



**Закрытае акцыянернае таварыства  
«БЕЛАРУСКАЯ НАФТАВАЯ  
КАМПАНИЯ»**

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УНП 190832326

Р/р № 3012000007547 у ААБ «Беларусбанк»,  
пр-т Дзяржынскага, 18, г. Мінск, код 795

**Закрытое акцыянернае грамадства  
«БЕЛОРУССКАЯ НЕФТЯНАЯ  
КОМПАНИЯ»**

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**21.03.2017 № 2-2-20/1986**

Oil products selling

Dear Sirs,

CJSC Belarusian Oil Company informs you that at the moment it offers for sale the following oil products:

| Oil product description                                                                   | Amount,<br>tonnes | Shipment          | Produced by              |
|-------------------------------------------------------------------------------------------|-------------------|-------------------|--------------------------|
| <b>Formula pricing on an average month</b>                                                |                   |                   |                          |
| <b>Jet fuel RT grade</b><br>(Deliveries only to the territory of Ukraine.)                | <b>1000*</b>      | <b>10.04.2017</b> | <b>OJSC Naftan</b>       |
| <b>Jet fuel RT grade</b><br>(except for deliveries to the territory of Ukraine, Moldova). | <b>1000*</b>      | <b>10.04.2017</b> | <b>OJSC Naftan</b>       |
| <b>Diesel fuel DT-Z-K4, grade F</b>                                                       | <b>500</b>        | <b>10.04.2017</b> | <b>OJSC Naftan</b>       |
| <b>Diesel fuel DT-Z-K4, grade F</b>                                                       | <b>500</b>        | <b>20.04.2017</b> | <b>OJSC Naftan</b>       |
| <b>Diesel fuel DT-Z-K5, class 2</b>                                                       | <b>3000</b>       | <b>31.03.2017</b> | <b>OJSC MOZYR<br/>OR</b> |
| <b>Motor gasoline AI-98-K5-Euro</b>                                                       | <b>440</b>        | <b>31.03.2017</b> | <b>OJSC MOZYR<br/>OR</b> |
| <b>Motor gasoline AI-95-K5-Euro</b>                                                       | <b>380</b>        | <b>31.03.2017</b> | <b>OJSC MOZYR<br/>OR</b> |

|                                                                                                                                                                  |              |                   |                          |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|-------------------|--------------------------|
| <b>Motor gasoline AI-95-K5-Euro</b><br>(Deliveries only to the territory of Moldova, delivery basis FCA Mozyr-11. Loading into the Buyer's own road tank cars.)) | <b>300</b>   | <b>31.03.2017</b> | <b>OJSC MOZYR<br/>OR</b> |
| <b>Motor gasoline AI-95-K5-Euro</b><br>(delivery basis FCA Mozyr-11. Loading into the Buyer's own road tank cars.))                                              | <b>300</b>   | <b>31.03.2017</b> | <b>OJSC MOZYR<br/>OR</b> |
| <b>Motor gasoline AI-92-K5-Euro</b><br>(Deliveries only to the territory of Moldova, delivery basis FCA Mozyr-11. Loading into the Buyer's own road tank cars.)) | <b>300</b>   | <b>31.03.2017</b> | <b>OJSC MOZYR<br/>OR</b> |
| <b>Motor gasoline AI-92-K5-Euro</b><br>(delivery basis FCA Mozyr-11. Loading into the Buyer's own road tank cars.))                                              | <b>300</b>   | <b>31.03.2017</b> | <b>OJSC MOZYR<br/>OR</b> |
| <b>Motor gasoline AI-92-K5-Euro</b>                                                                                                                              | <b>640</b>   | <b>31.03.2017</b> | <b>OJSC MOZYR<br/>OR</b> |
| <b>Motor gasoline AI-92-K5-Euro</b>                                                                                                                              | <b>1000</b>  | <b>20.04.2017</b> | <b>OJSC MOZYR<br/>OR</b> |
| <b>Motor gasoline AI-92-K5-Euro</b>                                                                                                                              | <b>1000</b>  | <b>30.04.2017</b> | <b>OJSC MOZYR<br/>OR</b> |
| <b>Fuel oil 100</b><br>( <u>without right to transship the cargo in ports</u> )                                                                                  | <b>420</b>   | <b>05.04.2017</b> | <b>OJSC MOZYR<br/>OR</b> |
| <b>Fuel oil 100</b><br>( <u>without right to transship the cargo in ports</u> )                                                                                  | <b>2000</b>  | <b>20.04.2017</b> | <b>OJSC MOZYR<br/>OR</b> |
| <b>PRODUCT RESIDUE OF HYDROCRACKING</b><br>(without right to transship the cargo in ports with delivery to the internal railway station)                         | <b>500</b>   | <b>10.04.2017</b> | <b>OJSC Naftan</b>       |
| <b>Fixed price</b>                                                                                                                                               |              |                   |                          |
| <b>Jet fuel RT grade</b><br>( <u>deliveries only to the territory of the Eurasian Customs Union</u> )                                                            | <b>1000*</b> | <b>25.03.2017</b> | <b>OJSC Naftan</b>       |

