APPENDIX

**Tender bid**

**(shall be executed on a company’s letterhead)**

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

(date)

Dear Sirs,

With reference to your invitation dated \_\_\_\_\_\_\_ No \_\_\_\_\_\_ and in accordance with the terms and conditions of Tender participation agreement dated \_\_\_\_\_\_\_ No\_\_\_\_\_\_ the company \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ presents its tender bid for the purchase of **Fuel Oil 100** produced by OJSC Naftan during the period from **October 2019 - September 2020** in the amount of up to **150 000 t. monthly** (+/-30% in the Seller’s option), **total quantity up to 1 800 000 t. (+/-30% in the Seller’s option)**:

|  |  |  |  |
| --- | --- | --- | --- |
| Delivery basis | Monthly quantity, t. | Payment terms\*\* | Correction for the chosen delivery basis, USD/t |
| **FOB port\_\_\_\_\_\_\_\_ terminal\_\_\_\_\_\_\_\_\_\_\***  *Loading port and terminal*  **OR**  **CIF port\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**  *Destination port*  *(underline as appropriate)* | 150 000 t  (+/-30% in the Seller’s option),  But not less than 120 000 t.  (105 000 t. In April, August and September 2020) | **MANDATORY:**  100% advance payment of the agreed monthly Goods lot, not later than two banking days before the end of the month preceding the month of the final pricing. | \_\_\_\_\_\_\_\_\_  On the terms FOB/СIF  *(specify port of loading/destination)* |
| ***OPTIONALLY:***  *Payment within 3 (three) calendar days from the date of bill of lading (bill of lading issuance day shall be considered as day zero), from the date of the Security payment by irrevocable letter of credit (standby letter of credit)*  *or*  *documentary irrevocable letter of credit (in the Seller’s option)* | \_\_\_\_\_\_\_\_\_  On the terms FOB/СIF  *(specify port of loading/destination)* |
| **DAP border of the Republic of Belarus** for bunkering purposes (except for the delivery to the territory of the Russian Federation) – with the delivery to domestic railway stations or with submission of the supporting documents. | \_\_\_\_\_\_\_\_\_\_\_ (+/-10% in the Seller’s option) | 100% advance payment of the agreed monthly Goods lot, not later than two banking days before the end of the month preceding the month of the final pricing | \_\_\_\_\_\_\_\_\_  On the terms FCA  st. Novopolotsk |

*\* Should the tender bid contain no indication of the chosen by Applicant port and terminal as the delivery and/or pricing basis, the Tender Organizer at its discretion determines the delivery and/or pricing basis for such an Applicant from the ones stipulated by the Tender conditions.*

*\*\* Tender bids which do not contain information on the correction level in the case of 100% prepayment within the framework of the Tender shall not be considered. The decision to award the right to conclude a Supply Contract with the possibility of making a payment on the terms specified as “OPTIONAL” will be made by the Tender Organizer depending on the economic feasibility, which will be determined after consideration of the Tender participants’ bids.*

An Applicant who also takes part in an open tender of commercial bids for long-term sale of Fuel oil 100 of JSC Mozyr Oil Refinery origin on September 19, 2019 and who has the intention to purchase both tendered oil products shall indicate the premium to the correction offered for the oil product produced both by OJSC Naftan and JSC Mozyr Oil Refinery on the chosen basis:

The premium makes\_\_\_\_\_\_\_\_\_ USD/mt.

All other terms and conditions shall be in accordance with the tender terms.

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

*(Authorised signature with full name, official seal)*