



# ZARUBEZHNEFT

JOINT STOCK COMPANY

No. 29-27-3026

24 06

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) CRUDE OIL ACCORDING TO THE FOLLOWING TERMS AND CONDITIONS:

1. QUANTITY: **60 000 MT +/-5%**
2. PARTIAL SHIPMENTS: **ALLOWED**
3. DELIVERY TERMS: **CIF OMISALJ /ITT /EX TANK OMISALJ, (INCOTERMS 2000)**
4. ACCEPTABLE GRADE: **REBCO (URALS)**
5. DISCHARGE PORT/  
PLACE OF TRANSFER: **OMISALJ**
6. ARRIVAL PERIOD (CIF): **FROM 13.07.2016 TO 17.07.2016**
7. TRANSFER PERIOD (ITT/Ex tank Omisalj): **1<sup>ST</sup> PARCEL: 30 000 MT +/-5%, 15.07.2016 – 16.07.2016**  
**2<sup>ND</sup> PARCEL: 30 000 MT +/-5%, 27.07.2016 – 28.07.2016**
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 + (plus) SPREAD URALS MEDITERRANEAN) +/- DIFFERENTIAL AS FOLLOWS.**

- **CIF BASIS:** OPEN CREDIT (ZARUBEZHNEFT COMPANY'S GUARANTEE) DEFERRED PAYMENT **125** CALENDAR DAYS AFTER NOTICE OF READINESS (NOR) DATE (NOR DATE=DAY ZERO) AT THE DISCHARGE PORT BUT NOT EARLIER THAN 17<sup>TH</sup> OF NOVEMBER 2016.
- **ITT/EX TANK BASIS:** OPEN CREDIT (ZARUBEZHNEFT COMPANY'S GUARANTEE) DEFERRED PAYMENT **125** CALENDAR DAYS AFTER THE DATE OF ITT PROTOCOL OF ACCEPTANCE-DELIVERY OF CRUDE OIL (ITT PROTOCOL DATE=DAY ZERO) BUT IN ANY CASE:
  - FOR THE 1<sup>ST</sup> PARCEL 30 000MT +/- 5% NOT EARLIER THAN 17<sup>TH</sup> OF NOVEMBER 2016
  - FOR THE 2<sup>ND</sup> PARCEL 30 000MT +/- 5% NOT EARLIER THAN 30<sup>TH</sup> OF NOVEMBER 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 28<sup>TH</sup> OF JUNE 2016, 17-00 H MOSCOW TIME TO THE FOLLOWING E-MAIL ADDRESS: **TENDER\_EXPORT@NESTRO.RU**.

THE TENDER AWARD WILL BE ON THE 29<sup>TH</sup> OF JUNE 2016 BY 18.00 H MOSCOW TIME.

WE WOULD APPRECIATE YOUR REPLY.

FAITHFULLY YOURS,

CHAIRMAN OF TENDERING COMMITTEE  
DEPUTY GENERAL DIRECTOR

D.B. ULITIN

ENCL.: FORM OF QUOTATION – 01 PAGE.