|                                                                                                                                                      |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                  |
|------------------------------------------------------------------------------------------------------------------------------------------------------|-------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|
| Diesel fuel DT-Z-K4, grade F                                                                                                                         | 710   | 31.03.2017                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | OJSC Naftan      |
| On conditions FOB**                                                                                                                                  |       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                  |
| <b>Motor gasoline AI-92-K5-EURO</b><br>The contract shall be concluded via affiliated company of CJSC Belarusian Oil Company – that is BNK (UK) Ltd. | 37000 | <b>Delivery basis:</b><br><u>FOB port Riga, terminal «Naftimpeks Terminal»</u><br>(Saturated vapour pressure up to 65 kPa. Tankers with draught up to 15 m, length up to 250 m and breadth up to 33 m are accepted. Laytime – 48 h.),<br><u>tanker nomination 06-08.04.2017</u><br><u>FOB port Ventspils terminal «Ventspils Nafta terminals»,</u><br>(Without segregation, but preserving the quality parameters within respective GOST, without preserving the quality of sulfur content. Laytime – 48 h.).<br><u>12 300 tons - tanker nomination 27-31.03.2017;</u><br><u>12 300 tons - tanker nomination 31.03-04.04.2017;</u><br><u>12 400 tons - tanker nomination 04-08.04.2017.</u><br><u>The terminal reserves its right to change the loading periods.</u><br><u>FOB port Klaipeda terminal «Kroviniu Terminalas », (without segregation, but preserving the quality parameters within respective GOST),</u><br><u>12 300 tons - tanker nomination 27-28.03.2017,</u><br><u>12 300 tons - tanker nomination 31.03-01.04.2017,</u><br><u>12 400 tons - tanker nomination 05-06.04.2017.</u> | OJSC MOZYR<br>OR |

\*- In case you are interested, please, inform us on the volume of Jet fuel RT grade planned to be purchased, correction rate or price you can offer, not later than **21 March 16.30** (local time in the Republic of Belarus GMT+3), via e-mail: [roman@beloil.com.ua](mailto:roman@beloil.com.ua) (Mit'kovets Roman, tel. +38 (067) 232-78-63).

\*\* - 1) In case the Buyer fails to perform the shipment within the due terms CJSC Belarusian Oil Company reserves its right to cancel the deal;

2) Transfer of goods in the ITT possible as agreed only if the buyer of the bill of lading.

In case you are interested, please, inform us on the volume of oil products planned to be purchased, correction rate or price you can offer, not later than **21 March 16.30** (local time in the Republic of Belarus GMT+3), via

fax: +375 17 279 93 01 or e-mail: [info@bnk.by](mailto:info@bnk.by), [komkova@bnk.by](mailto:komkova@bnk.by) (Komkova Alena, tel. + 375 (17) 279 93 24), [zadorozhny@bnk.by](mailto:zadorozhny@bnk.by) (Zadorozhny Alex, тел. + 375 (17) 279 93 25), [kuncevich@bnk.by](mailto:kuncevich@bnk.by) (Kuntsevich Eugene, тел. + 375 (17) 279 93 30).

It's also possible to supply oil products by automobile tanks by 24 tonnes from Mozyr-11 oil depot. In case you are interested, please, inform us, e-mail: [volchek@bnk.by](mailto:volchek@bnk.by) (Daria Volchek tel. + 375 (17) 279 93 00 (9535)), [bartosh@bnk.by](mailto:bartosh@bnk.by) (Olga Bartosh, tel. + 375 (17) 279 93 00 (9533)).

Best regards,

Deputy chief  
marketing department

A handwritten signature in black ink, consisting of a large, sweeping loop followed by a series of smaller, overlapping strokes that form the letters of the name.

A.I.Zadorozhny