

FORM OF QUOTATION

Seller company name	
Base of price per 1 bbl in US\$	The average of the mean of "BRENT(DTD)" and «SPREAD VS FWD DTD BRENT» in line «URALS MEDITERRANEAN" as published by PLATT'S CRUDE OIL MARKETWIRE.
Quotation period	For 30,000 MT - during the whole month of OCTOBER 2016 ; For 30,000 MT - during the whole month of NOVEMBER 2016 ;
Differential	Please quote your highest discount on ITT/EX TANK OMISALJ OR CIF OMISALJ basis.
Basis of delivery	CIF OMISALJ /ITT /EX TANK OMISALJ, (INCOTERMS 2000)
Volume, ton	60,000 MT +/- 5%
Payment conditions	<p>PAYMENT SHOULD BE MADE BASED ON THE FOLLOWING PRICING FORMULA: (BREND DTD + (plus) SPREAD URALS MEDITERRANEAN) +/-DIFFERENTIAL AS FOLLOWS.</p> <ul style="list-style-type: none"> - CIF BASIS: OPEN CREDIT (ZARUBEZHNEFT COMPANY'S GUARANTEE) DEFERRED PAYMENT 125 CALENDAR DAYS AFTER NOTICE OF READINESS (NOR) DATE (NOR DATE=DAY ZERO) AT THE DISCHARGE PORT BUT NOT EARLIER THAN 17TH OF NOVEMBER 2016. - ITT/EX TANK BASIS: OPEN CREDIT (ZARUBEZHNEFT COMPANY'S GUARANTEE) DEFERRED PAYMENT 125 CALENDAR DAYS AFTER THE DATE OF ITT PROTOCOL OF ACCEPTANCE-DELIVERY OF CRUDE OIL (ITT PROTOCOL DATE=DAY ZERO) BUT IN ANY CASE: <ul style="list-style-type: none"> - FOR THE 1ST PARCEL 30 000MT +/- 5% NOT EARLIER THAN 17TH OF NOVEMBER 2016 - FOR THE 2ND PARCEL 30 000MT +/- 5% NOT EARLIER THAN 30TH OF NOVEMBER 2016 AFTER PROVIDING BY SELLER THE COMMERCIAL INVOICE AND TRANSPORT DOCUMENTATION.
Responsible representative of the company (contact person)	
Contact telephones	
E-mail	
Banking details for agreement	

Please fill all empty fields.

1)	Company ("Tenderer")	
2)	Authorized Executor (signature)	
3)	Authorized Executor (print)	
4)	Position	
5)	Date	