



ZARUBEZHNEFT

JOINT STOCK COMPANY

No. TK-27-6048

«30» 11

2017

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" FOR THE YEAR 2018, 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:

LOTS № ZNS-17/261; ZNS-17/262:

1. QUANTITY: **680'000 (+/- 20 % FOR THE BUYER'S OPERATIONAL TOLERANCE) METRIC TONNES**
2. PARTIAL SHIPMENTS: ACCORDING TO PRELIMINARY LOADING SCHEDULE TO PORT OMISALJ FOR BROD REFINERY IN 2018
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 AND)
4. ACCEPTABLE GRADE: URALS/ REBCO, PRIMORSK OR NOVOROSSIYSK QUALITY
5. PLACE OF TRANSFER: OMISALJ
6. DELIVERY PERIOD: 01.02.18 – 31.12.18
7. CONTRACT PARTY: "ZARNESTSERVICE" LTD, (RUSSIA, MOSCOW)
8. PAYMENT: OPEN ACCOUNT UNDER ZARUBEZHNEFT COMPANY'S GUARANTEE IN **30 (LOT № ZNS-17/261) /150 (LOT № ZNS-17/262)** CALENDAR DAYS AFTER NOR/TRANSFER DATE (NOR/TRANSFER DATE=DATE ZERO)

IN ADDITION TO THE ABOVE, BIDDERS ACCEPT THE FOLLOWING CONDITIONS:

- THE SELLER IS RESPONSIBLE 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.

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

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 **08th OF DECEMBER 2017, 16-00 H** MOSCOW TIME TO THE FOLLOWING E-MAIL ADDRESS: TENDER_EXPORT@NESTRO.RU.

THE TENDER AWARD WILL BE ON THE **13th OF DECEMBER 2017 BY 18.00 H** MOSCOW TIME.

WE WOULD APPRECIATE YOUR REPLY.

FAITHFULLY YOURS,

CHAIRMAN OF TENDERING COMMITTEE
DEPUTY GENERAL DIRECTOR

D.B. ULITIN

ENCL Bid Submission Form – 02 PAGES,
DRAFT CONTRACTS.