

### FORM OF QUOTATION

<b>Seller company name</b>	
<b>Base of price per 1 bbl in US\$</b>	The average of the mean of "BRENT(DTD)" as published by PLATT'S CRUDE OIL MARKETWIRE.
<b>Quotation period</b>	During the whole month of <b>OCTOBER</b> 2016
<b>Differential</b>	Please quote your highest discount on ITT/EX TANK OMISALJ OR CIF OMISALJ basis.
<b>Basis of delivery</b>	CIF OMISALJ /ITT /EX TANK OMISALJ, (INCOTERMS 2000)
<b>Volume, ton</b>	<b>30 000 MT</b>
<b>Payment conditions</b>	<p>PAYMENT SHOULD BE MADE BASED ON THE FOLLOWING PRICING FORMULA: <b>BREND DTD +/-DIFFERENTIAL</b> AS FOLLOWS.</p> <ul style="list-style-type: none"> <li>- OPEN CREDIT (ZARUBEZHNEFT COMPANY'S GUARANTEE) DEFERRED PAYMENT <b>120</b> CALENDAR DAYS AFTER NOTICE OF READINESS (NOR) DATE (NOR DATE=DAY ZERO) AT THE DISCHARGE PORT OR <b>120</b> CALENDAR DAYS AFTER THE DATE OF FIRST ITT PROTOCOL OF ACCEPTANCE-DELIVERY OF CRUDE OIL (ITT PROTOCOL DATE=DAY ZERO) BUT IN ANY CASE NOT EARLIER THAN 03<sup>RD</sup> OF OCTOBER 2016 AFTER PROVIDING BY SELLER THE COMMERCIAL INVOICE AND TRANSPORT DOCUMENTATION.</li> </ul>
<b>Responsible representative of the company (contact person)</b>	
<b>Contact telephones</b>	
<b>E-mail</b>	
<b>Banking details for agreement</b>	

**Please fill all empty fields.**

1)	Company ("Tenderer")	
2)	Authorized Executor (signature)	
3)	Authorized Executor (print)	
4)	Position	
5)	Date	