

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 month of JUNE 2017
Volume, ton	FROM 80,000 MT +/- 10% TO 100,000 MT
Delivery period	CIF/DES/DEQ BASIS: FROM 28.05.2017 TO 01.06.2017 ITT / EX TANK BASIS: 50 000 MT FROM 29.05.2017 TO 30.05.2017 50 000 MT FROM 09.06.2017 TO 10.06.2017
Differential based on 30 days deferred payment <i>Please quote your highest discount on ITT/EX TANK OMISALJ OR CIF OMISALJ basis.</i>	
Differential based on 150 days deferred payment <i>Please quote your highest discount on ITT/EX TANK OMISALJ OR CIF OMISALJ basis.</i>	
Basis of delivery	CIF/DES/DEQ OMISALJ (INCOTERMS 2000), ITT /EX TANK OMISALJ
Payment conditions	PAYMENT SHOULD BE MADE BASED ON THE FOLLOWING PRICING FORMULA: BREND DTD + (plus) SPREAD URALS MEDITERRANEAN) +/- DIFFERENTIAL AS FOLLOWS. OPEN CREDIT (ZARUBEZHNEFT COMPANY'S GUARANTEE) DEFERRED PAYMENT 30/150 CALENDAR DAYS FOR BOTH BASIS OF DELIVERY AFTER NOTICE OF READNESS OR ITT/EX TANK PROTOCOLS AFTER PROVIDING BY SELLER THE COMMERCIAL INVOICE AND TRANSPORT DOCUMENTATION. NOTICE OF READINESS (NOR) DATE AND ITT PROTOCOL DATE=DAY ZERO.
Additional conditions	Accepted <input type="checkbox"/>
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	