



ZARUBEZHNEFT

JOINT STOCK COMPANY

No. 211-48-1158

«15» 03 2017

Ref. No. _____ dated _____

Mailing list

Dear Sirs!

We inform you that with the purpose of signing the export oil supply contracts in the 2-nd quarter of 2017 Zarubezhneft JSC hereby invites you to participate in the crude oil trading procedure for the amount up to 600 thousand tons FOB Primorsk (Two tanker lots per month by 100 thousand tons each).

Oil trading procedure 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 15:00 on 16.03.2017 to 16:00 on 21.03.2017, Moscow time.

The successful bidder will be identified not later than 22.03.2017 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 official of Oil Supply Department of Zarubezhneft JSC Mr. Andrey Bobylev by e-mail: abobylev@nestro.ru

Yours faithfully,

Deputy General Director
for Economics & Finance

D.N. Maksimov