

FORM OF QUOTATION

Seller company name	
Base of price per 1 bbl in US\$	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.
Quotation period	During the whole two months of AIPRIL-MAY 2016
Differential	Please quote your highest discount on ITT /EX TANK OMISALJ OR CIF OMISALJ basis.
Basis of delivery	CIF OMISALJ /ITT /EX TANK OMISALJ, (INCOTERMS 2000)
Volume, ton	100,000 MT Maximum
Payment conditions	<p>PAYMENT SHOULD BE MADE BASED ON THE FOLLOWING PRICING FORMULA: (BREND DTD - (minus) SPREAD URALS MEDITERRANEAN)+/-DIFFERENTIAL.</p> <p>PRELIMINARY PAYMENT SHOULD BE CALCULATED BASED ON ALL AVAILABLE QUOTATIONS FOR "BRENT DTD" AND "SPREAD URALS MEDITERRANEAN" FOR THE WHOLE MONTH APRIL UNTIL THE 3RD/20TH OF MAY INCLUSIVE AS FOLLOWS.</p> <p>1. ON THE BASIS CIF OMISALJ:</p> <ul style="list-style-type: none"> - 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. <p>2. ON THE BASIS ITT /EX TANK OMISALJ:</p> <ul style="list-style-type: none"> -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.
Responsible representative of the company (contact person)	
Contact telephones	
E-mail	
Banking details for agreement	

Please fill all empty fields.

1)	Company ("Tenderer")	
2)	Authorized Executor (signature)	

3)	Authorized Executor (print)	
4)	Position	
5)	Date	