Закрытае акцыянернае таварыства
«БЕЛАРУСКАЯ НАФТАВАЯ КАМПАНІЯ»
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УНП 190832326

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

Закрытое акционерное общество
«БЕЛОРУССКАЯ НЕФТЯНАЯ КОМПАНИЯ»
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пр-т, Дзержинского, 18, г. Минск, код 795

16.02.2017 № 2-2-20/1177

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, tonnes	Shipment	Produced by
Formula pricing on an average month			
Diesel fuel DT-Z-K4, grade F	**1010**	**20.03.2017**	**OJSC Naftan**
Diesel fuel DT-Z-K5, grade F (except for deliveries to the territory of Ukraine, Moldova).	**3000**	**10.03.2017**	**OJSC Naftan**
Diesel fuel DT-Z-K5, grade F (except for deliveries to the territory of Ukraine, Moldova. with the possibility of delivery DAP st. Bruzgi).	**3750**	**10.03.2017**	**OJSC Naftan**
Diesel fuel DT-Z-K5, grade F	**2000**	**10.03.2017**	**OJSC Naftan**
Diesel fuel DT-Z-K5, grade F	**1380**	**10.03.2017**	**OJSC MOZYR OR**
Diesel fuel DT-Z-K5, grade F (Deliveries only to the territory of Moldova.)	**1380**	**10.03.2017**	**OJSC MOZYR OR**
Motor gasoline AI-98-K5-Euro	**260**	**28.02.2017**	**OJSC MOZYR OR**
Motor gasoline AI-98-K5-Euro	**500**	**31.03.2017**	**OJSC MOZYR OR**
Motor gasoline AI-95-K5-Euro (Deliveries only to the territory of Moldova, except for st. Kuchurgan-exp. and Slobodka-exp.)	**500**	**28.02.2017**	**OJSC MOZYR OR**

Motor gasoline AI-95-K5-Euro	**500**	**28.02.2017**	**OJSC MOZYR OR**
Motor gasoline AI-95-K5-Euro	**1000**	**31.03.2017**	**OJSC MOZYR OR**
Motor gasoline AI-92-K5-Euro	**760**	**28.02.2017**	**OJSC MOZYR OR**
Motor gasoline AI-92-K5-Euro	**1000**	**31.03.2017**	**OJSC MOZYR OR**
Motor gasoline AI-92-K5-Euro (The contract shall be concluded via affiliated company of CJSC Belarusian Oil Company – that is BNK (UK) Ltd.)	**1000**	**10.03.2017**	**OJSC MOZYR OR**
Motor gasoline AI-92-K5-Euro (Deliveries only to the territory of Moldova. The contract shall be concluded via affiliated company of CJSC Belarusian Oil Company – that is BNK (UK) Ltd.)	**500**	**10.03.2017**	**OJSC MOZYR OR**
Fuel oil 100 (without right to transship the cargo in ports)	**1500**	**31.03.2017**	**OJSC MOZYR OR**
On conditions FOB*			
Motor gasoline AI-92-K5-EURO (The contract shall be concluded via affiliated company of CJSC Belarusian Oil Company – that is BNK (UK) Ltd.)	**37000**	**Price basis FOB port Riga, terminal «Naftimpeks Terminal»** In case the delivery basis **FOB port Klaipeda** or **port Ventspils** or **port Yst'-Luga** the price shall be changed for the tariff difference. **Delivery basis:** **FOB port Riga, terminal «Naftimpeks Terminal»** (**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 – 44 h.), tanker nomination **12-14.03.2017** **FOB port Klaipeda terminal «Kroviniu Terminalas»,** (Without segregation, but preserving the quality parameters within respective GOST). tanker nomination: 17 000 tons - **12-16.03.2017;** 20 000 tons - **20-23.03.2017.**	**OJSC MOZYR OR**

