



ZARUBEZHNEFT

JOINT STOCK COMPANY

No. ЗМ-48-1208 «16» 03 20 18

Ref. No. _____ dated _____

Mailing list

Dear Sirs!

We inform you that with the purpose of signing the export oil supply contract for the 2-nd quarter of 2018 Zarubezhneft JSC hereby invites you to participate in the crude oil trading procedures:

1. For the amount of 110 130 mt tons FOB Primorsk (36 710 tons per month).
2. For the amount from 0 up to 45 500 mt FOB Primorsk (from 0 up to 25 000 mt per month).

The quantity of the monthly lot shall be nominated until the 30-th day of the month preceding the month of delivery.

Oil trading procedures shall be performed at the electronic trading platform "Torg-i" serviced by CJSC "Saint-Petersburg International Mercantile Exchange". You may submit your offers by bidding (sending quotation) via the trading platform website <http://zn.torg-i.com/> from 12:00 on 15.03.2018 to 16:00 on 20.03.2018, Moscow time.

The successful bidder will be identified not later than 21.03.2018 before 18:00, Moscow time.

All information regarding crude sales conditions and lots description can be found on the web-site of the trading platform <http://zn.torg-i.com/>. Also, all your questions that may arise can be sent to the official of CJSC "Saint-Petersburg International Mercantile Exchange" Mr. Viktor Ignatyuk by e-mail: ignatyuk@spimex.com, and to the officials of Oil Supply Department of Zarubezhneft JSC Mr. Andrey Bobylev by e-mail: abobylev@nestro.ru and Mr. Konstantin Saponov by e-mail: ksapronov@nestro.ru

Yours faithfully,

Acting Deputy General Director
for Economics & Finance

K.S. Akatnov