

FORM OF QUOTATION

<b>Seller company name</b>	
<b>Base of price per 1 bbl in US\$</b>	The average of the mean of "BRENT(DTD)" and «SPREAD VS FWD DTD BRENT» in line «URALS MEDITERRANEAN" as published by PLATT'S CRUDE OIL MARKETWIRE.
<b>Quotation period</b>	<b>Option 1.</b> During the whole month of <b>DECEMBER 2016</b> ; <b>Option 2.</b> During the whole month of <b>FEBRUARY 2017</b> .
<b>Differential</b>	Please quote your highest discount on ITT/EX TANK OMISALJ OR CIF OMISALJ basis <b>for Option 1 and Option 2</b> of Quotation period
<b>Basis of delivery</b>	CIF OMISALJ /ITT /EX TANK OMISALJ, (INCOTERMS 2000)
<b>Volume, ton</b>	<b>40,000 MT +/- 5%</b>
<b>Payment conditions</b>	PAYMENT SHOULD BE MADE BASED ON THE FOLLOWING PRICING FORMULA: <b>(BREND DTD + (plus) SPREAD URALS MEDITERRANEAN) +/-DIFFERENTIAL</b> AS FOLLOWS. -OPEN CREDIT (ZARUBEZHNEFT COMPANY'S GUARANTEE) DEFERRED PAYMENT <b>165</b> CALENDAR DAYS FOR BOTH BASIS OF DELIVERY BUT IN ANY CASE NOT EARLIER THAN <b>11<sup>TH</sup> OF MAY 2017</b> AFTER PROVIDING BY SELLER THE COMMERCIAL INVOICE AND TRANSPORT DOCUMENTATION. NOTICE OF READINESS (NOR) DATE AND ITT PROTOCOL DATE=DAY ZERO.
<b>Responsible representative of the company (contact person)</b>	
<b>Contact telephones</b>	
<b>E-mail</b>	
<b>Banking details for agreement</b>	

Please fill all empty fields.

1)	Company ("Tenderer")	
2)	Authorized Executor (signature)	
3)	Authorized Executor (print)	
4)	Position	
5)	Date	

**LOT № 2: KIRKUK CRUDE OIL**

**FORM OF QUOTATION**

<b>Seller company name</b>	
<b>Base of price per 1 bbl in US\$</b>	The average of the mean of "BRENT(DTD)" as published by PLATT'S CRUDE OIL MARKETWIRE.
<b>Quotation period</b>	<b>Option 1.</b> During the whole month of <b>DECEMBER 2016</b> ; <b>Option 2.</b> During the whole month of <b>MARCH 2017</b> .
<b>Differential</b>	Please quote your highest discount on ITT/EX TANK OMISALJ OR CIF OMISALJ basis <b>for Option 1 and Option 2</b> of Quotation period
<b>Basis of delivery</b>	CIF OMISALJ /ITT /EX TANK OMISALJ, (INCOTERMS 2000)
<b>Volume, ton</b>	<b>40,000 MT +/- 5%</b>
<b>Payment conditions</b>	PAYMENT SHOULD BE MADE BASED ON THE FOLLOWING PRICING FORMULA: <b>BREND DTD +/-DIFFERENTIAL</b> AS FOLLOWS. -OPEN CREDIT (ZARUBEZHNEFT COMPANY'S GUARANTEE) DEFERRED PAYMENT <b>165</b> CALENDAR DAYS FOR BOTH BASIS OF DELIVERY BUT IN ANY CASE NOT EARLIER THAN <b>24<sup>TH</sup> OF MAY 2017</b> AFTER PROVIDING BY SELLER THE COMMERCIAL INVOICE AND TRANSPORT DOCUMENTATION. NOTICE OF READINESS (NOR) DATE AND ITT PROTOCOL DATE=DAY ZERO.
<b>Responsible representative of the company (contact person)</b>	
<b>Contact telephones</b>	
<b>E-mail</b>	
<b>Banking details for agreement</b>	

**Please fill all empty fields.**

1)	Company ("Tenderer")	
2)	Authorized Executor (signature)	
3)	Authorized Executor (print)	
4)	Position	
5)	Date	