THE RESULTS OF THE BID EVALUATION. BUYER RESERVES THE RIGHT NOT TO AWARD THE TENDER AND SUCH DECISION SHALL BE FINAL AND BINDING FOR THE BIDDERS.

YOU ARE KINDLY REQUESTED TO SUBMIT YOUR OFFER BY THE 27th OF DECEMBER 2016, 17-00 H MOSCOW TIME TO THE FOLLOWING E-MAIL ADDRESS: TENDER_EXPORT@NESTRO.RU.

THE TENDER AWARD WILL BE ON THE 28th OF DECEMBER 2016 BY 18.00 H MOSCOW TIME.
WE WOULD APPRECIATE YOUR REPLY.

FAITHFULLY YOURS,

CHAIRMAN OF TENDERING COMMITTEE
DEPUTY GENERAL DIRECTOR

A handwritten signature in blue ink, consisting of several overlapping, fluid strokes that form a stylized, somewhat abstract shape.

D.B. ULITIN

ENCL.: FORM OF QUOTATION – 1 PAGE.