



ZARUBEZHNEFT

JOINT STOCK COMPANY

No. JTK-48-2124 28 04 20 18

Ref. No. _____ dated _____

REF: RFQ/ CRUDE OIL

DEAR SIRs,

TAKING THIS OPPORTUNITY WE EXPRESS OUR RESPECT AND INFORM YOU THAT "ZARNESTSERVICE, LTD" INTENDS TO PURCHASE CRUDE OIL FOR SUPPLY TO REFINERY "BROD" (BOSNIA AND HERZEGOVINA), ACCORDING TO THE FOLLOWING TERMS AND CONDITIONS:

1. QUANTITY: **OPTION A: 115'000 MT +/- 10 % AT SELLER'S OPTION;
OPTION B: MIN 140'000 MT MAX 150'000 MT AT SELLER'S OPTION;**
2. PARTIAL SHIPMENTS: NOT ALLOWED
3. DELIVERY TERMS: CIF/DES (INCOTERMS 2000)
4. ACCEPTABLE GRADE: **OPTION A: HEAVY CRUDE OIL, PERSIAN GULF ORIGIN
(GRADE TO BE SPECIFIED IN THE FORM OF QUOTATION)
OPTION B: Proportion: 60% - LIGHT CRUDE OIL, 40% - HEAVY
CRUDE OIL, PERSIAN GULF ORIGIN
(GRADE TO BE SPECIFIED IN THE FORM OF QUOTATION)**
5. PLACE OF DELIVERY: OMISALJ
6. DELIVERY PERIOD: **OPTION A: 09.06.18 – 13.06.18
OPTION B: 04.06.18 – 08.06.18**
7. PRICING PERIOD: JUNE 2018
8. CONTRACT PARTY: "ZARNESTSERVICE" LTD, (RUSSIA, MOSCOW)
9. PAYMENT: PAYMENT SHOULD BE MADE BASED ON THE FOLLOWING PRICING FORMULA:
(BREND DTD +/- DIFFERENTIAL) AS FOLLOWS:
- OPEN CREDIT (ZARUBEZHNEFT COMPANY'S GUARANTEE) DEFERRED PAYMENT 30 CALENDAR DAYS AFTER B/L DATE
(B/L DATE=DATE ZERO)

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

- THE SELLER IS REponsible FOR THE DELIVERY OF APPROPRIATE QUALITY GOODS.
- IF DELIVERY BASIS 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 CONTRACT 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 3RD OF MAY 2018, 15-00 H MOSCOW TIME TO THE FOLLOWING E-MAIL ADDRESS: TENDER_EXPORT@NESTRO.RU.
THE TENDER AWARD WILL BE ON THE 4TH OF MAY 2018 BY 18.00 H MOSCOW TIME.

WE WOULD APPRECIATE YOUR REPLY.
FAITHFULLY YOURS,

CHAIRMAN OF TENDERING COMMITTEE
DEPUTY GENERAL DIRECTORENCL.

D.B. ULITIN

FORM OF QUOTATION – 01 PAGES, DRAFT CONTRACTS