

(Tender bid shall be executed on a company's letterhead)

\_\_\_\_\_  
(Date, No)

Dear Sirs,

In response to your invitation dated \_\_\_\_\_ No \_\_\_\_\_ and according to the terms and conditions of the Tender Participation Agreement dated \_\_\_\_\_ No \_\_\_\_\_ the company \_\_\_\_\_ presents its tender bid for the purchase of **Motor gasoline AI-92-K3 with the guarantee of saturated vapour pressure up to 60 kPa** produced by OJSC Naftan in the quantity of 30 000 mt monthly (-10%/+25% in the Seller's option) during the period April – August 2018:

Delivery basis	Premium/discount on the delivery basis, USD	Destination country
FOB port Klaipeda, Lithuania, Kroviniu Terminalas		
FOB port Riga, Latvia, SIA Naftimpeks Terminal		
FOB port Riga, Latvia, SIA Pars Terminals		
FOB port Ventspils, Latvia, Ventspils Nafta Terminals		
FOB port Muuga, Estonia, Vopak E.O.S., AS Terminal		
FOB port Vysotsk, Russian Federation, OJSC RPK-Vysotsk Lukoil II Terminal		
CIF port _____ (through the specified ports and terminals)		

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

\_\_\_\_\_  
(Name, Surname)

\_\_\_\_\_  
(Title)

\_\_\_\_\_  
(Authorised signature)

Seal

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\_\_\_\_\_  
(Date, No)

Dear Sirs,

In response to your invitation dated \_\_\_\_\_ No \_\_\_\_\_ and according to the terms and conditions of the Tender Participation Agreement dated \_\_\_\_\_ No \_\_\_\_\_ the company \_\_\_\_\_ presents its tender bid for the purchase of **Fraction of aromatic hydrocarbons** produced by OJSC Naftan in the quantity of 30 000 mt monthly (-10%/+25% in the Seller's option) during the period April – August 2018:

Delivery basis	Premium/discount on the delivery basis, USD	Destination country
FOB port Klaipeda, Lithuania, Kroviniu Terminalas		
FOB port Riga, Latvia, SIA Naftimpeks Terminal		
FOB port Riga, Latvia, SIA Pars Terminals		
FOB port Ventspils, Latvia, Ventspils Nafta Terminals		
FOB port Muuga, Estonia, Vopak E.O.S., AS Terminal		
FOB port Vysotsk, Russian Federation, OJSC RPK-Vysotsk Lukoil II Terminal		
CIF port _____ (through the specified ports and terminals)		

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

\_\_\_\_\_  
(Name, Surname)

\_\_\_\_\_  
(Title)

\_\_\_\_\_  
(Authorised signature)

Seal

(Tender bid shall be executed on a company's letterhead)

\_\_\_\_\_  
(Date, No)

Dear Sirs,

In response to your invitation dated \_\_\_\_\_ No \_\_\_\_\_ and according to the terms and conditions of the Tender Participation Agreement dated \_\_\_\_\_ No \_\_\_\_\_ the company \_\_\_\_\_ presents its tender bid for the purchase of Mixed residual oil produced by OJSC Naftan in the quantity of 25 000 mt during the period April – August 2018 and November 2018 – March 2019 ( $\pm 25\%$  in the Seller's option), 15 000 mt ( $\pm 25\%$  in the Seller's option) during the period September – October 2018 (total amount 280 000 mt ( $\pm 25\%$  in the Seller's option)):

Delivery basis	Premium/discount on the delivery basis, USD	Destination country
FOB port Riga, Latvia, AO B.L.B. Baltijas Terminals		
FOB port Muuga, Estonia, Vopak E.O.S., AS Terminal		
FOB port Tallin, Estonia, Dekoil OU Terminal		
FOB port Sillamae, Estonia, Alexela Sillamae Ltd Terminal		
CIF port _____ (through the specified ports and terminals)		

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

\_\_\_\_\_  
(Name, Surname)

\_\_\_\_\_  
(Title)

\_\_\_\_\_  
(Authorised signature)

Seal