



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

вул. Ляшчынскага, 4а, пак.305,
220140, г. Мінск, Рэспубліка Беларусь
тэл. +375 17 279 93 00, факс +375 17 279 93 01
e-mail: info@bnk.by
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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пр-т, Дзержинского, 18, г. Минск, код 795

06.12.2017 № 2-2-20/9249

Sales of oil products

Dear Sirs,

CJSC Belarussian Oil Company informs about today's oil products sale offers:

Oil product description	Amount, tons	The last date of loading period	Produced by
Formula pricing on an average month			
50ppm ULSD, F grade, Diesel DT-Z-K4	1700	15.12.2017	OJSC Naftan
50ppm ULSD, F grade, Diesel DT-Z-K4 (Except for deliveries to the territory Ukraine, Moldova and Poland)	2000	10.01.2018	OJSC Naftan
10ppm ULSD, F grade, Diesel DT-Z-K5 (Except for deliveries to the territory Ukraine, Moldova and Poland)	500	10.01.2018	OJSC Naftan
10ppm ULSD, F grade, Diesel DT-Z-K5 (Except for deliveries to the territory Latvia, Lithuania, Estonia, Ukraine, Moldova)	1500	10.01.2018	OJSC Naftan
10ppm ULSD, F grade, Diesel DT-Z-K5	1000	31.12.2017	OJSC MOZYR OR
10ppm ULSD, F grade, Diesel DT-Z-K5 (Except for deliveries to the territory Ukraine, Moldova)	1000	31.12.2017	OJSC MOZYR OR

10ppm ULSD, F grade, Diesel DT-Z-K5 (Except for deliveries to the territory Ukraine, Moldova and Poland)	1000	31.12.2017	OJSC MOZYR OR
10ppm ULSD, class 2, Diesel DT-Z-K5	520	31.12.2017	OJSC MOZYR OR
Motor gasoline AI-98-K5-Euro Except for deliveries to the territory Eurasian Economic Union	120	31.12.2017	OJSC MOZYR OR
Motor gasoline AI-95-K5-Euro Except for deliveries to the territory Eurasian Economic Union	500	31.12.2017	OJSC MOZYR OR
Motor gasoline AI-95-K5-Euro Delivery of road transport. Except for deliveries to the territory Eurasian Economic Union	500	31.12.2017	OJSC MOZYR OR
Motor gasoline AI-92-K5-Euro Except for deliveries to the territory Eurasian Economic Union	1000	31.12.2017	OJSC MOZYR OR
Motor gasoline AI-92-K5-Euro Except for deliveries to the territory Eurasian Economic Union	500	20.01.2018	OJSC MOZYR OR
Motor gasoline AI-92-K5-Euro Delivery of road transport. Except for deliveries to the territory Eurasian Economic Union	500	31.12.2017	OJSC MOZYR OR
Motor gasoline AI-92-K5-Euro Except for deliveries to the territory Eurasian Economic Union	1000	10.01.2018	OJSC Naftan
High-octane gasoline component (alkylate) (except for deliveries to the territory of Ukraine, Moldova)	1700	31.12.2017	OJSC MOZYR OR

Fraction of Aromatic hydrocarbons	2100	10.01.2018	OJSC Naftan
Liquefied hydrocarbon fuel gas	1000	31.12.2017	OJSC MOZYR OR
C10 aromatic hydrocarbons mix	500	10.01.2018	OJSC Naftan
Road bitumen 70/100 grade (Delivery of railway transport transport. Except for deliveries to the territory Eurasian Economic Union).	2000	31.12.2017	OJSC MOZYR OR
Road bitumen 70/100 grade (Delivery of road transport transport. Except for deliveries to the territory Eurasian Economic Union).	900	31.12.2017	OJSC MOZYR OR
Fix price			
Petroleum solvent Nefras S2-80/120, first grade	60	15.12.2017	OJSC Naftan
Petroleum solvent Nefras S2-80/120, higher grade	120	10.01.2018	OJSC Naftan
Road bitumen 70/100 grade (Delivery of railway transport transport. Except for deliveries to the territory Eurasian Economic Union).	1100	15.12.2017	OJSC Naftan
Road bitumen 70/100 grade (Delivery of road transport transport. Except for deliveries to the territory Eurasian Economic Union).	500	15.12.2017	OJSC Naftan
Road bitumen (Delivery of railway transport transport. Except for deliveries to the territory Ukraine, Moldova and Eurasian Economic Union).	3500	15.12.2017	OJSC Naftan

Road bitumen 70/100 grade (Delivery of road transport transport. Except for deliveries to the territory Ukraine, Moldova and Eurasian Economic Union).	1000	15.12.2017	OJSC Naftan
10ppm ULSD, F grade, Diesel DT-Z-K5	2000	20.12.2017	OJSC MOZYR OR
10ppm ULSD, F grade, Diesel DT-Z-K5 Delivery of road transport.	300	15.12.2017	OJSC MOZYR OR
10ppm ULSD, F grade, Diesel DT-Z-K5 (Except for deliveries to the territory Ukraine, Moldova)	1000	15.12.2017	OJSC MOZYR OR
10ppm ULSD, F grade, Diesel DT-Z-K5 (Except for deliveries to the territory Ukraine, Moldova)	1000	20.12.2017	OJSC MOZYR OR
10ppm ULSD, F grade, Diesel DT-Z-K5 (Except for deliveries to the territory Ukraine, Moldova and Poland)	1000	20.12.2017	OJSC MOZYR OR
10ppm ULSD, F grade, Diesel DT-Z-K5 (Deliveries only to the territory of Moldova)	500	15.12.2017	OJSC MOZYR OR
10ppm ULSD, F grade, Diesel DT-Z-K5	1000	15.12.2017	OJSC MOZYR OR
Fuel Oil M 100 Delivery destination: all countries except loading at Sea ports.	3405	15.12.2017	OJSC MOZYR OR

