



ZARUBEZHNEFT

JOINT STOCK COMPANY

No. AP-27-2162 06 05 2016

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: **30 000 MT**
2. PARTIAL SHIPMENTS: ALLOWED
3. DELIVERY TERMS: **CIF OMISALJ /ITT /EX TANK OMISALJ, (INCOTERMS 2000)**
4. ACCEPTABLE GRADE: **KIRKUK**
5. DISCHARGE PORT/
PLACE OF TRANSFER: OMISALJ
6. ARRIVAL PERIOD (CIF): FROM 03.06.2016 TO 06.06.2016
7. TRANSFER PERIOD (ITT): 30 000 MT, 03.06.2016 – 04.06.2016
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 +/-DIFFERENTIAL** AS FOLLOWS.

- OPEN CREDIT (ZARUBEZHNEFT COMPANY'S GUARANTEE) DEFERRED PAYMENT **120** CALENDAR DAYS AFTER NOTICE OF READINESS (NOR) DATE (NOR DATE=DAY ZERO) AT THE DISCHARGE PORT OR **120** CALENDAR DAYS AFTER THE DATE OF FIRST ITT PROTOCOL OF ACCEPTANCE-DELIVERY OF CRUDE OIL (ITT PROTOCOL DATE=DAY ZERO) BUT IN ANY CASE NOT EARLIER THAN 03RD OF OCTOBER 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 10TH OF MAY 2016, 17-00 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 11TH OF MAY 2016 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.