



# ZARUBEZHNEFT

JOINT STOCK COMPANY

No. TK-24-1238

«16» 03 20 18

Ref. No. \_\_\_\_\_ dated \_\_\_\_\_

REF: RFQ/ CRUDE OIL

DEAR SIRs,

TAKING THIS OPPORTUNITY WE EXPRESS OUR RESPECT AND INFORM YOU THAT JSC "ZARUBEZHNEFT", MOSCOW IS INTENDING TO PURCHASE FOR "ZARNESTSERVICE, LTD", ON A TENDER BASIS, FOR SUPPLY TO REFINERY "BROD" (BOSNIA AND HERZEGOVINA), URALS/REBCO PRIMORSK/ NOVOROSSIYSK QUALITY CRUDE OIL ACCORDING TO THE FOLLOWING TERMS AND CONDITIONS:

**LOT № ZNS-18/64: URALS/REBCO CRUDE OIL PRIMORSK/ NOVOROSSIYSK QUALITY**

1. QUANTITY: **OPTION A:** 100'000 MT +/- 10 % at Seller's option;  
**OPTION B:** 80'000 MT +/- 10 % at Seller's option;  
**OPTION C:** 20'000 MT +/- 10 % at Seller's option
2. PARTIAL SHIPMENTS: ALLOWED
3. DELIVERY TERMS: CIF/DES/In Tank (LITASCO GENERAL TERMS AND CONDITIONS FOR SALES AND PURCHASES OF CRUDE OIL AND PETROLEUM PRODUCTS EDITION 2014 FOR CIF/DES/IN TANK DELIVERY BASIS, INCOTERMS 2000)
4. ACCEPTABLE GRADE: URALS/ REBCO, PRIMORSK OR NOVOROSSIYSK QUALITY
5. PLACE OF TRANSFER: OMISALJ
6. DELIVERY PERIOD: 19.04.18 – 23.04.18
7. CONTRACT PARTY: "ZARNESTSERVICE" LTD, (RUSSIA, MOSCOW)
8. PAYMENT: PAYMENT SHOULD BE MADE BASED ON THE FOLLOWING PRICING FORMULA:  
**(BREND DTD + (plus) SPREAD URALS MEDITERRANEAN) +/- DIFFERENTIAL AS FOLLOWS:**

-OPEN CREDIT (ZARUBEZHNEFT COMPANY'S GUARANTEE) DEFERRED PAYMENT **30** CALENDAR DAYS AFTER NOR/TRANSFER DATE (NOR/TRANSFER DATE=DATE ZERO)

IN ADDITION TO THE ABOVE, BIDDERS ACCEPT THE FOLLOWING CONDITIONS (PLEASE MARK YOUR ACCEPTANCE IN THE "FORM OF QUOTATION"):

- GUARANTEED SPECIFICATION:

DENSITY AT 20°C, gr/l, not more:	0,8784
CONTENTS OF SULPHUR, %, not more:	2,80
CONTENTS OF PARAPHINE, %, not more:	6,0
CONTENTS OF WATER, %, not more:	0,5.

- THE SELLER IS REponsible FOR THE DELIVERY OF APPROPRIATE QUALITY GOODS. IF THE QUALITY OF THE DELIVERED GOODS DOES NOT CORRESPOND TO THE SPECIFICATION TO IT, THE SELLER SHALL REIMBURSE THE BUYER FOR ALL DAMAGES RESULTING FROM THE DELIVERY OF THE GOOS IF INADEQUATE QUALITY.

- OIL PRICE ADJUSTMENT FOR THE CHANGE OF THE ACTUAL DENSITY RELATIVE TO THE BASIC LIMITS OF DENSITY 32.00-32.09 API AT 60°F – CONDITION FOR ESCALATION/DE-ESCALATION.

IF BASIC OF DELIVERY DIFFERS FROM THE INTERNATIONAL REGULATIONS INCOTERMS 2000, BIDDERS SHOULD PRESENT GENERAL TERMS AND CONDITIONS FOR THE SALE/PURCHASE OF CRUDE OIL, WHICH ARE GUIDED BY THE BIDDERS IN THE CRUDE OIL TRADE.

- THE BIDDERS SHOULD ACCEPT THE TERMS AND CONDITIONS OF DRAFT CONTRACTS ENCLOSED HERETO.

THE CONTRACT COULD BE SIGNED WITH THE BIDDER EITHER FOR THE QUANTITY SPECIFIED AT OPTION A, OR OPTION B, OR OPTION B PLUS OPTION C, OR OPTION C.

BUYER WILL NOT BE REQUIRED TO ENTER INTO DISCUSSIONS WITH UNSUCCESSFUL BIDDERS AS TO THE RESULTS OF THE BID EVALUATION. BUYER RESERVES THE RIGHT NOT TO AWARD THE TENDER AND SUCH DECISION SHALL BE FINAL AND BINDING FOR THE BIDDERS.

YOU ARE KINDLY REQUESTED TO SUBMIT YOUR OFFER BY THE **22<sup>nd</sup> OF MARCH 2018, 16-00** H MOSCOW TIME TO THE FOLLOWING E-MAIL ADDRESS: TENDER\_EXPORT@NESTRO.RU.

THE TENDER AWARD WILL BE ON THE **23<sup>RD</sup> OF MARCH 2018 BY 18.00** H MOSCOW TIME.

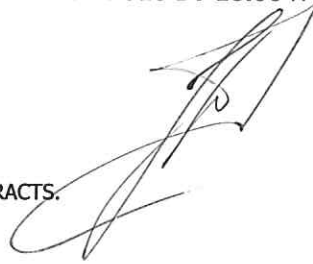
WE WOULD APPRECIATE YOUR REPLY.

FAITHFULLY YOURS,

CHAIRMAN OF TENDERING COMMITTEE  
DEPUTY GENERAL DIRECTOR

D.B. ULITIN

ENCL. Forms of Quotation – 02 PAGES, DRAFT CONTRACTS.

A handwritten signature in black ink, appearing to be 'D.B. Ulitin', is written over the typed name. The signature is stylized and somewhat cursive.