



ЗАРУБЕЖНЕФТЬ

АКЦИОНЕРНОЕ ОБЩЕСТВО

№ 24-27-3066

«27» 06 2016 г.

На № _____ от _____

REF: REQUEST FOR QUOTATION (RFQ) / CRUDE OIL

Dear Sirs,

Taking this opportunity we express our respect and inform you that JSC "Zarubezhneft", Moscow kindly request you to review the possibility to conclude an export contract for crude oil via the **Loading Terminal at Kolguev Island** according to the following terms and conditions:

Quantity	18 000 MT +/- 10% at Seller's option
Contract party	«Zarnestservice LTD» (JSC's «Zarubezhneft» subsidiary)
Delivery terms	FOB Loading Terminal at Kolguev Island (Incoterms 2000)
Loading port	Loading Terminal at Kolguev Island
Minimum loading lot	18 000 MT +/- 10% at Seller's option
Oil grade	Barents Sea Crude Oil
Contract	As a mandatory condition for your participation in the oil purchase procedure, within the frames of the given offer, you should accept the main terms of export framework Contract, recommended by «Zarnestservice Ltd» (Attached hereto). Please do not send us fully signed contract text.
Loading period	25.07.2016 – 05.08.2016
Price	The arithmetical average of the mean of all available quotations of BRENT (DTD) crude oil as published in "Platt's Crude Oil Marketwire" for the whole month of delivery plus differential
Payment	Shall be made in US Dollars by wire transfer for net us barrels as stated in Seller's commercial invoice as follows: 1) up to 80% - prepayment (against Zarubezhneft company's guarantee) – not later 7 working days before the first day of agreed loading period. For prepayment or early payments

	<p>the Seller pays to the buyer interest calculated at the LIBOR rate for 1-month deposits in US Dollars plus 3,00% p.a. for the period from the payment value date till the 30th day after the date of delivery.</p> <p>2) final payment in 30 days after B/L date (B/L date= date zero) by opening the documentary letter of credit.</p>
Laytime	120 hours including days off and holidays beginning in 10 hours after vessel's arrival to Kolguev Island and tendering NOR
Special conditions	<p>Prior the arrival to Kolguev island as well as after the loading termination, vessel to proceed to port Murmansk to perform customs formalities cargo documents clearance. Time spent in port Murmansk to be 24 hours maximum for Buyers account.</p> <p>See passage from Murmansk to Kolguev Island and back will not be considered as lay time or time on demurrage, if the vessel is on demurrage</p>
Weather conditions	<p>Any delay at load port due to bad weather stated in the time - sheet will be counted as follows:</p> <ul style="list-style-type: none"> - first 72 hours will be counted as laytime or time on demurrage, if the vessel is on demurrage. - all further delay due to bad weather will be counted as half lay time or half time on demurrage, if the vessel is on demurrage
The maximum permissible draft for loading	18 meters

You are kindly requested to submit your offer by the 30 of June 2016, 17:00 h Moscow time to the following e-mail address: **tender_export@nestro.ru**.

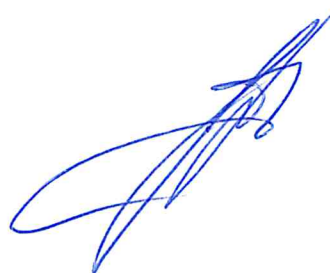
The winner of the RFQ will be awarded not later than 01 of July 2016 by 18:00 h Moscow time.

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 RFQ and such decision shall be final and binding for the bidders.

We would appreciate your reply.

Faithfully yours,

Deputy General Director
Chairman of Tendering Committee



D.B. Ulitin