



ZARUBEZHNEFT

JOINT STOCK COMPANY

No. MC-27-0546

17 12 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), REBCO (URALS) CRUDE OIL ACCORDING TO THE FOLLOWING TERMS AND CONDITIONS:

1. QUANTITY: 100,000 MT
2. PARTIAL SHIPMENTS: ALLOWED
3. ACCEPTABLE GRADE: REBCO (URALS)
4. DELIVERY TERMS: **CIF OMISALJ /ITT /EX TANK OMISALJ**, (INCOTERMS 2000)
5. PLACE OF TRANSFER: OMISALJ
6. TRANSFER PERIOD BEGINING: 01.02.2016-02.02.2016 DATE OF ITT PROTOCOL OF ACCEPTANCE-DELIVERY OF CRUDE OIL ON THE BASIS **ITT /EX TANK OMISALJ**
OR
30.01.2016-03.02.2016 ON THE BASIS **CIF OMISALJ**

7. MAXIMUM DELIVERY LOT: 100,000 TONS
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 - (minus) SPREAD URALS MEDITERRANEAN)+/-DIFFERENTIAL**. PRELIMINARY PAYMENT SHOULD BE CALCULATED BASED ON ALL AVAILABLE QUOTATIONS "FOR BREND DTD" AND "SPREAD URALS MEDITERRANEAN" FOR THE WHOLE MONTH APRIL UNTIL THE 3RD/20TH OF MAY INCLUSIVE AS FOLLOWS.

1. ON THE BASIS **CIF OMISALJ**:

- **50%**- OPEN CREDIT (ZARUBEZHNEFT COMPANY'S GUARANTEE) DEFERRED PAYMENT **90** CALENDAR DAYS AFTER NOTICE OF READINESS (NOR) DATE (NOR DATE=DAY ZERO) AT THE DISCHARGE PORT BUT NOT EARLIER THAN 3RD OF MAY 2016 AFTER PROVIDING BY SELLER THE COMMERCIAL INVOICE AND TRANSPORT DOCUMENTATION.

- **50%**- OPEN CREDIT (ZARUBEZHNEFT COMPANY'S GUARANTEE) DEFERRED PAYMENT **110** CALENDAR DAYS AFTER NOTICE OF READINESS (NOR) DATE (NOR DATE=DAY ZERO) AT THE DISCHARGE PORT BUT NOT EARLIER THAN 20TH OF MAY 2016 AFTER PROVIDING BY SELLER THE COMMERCIAL INVOICE AND TRANSPORT DOCUMENTATION.

2. ON THE BASIS **ITT /EX TANK OMISALJ**:

-**50%** - OPEN CREDIT (ZARUBEZHNEFT COMPANY'S GUARANTEE) DEFERRED PAYMENT **90** CALENDAR DAYS AFTER THE DATE OF ITT PROTOCOL OF ACCEPTANCE-DELIVERY OF CRUDE OIL (ITT PROTOCOL DATE=DAY ZERO) BUT IN ANY CASE NOT EARLIER THEN 3RD OF MAY 2016 AFTER PROVIDING BY SELLER THE COMMERCIAL INVOICE AND TRANSPORT DOCUMENTATION.

-**50%** - OPEN CREDIT (ZARUBEZHNEFT COMPANY'S GUARANTEE) DEFERRED PAYMENT **100** CALENDAR DAYS AFTER THE DATE OF ITT PROTOCOL OF ACCEPTANCE-DELIVERY OF CRUDE OIL (ITT PROTOCOL DATE=DAY ZERO) 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 22ND OF DECEMBER 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 23RD OF DECEMBER 2015 BY 18.00 H MOSCOW TIME. WE WOULD APPRECIATE YOUR REPLY.

FAITHFULLY YOURS,

DEPUTY GENERAL DIRECTOR
CHAIRMAN OF TENDERING COMMITTEE

A handwritten signature in black ink, consisting of several fluid, overlapping strokes that form a stylized representation of the name S.V. Kravchenko.

S.V. KRAVCHENKO

ENCL.: FORM OF QUOTATION – 01 PAGE.