On conditions FOB *

50ppm ULSD, F grade, Diesel DT-Z-K4 The contract shall be concluded via affiliated company of CJSC Belarusian Oil Company – that is BNK (UK) Ltd.	30000	Delivery basis: <u>FOB port Riga terminal «Naftimpeks Terminal»</u> (Tankers with draught up to 15 m, length up to 250 m and breadth up to 33 m are accepted. Laytime – 40 h.), <u>tanker nomination 27-31.12.2017.</u> <u>FOB port Riga terminal «PARS Terminals»</u> (Tankers with draught up to 9 m, length up to 270 m and breadth up to 45 m are accepted. Laytime – 30 h.), 15 000 tons - tanker nomination 23-25.12.2017; 15 000 tons - tanker nomination 28-30.12.2017. <u>FOB port Riga terminal «AO B.L.B. Baltijas Terminals»</u> (Laytime for each parcel - 15 h.), 6 000 tons - tanker nomination 23-27.12.2017; 6 000 tons - tanker nomination 24-28.12.2017; 6 000 tons - tanker nomination 25-29.12.2017; 6 000 tons - tanker nomination 26-30.12.2017; 6 000 tons - tanker nomination 27-31.12.2017. <u>FOB port Ventspils terminal «Ventspils nafta terminals»</u>, (without segregation but preserving the quality parameters within respective GOST. Tankers with draught up to 15 m, length up to 270 m and breadth up to 45 m are accepted. Laytime for each parcel - 20 h. Laytime for the last parcel - 68 h.), 10 000 tons - tanker nomination 21-25.12.2017; 10 000 tons - tanker nomination 24-28.12.2017; 10 000 tons - tanker nomination 27-31.12.2017. <u>The terminal reserves its right to change the loading periods.</u> <u>FOB port Muuga terminal «Vopak E.O.S.»</u> (Tankers with draught up to 18 m are accepted. Laytime – 46 h.), tanker nomination 27-31.12.2017. <u>FOB port Muuga terminal «VESTA Terminal Tallinn OU»</u> (Laytime – 46 h.), tanker nomination 27-31.12.2017. <u>FOB port Vysotsk terminal « LLC RPK – Vysotsk»</u>, tanker nomination 01-10.01.2018. (Laytime - 56h.)	OJSC Naftan
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High-octane gasoline component (alkylate) The contract shall be concluded via affiliated company of CJSC Belarusian Oil Company – that is BNK (UK) Ltd.	2000	Delivery basis: FOB port Riga terminal «Naftimpeks Terminal» (Tankers with draught up to 15 m, length up to 250 m and breadth up to 33 m are accepted. Laytime – 15 h.), tanker nomination 15-19.12.2017. FOB port Ventspils terminal «Ventspils Nafta terminals», (Tankers with draught up to 15 m, length up to 270 m and breadth up to 45 m are accepted. Laytime – 15 h.) tanker nomination 15-16.12.2017. FOB port Ventspils terminal «Ventspils Nafta terminals», (Tankers with draught up to 18 m. Laytime – 15 h.) tanker nomination 15-19.12.2017. The nomination windows are stipulated subject to further narrowing to 2-day windows in the seller's option.	OJSC MOZYR OR
Fuel Oil M 100 The contract shall be concluded via affiliated company of CJSC Belarusian Oil Company – that is BNK (UK) Ltd.	25000	Delivery basis: FOB port Ventspils terminal AO «Ventbunkers» (Tankers with draught up to 12,5 m, length up to 228 m are accepted. Laytime – 35 h.) tanker nomination 30.12.2017-03.01.2018. FOB port Riga terminal «BLB» (Laytime for each parcel – 36 h.), 15 000 tons - tanker nomination 25-29.12.2017; 10 000 tons - tanker nomination 28.12.2017-01.01.2018. FOB port Klaipeda terminal AB «Klaipedos nafta», (Without segregation. Laytime – 48 h.) tanker nomination 01-10.01.2018 FOB port Muuga terminal «VOPAK E.O.S.», (Laytime – 45 h.) tanker nomination 30.12.2017-03.01.2018. FOB port Vysotsk terminal « LLC RPK – Vysotsk», tanker nomination 01-10.01.2018. The nomination windows are stipulated subject to further narrowing to 2-day windows in the seller's option.	OJSC Naftan

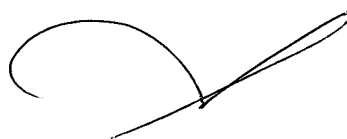
* In case the Buyer fails to perform the shipment within the due terms CJSC Belarusian Oil Company reserves its right to cancel the deal.

In case you are interested in purchasing of above mentioned oil products kindly send your price offer to fax: **+375 17 279 93 01** or e-mail: **info@bnk.by**, **komkova@bnk.by** (Komkova Alena, phone: + 375 (17) 279 93 24), **zadorozhny@bnk.by** (Zadorozhny Alexey, phone: + 375 (17) 279 93 25), **kuncevich@bnk.by** (Kuntsevich Eugene, phone: + 375 (17) 279 93 30). Offers should be sent until 17.30 Minsk time (GMT+2).

Oil products might be delivered by motor transport from Mozyr-11 refinery terminal in 24 metric ton lots. Enquiries by e-mail: bartosh@bnk.by (Olga Bartosh, phone: + 375 (17) 279 93 00 (9533)), kuncevich@bnk.by (Kuntsevich Eugene, phone: +375 (17) 279 93 30(9530)).

Best regards,

Deputy chief marketing
department

A handwritten signature in black ink, consisting of a large, stylized loop followed by a diagonal stroke.

A.I.Zadorozhny