



# ZARUBEZHNEFT

JOINT STOCK COMPANY

No. ЖК-24-6182 «07» 12 20 17

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) KIRKUK/KBT PORT CEYHAN ORIGIN CRUDE OIL ACCORDING TO THE FOLLOWING TERMS AND CONDITIONS:

**LOTS №№ ZNS-17/273; ZNS-17/274: KIRKUK CRUDE OIL / KBT / PORT CEYHAN ORIGIN**

1. QUANTITY: **45 000 MT +/-5%** at Seller's option
2. PARTIAL SHIPMENTS: ALLOWED
3. DELIVERY TERMS: DES/In TANK OMISALJ (INCOTERMS 2000 AND LITASCO GENERAL TERMS AND CONDITIONS FOR SALES AND PURCHASES OF CRUDE OIL AND PETROLEUM PRODUCTS)
4. ACCEPTABLE GRADE: KIRKUK /KBT, PORT CEYHAN ORIGIN
5. PLACE OF TRANSFER: OMISALJ
6. DELIVERY PERIOD: DES/ In TANK BASIS:  
25 000 MT FROM 28.01.2018 TO 29.01.2018  
20 000 MT FROM 14.02.2018 TO 15.02.2018
7. CONTRACT PARTY: "ZARNESTSERVICE" LTD, (RUSSIA, MOSCOW)
8. PAYMENT: PAYMENT SHOULD BE MADE IN US DOLLARS BY WIRE TRANSFER AT THE COUNTERS OF SELLER'S DESIGNATED BANK AS STATED IN SELLER'S COMMERCIAL INVOICE BASED ON THE FOLLOWING PRICING FORMULA: **BREND DTD +/-DIFFERENTIAL** AS FOLLOWS.

- OPEN CREDIT (ZARUBEZHNEFT COMPANY'S GUARANTEE) DEFERRED PAYMENT **30 (LOT № ZNS-17/273) /150 (LOT № ZNS-17/274)** CALENDAR DAYS FOR BOTH BASIS OF DELIVERY AFTER NOTICE OF READINESS OR TRANSFER DATE AFTER PROVIDING BY SELLER THE COMMERCIAL INVOICE AND TRANSPORT DOCUMENTATION. NOTICE OF READINESS (NOR) DATE AND TRANSFER DATE =DAY ZERO.

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

DENSITY AT 15°C, gr/l, not more: 0,8647  
API DENSITY AT 60°F: 32.05°  
CONTENTS OF SULPHUR, %, not more: 2,598  
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.

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 12<sup>th</sup> 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 13<sup>th</sup> OF DECEMBER 2017 BY 18.00 H MOSCOW TIME.  
WE WOULD APPRECIATE YOUR REPLY.

FAITHFULLY YOURS,

CHAIRMAN OF TENDERING COMMITTEE  
DEPUTY GENERAL DIRECTOR

A handwritten signature in black ink, consisting of several overlapping, fluid strokes. The signature is positioned to the right of the typed name and title.

D.B. ULITIN

ENCL.: FORMS OF QUOTATION – 04 PAGES.  
DRAFT CONTRACTS