



ZARUBEZHNEFT

JOINT STOCK COMPANY

No. TK-18-3646

«01» 12 2010

Ref. No. _____ dated _____

Mailing list

Dear Sirs,

We hereby invite you to participate in the crude oil trading procedure in order to conclude a supply contract.

You can submit your offers by e-mail: **tender_export@nestro.ru** till 17:00 on 02.12.2020, Moscow time.

The successful bidder will be identified not later than 04.12.2020 before 18:00, Moscow time.

The main criterion for ranking offers and the distribution of the sold cargo between participants is the maximum price for the sold cargo, taking into account the quantities declared by the participants if the participant's offer does not contain any additional conditions or clauses. Such offers are subject to analysis in order to determine the possibility of accepting additional conditions declared by the participants and commercial attractiveness in comparison with the offers of other participants.

Seller will not be required to enter into discussions with unsuccessful bidders as to the results of the bid evaluation. Seller reserves the right not to award the tender and such decision shall be final and binding for the bidders.

The present invitation under any circumstances cannot be considered as an offer.

All your questions that may arise can be sent to the e-mail: **Kakatnov@nestro.ru** (Mr. Kirill Akatnov), **skiriya@nestro.ru** (Mr. Shota Kiriya) and **tkulakova@nestro.ru** (Mrs. Tatiana Kulakova).

Please be informed about the details of the crude oil trading procedure (cargo description):

CONTRACT PARTY	«ZARNESTSERVICE LTD» (JSC'S «ZARUBEZHNEFT» SUBSIDIARY).
QUANTITY	920,000 NET U.S. BARRELS +/- 5.00 % IN BUYER'S OPTION. ONE LOT WITH VESSEL PRESENTATION RANGE 06-07 JANUARY 2021
OIL GRADE	DJENO CRUDE OIL
BASIS OF DELIVERY	FREE ON BOARD (FOB) ONE SAFE PORT, ONE SAFE BERTH AT DJENO TERMINAL
PRICE	AS PER FRAMEWORK CONTRACT, MEAN OF THE HIGH AND LOW" QUOTATIONS FOR BRENT (DATED) AS PUBLISHED BY PLATTS CRUDE OIL MARKETWIRE UNDER THE HEADING "KEY BENCHMARKS" PLUS A PREMIUM OR DISCOUNT (THE DIFFERENTIAL), WITH THE FOLLOWING PRICING PERIOD: FIVE (5) AFTER BL BEING THE FIVE CONSECUTIVE PUBLISHD QUOTATIONS AFTER THE BILL OF LADING DATE, BL DATE = DAY 0.
PAYMENT CONDITIONS	AS PER FRAMEWORK CONTRACT, THIRTY (30) DAYS AFTER THE BILL OF LADING DATE, BL DATE = DAY 0
CONTRACT	AS A MANDATORY CONDITION FOR YOUR PARTICIPATION IN THE OIL PURCHASE PROCEDURE, WITHIN THE FRAMES OF THE GIVEN OFFER, YOU SHOULD ACCEPT THE TERMS OF CONTRACT. PLEASE DO NOT SEND US FULLY SIGNED CONTRACT TEXT.

Application:

1. Oil supply contract – 24 page.
2. Offer form – 1 page.

Yours faithfully,

Chairman of Tendering committee
Deputy General Director for
Legal and Corporate Affairs



K.A. Kochetkov