



# ZARUBEZHNEFT

JOINT STOCK COMPANY

No. Dell-27-3677

«28» июля 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) CRUDE OIL ACCORDING TO THE FOLLOWING TERMS AND CONDITIONS:

1. QUANTITY: **50 000 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 27.08.2016 TO 31.08.2016**
7. TRANSFER PERIOD (ITT/Ex tank Omisalj): **FROM 28.08.2016 TO 29.08.2016**
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 **135** CALENDAR DAYS AFTER NOTICE OF READINESS (NOR) DATE (NOR DATE=DAY ZERO) AT THE DISCHARGE PORT BUT NOT EARLIER THAN 10<sup>TH</sup> OF JANUARY 2017.
- **ITT/EX TANK BASIS:** OPEN CREDIT (ZARUBEZHNEFT COMPANY'S GUARANTEE) DEFERRED PAYMENT **135** CALENDAR DAYS AFTER THE DATE OF ITT PROTOCOL OF ACCEPTANCE-DELIVERY OF CRUDE OIL (ITT PROTOCOL DATE=DAY ZERO) BUT NOT EARLIER THAN 10<sup>TH</sup> OF JANUARY 2017 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 02<sup>ND</sup> OF AUGUST 2016, 17-00 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 03<sup>RD</sup> OF AUGUST 2016 BY 18.00 H MOSCOW TIME.  
WE WOULD APPRECIATE YOUR REPLY.

FAITHFULLY YOURS,

DEPUTY GENERAL DIRECTOR

DENIS N. MAXIMOV

ENCL.: FORM OF QUOTATION – 01 PAGE.