		FOB port Klaipeda terminal AB «Klaipedos nafta», Without segregation, but preserving the quality parameters within respective GOST. Laytime – 48) tanker nomination: 12 300 tons - **03-05.03.2017;** 12 300 tons - **11-13.03.2017;** 12 400 tons - **18-20.03.2017.** **FOB port Ventspils** terminal **«Ventspils Nafta terminals», (Saturated vapour pressure up to 65 kPa.** Without segregation, but preserving the quality parameters within respective GOST, without preserving the quality of sulfur content. Laytime – 48). tanker nomination: 12 300 tons - **03-07.03.2017;** 12 300 tons - **06-10.03.2017;** 12 400 tons - **10-11.03.2017.** **The terminal reserves its right to change the loading periods.**	
Hudrotreated vacuum gasoil (The contract shall be concluded via affiliated company of CJSC Belarusian Oil Company – that is BNK (UK) Ltd.)	**7000**	The **lot is traded on delivery basis FOB port Riga**. In case the delivery basis **FOB port Sillamae** or **port Nikolayev** the price shall be changed for the tariff difference **Delivery basis:** **FOB** port **Riga** terminal **«BLB»,** tanker nomination **01.-05.04.2017,** **FOB** port **Sillamae** terminal **«Alexela Sillamae Ltd»** tanker nomination **02.-06.04.2017,** Laytime – 24 h *(tankers with draught up to 14.2 m, length up to 275 m)* **FOB port Nikolayev terminal Nikolayev NPK** tanker nomination **03-07.04.2017.** *(tankers with draught up to 10.3 m, length up to 195 m and width up to 32.25 m are accepted).* Nomination window is stipulated subject to further narrowing to 2-day windows in the seller's option.	**OJSC MOZYR OR**

Motor gasoline AI-92-K3 (The contract shall be concluded via affiliated company of CJSC Belarusian Oil Company – that is BNK (UK) Ltd.)	**37000**	**Price basis FOB port Riga** terminal «Naftimpeks Terminal». In case the delivery basis FOB port Yst'-Luga or FOB port Ventspils the price shall be changed for the tariff difference. **Delivery basis:** **FOB port Riga, terminal «Naftimpeks Terminal»** (**Saturated vapour pressure up to 60 kPa.** Tankers with draught up to 15 m, length up to 250 m and breadth up to 33 m are accepted. *Laytime – 44 h.*), tanker nomination **31.03-01.04.2017,** **FOB port Ventspils** terminal **«Ventspils Nafta terminals»,** (*without segregation, but preserving the quality parameters within respective GOST, without preserving the quality of sulfur content.* **Saturated vapour pressure up to 60 kPa.** *Laytime - 48 h)* 12 300 tons – tanker nomination **15-19.03.2017;** 12 300 tons – tanker nomination **22-26.03.2017;** 12 400 tons – tanker nomination **28.03.-01.04.2017** **The terminal reserves its right to change the loading periods.** **FOB port Yst'-Luga terminal OOO «SIBUR-Portenergo»** (preserving the quality parameters within respective GOST). 15 000 tons – tanker nomination **19-20.03.2017;** 22 000 tons – tanker nomination **31.03.-01.04.2017.** The nomination windows are stipulated subject to further narrowing to 2-day windows in the seller's option.	**OJSC Naftan**

* - 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 **16 February 16.30** (local time in the Republic of Belarus GMT+3), via fax: **+375 17 279 93 01** or e-mail: info@bnk.by, komkova@bnk.by (Komkova Alena, tel. + 375 (17) 279 93 24), zadorozhny@bnk.by (Zadorozhny Alex,

тел. + 375 (17) 279 93 25), 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 (Daria Volchek tel. + 375 (17) 279 93 00 (9535)), bartosh@bnk.by (Olga Bartosh, tel. + 375 (17) 279 93 00 (9533)).

Best regards,

Deputy chief
marketing department A.I.Zadorozhny

Divakov A. + 375 17 279 93 00 / 9339