



ZARUBEZHNEFT

JOINT STOCK COMPANY

No. 211-48-4682

21 09

20 16

Ref. No. _____ dated _____

Mailing list

Dear Sirs!

We inform you that with the purpose of signing the export oil supply contracts in the 4-th quarter of 2016 Zarubezhneft JSC hereby invites you to participate in the crude oil trading procedure for the amount up to 600 thousand tons FOB Primorsk (Two tanker lots per month by 100 thousand tons each).

Oil trading procedure shall be performed at the electronic trading platform "Torg-i" serviced by CJSC "Saint-Petersburg International Mercantile Exchange". You may submit your offers by bidding (sending quotation) via the trading platform website <http://zn.torg-i.com/> from 12:00 on 21.09.2016 to 16:00 on 27.09.2016, Moscow time.

The successful bidder will be identified not later than 28.09.2016 before 18:00, Moscow time.

All information regarding crude sales conditions and lots description can be found on the web-site of the trading platform <http://zn.torg-i.com/>. Please, pay attention to the changes in contracts regarding the ability to engage the vessels built at shipyards of the Russian Federation for the shipment of crude oil by the Applicant (Chapter 4).

Also all your questions that may arise can be sent to the official of CJSC "Saint-Petersburg International Mercantile Exchange" Mr. Viktor Ignatyuk by e-mail: ignatyuk@spimex.com, and to the official of Oil Supply Department of Zarubezhneft JSC Mr. Andrey Bobylev by e-mail: abobylev@nestro.ru

Yours faithfully,

Acting Deputy General Director
for Economics & Finance

A.A. Tokarevskikh