



ZARUBEZHNEFT

JOINT STOCK COMPANY

No. DY-29-5503

«28» 10 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), REBCO (URALS) AND KIRKUK CRUDE OIL ACCORDING TO THE FOLLOWING TERMS AND CONDITIONS:

LOT № 1: REBCO (URALS) CRUDE OIL

1. QUANTITY: **40 000 MT +/-5%**
2. PARTIAL SHIPMENTS: ALLOWED
3. DELIVERY TERMS: **CIF OMISALJ /ITT /EX TANK OMISALJ, (INCOTERMS 2000)**
4. ACCEPTABLE GRADE: REBCO (URALS). **CERTIFICATE FOR QUALITY SHOULD BE ENCLOSED.**
5. DISCHARGE PORT/
PLACE OF TRANSFER: OMISALJ
6. ARRIVAL PERIOD (CIF): FROM 25.11.2016 TO 29.11.2016
7. TRANSFER PERIOD (ITT): FROM 27.11.2016 TO 28.11.2016
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.**

- OPEN CREDIT (ZARUBEZHNEFT COMPANY'S GUARANTEE) DEFERRED PAYMENT **165** CALENDAR DAYS FOR BOTH BASIS OF DELIVERY BUT IN ANY CASE NOT EARLIER THAN 11TH OF MAY 2017 AFTER PROVIDING BY SELLER THE COMMERCIAL INVOICE AND TRANSPORT DOCUMENTATION. NOTICE OF READINESS (NOR) DATE AND ITT PROTOCOL DATE=DAY ZERO.

LOT № 2: KIRKUK CRUDE OIL

1. QUANTITY: **40 000 MT +/-5%**
2. DELIVERY TERMS: **CIF OMISALJ /ITT /EX TANK OMISALJ, (INCOTERMS 2000)**
3. ACCEPTABLE GRADE: KIRKUK. **CERTIFICATE FOR QUALITY SHOULD BE ENCLOSED.**
4. DISCHARGE PORT/
PLACE OF TRANSFER: OMISALJ
5. ARRIVAL PERIOD (CIF): FROM 09.12.2016 TO 13.12.2016
6. TRANSFER PERIOD (ITT): FROM 10.12.2016 TO 11.12.2016
7. CONTRACT PARTY: "OPTIMA GRUPA" DOO, BOSNIA AND HERZEGOVINA
8. 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 **165** CALENDAR DAYS FOR BOTH BASIS OF DELIVERY BUT IN ANY CASE NOT EARLIER THAN 24TH OF MAY 2017 AFTER PROVIDING BY SELLER THE COMMERCIAL INVOICE AND TRANSPORT DOCUMENTATION. NOTICE OF READINESS (NOR) DATE AND ITT PROTOCOL DATE=DAY ZERO.

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 1ST OF NOVEMBER 2016, 17-00 H MOSCOW TIME TO THE FOLLOWING E-MAIL ADDRESS: TENDER_EXPORT@NESTRO.RU.
THE TENDER AWARD WILL BE ON THE 02ND OF NOVEMBER 2016 BY 18.00 H MOSCOW TIME.
WE WOULD APPRECIATE YOUR REPLY.

FAITHFULLY YOURS,

CHAIRMAN OF TENDERING COMMITTEE
DEPUTY GENERAL DIRECTOR

A handwritten signature in black ink, consisting of several overlapping, fluid strokes that form a stylized representation of the name D.B. Ulitin.

D.B. ULITIN

ENCL.: FORMS OF QUOTATION – 2 PAGES.