LIMITED LIABILITY COMPANY RN-BITUM
(RN-Bitum, LLC)

Address: Malaya Kaluzhskaya street, house 19, Moscow, 119071
Telephone: +7 (495) 411 04 84 ext. 48432
E-mail: rn-bitum@rosneft.ru

from 20.07.2020 № Исх-РНБ-1646
on _____ from _____

To: Bidders

Dear Sirs,

Taking into account interest of your esteemed company towards establishment or continuation of business cooperation with LLC «RN-Bitumen» (group company of PJSC "OC "Rosneft") for oil & gas (chemical) products/hydrocarbons sales, we suggest that you send price quotations on the lot **«Delivery export production of bitumen refining, August 2020», № 72/1-62** to purchase products under the offer selection procedure.

Product name/range, grade, quality, manufacturer, volume of sales, in line with the Attachment to the letter.

Contracting period – **August 2020** (by moving carry-overs volumes in September 2020, when shipping by rail).

The bitumen are offered on the following terms:
DAF border Russian Federation, FCA ex warehouse.

Conditions of delivery – 100% prepayment for bitumen resources. To make 100% advance payment for the products according to the offer within 3 banking days from the date of forwarding notification of the results of the tender via JSC "TEK-Torg" and the relevant Annex to the Purchaser via e-mail.

The allocation of the resource is based on the maximum possible amount of shipment based on the transport rate of loading vehicles 30 tons - when shipping by truck (FCA ex warehouse), and railway transport 65 tons - when shipping railway transport (except for packaged bitumen).

Mandatory conditions for your participation in the offer selection process are as follows:

1. Favorable results of pre-qualification;
2. The signed offer sent to LLC «RN-Bitumen» **not later than 12 a.m. Moscow time on July 23, 2020** including the following:

- price quotations with one or a couple of suggested delivery bases;
- product name, manufacturer;

- maximum quantity of products you are ready to purchase;
- delivery basis consistent with a price quotation;
- minimum bitumen order quantity filling: 30 tons shipped by truck (FCA ex warehouse) (transport rate of loading vehicles 30 tons except for industrial grades of bitumen in small packages) and 65 tons of shipping by rail (the transport rate of loading by railway 65 tons except for packed industrial, paving grades of bitumen, PMB - 55 tons shipped by open wagon).

3. The conclusion of a standard contract for the supply of petroleum products and Annexes to it, which are an integral part of the contract (the templates of the documents are given in the tender documentation).

4. **The offer shall be presented in the following table format:**

Manufacturer	**Product name**	**Quantity, +/- 10 %, Tons**		**Delivery basis (shipment/destination points shall be specified together with the suggested delivery bases)**	**Price in USD, per 1 ton under delivery basis ***
		Minimum batch size	Maximum batch Size		

* the currency in which the contract is concluded or planning to conclude

Offer **August 2020,** according to the Item 3 of the letter, shall be placed at ETP (Electronic Trading Platform) JSC "TEK-Torg" in the Section "Tender sale of hydrocarbons PJSC "OC "Rosneft" (http://tender.tektorg.ru), in accordance with the Regulations of the Section "Tender sale of hydrocarbons of JSC "OC "Rosneft" JSC "TEK-Torg". The offer shall include name and number of the pertinent lot.

The offers sent via different sources and/or addresses, as well as after the date specified in this letter, will not be accepted for review. Please, pay special attention to the offer format and content required for totaling and correct assessment of the offers.

Having reviewed your offer, we will inform you on the results as follows:

Before July 31, 2020, 5 p.m. (Moscow time) we will let you know about the review results. Herewith LLC «RN-Bitumen» reserves the right to send you a repeated invitation to make offers with improved cost or suggest updating of the submitted offer. In this case the repeated or updated offer shall be sent to LLC «RN-Bitumen» **not later than July 28, 2020, 6 p.m. (Moscow time)**.

Before July 31, 2020, 5 p.m. (Moscow time) you will be informed on the results of the repeated or updated offer review. At the conclusion of the Contract

and/or additions to the current Contract on the conditions of the tender offer, the tender winner is required.

If the bid winner refuses to execute a contract and Annexes to it, which are an integral part of the contract based on the accepted offer in terms of any of the shipments agreed, LLC «RN-Bitumen» will have a right to sell this amount to the third parties, charging the bid winner for all possible loss.

Please note that from January 1, 2020, Rosneft Oil Company PJSC will reinforce the penalty system as part of enhancing the performance discipline regarding the parties' obligations under the Contract. Under the terms of the Contract, you will be charged monetary penalty to compensate for the Company's losses in the event of violation of the delivery obligations. Furthermore, according to the internal procedures, if you are in breach of the Contract, the Company reserves the right to suspend or deprive your company of pre-qualifications for participation in tendering procedures of Rosneft Oil Company PJSC so as to be irrevocable.

In the case of non-execution of the conditions of the Agreement to the Contract, registrated by the results accepted the offer, including in case of non-provision of vehicles under self, violation of the obligation to pay, non-provision application for shipment ready to transfer the goods in full (volumes) and in breach of other obligations, necessary for the enforcement of the obligation to deliver the goods (tar, bitumen) by provider, LLC «RN-Bitumen» has the right to terminate the supply agreement and apply penalties under the terms of the Contract of supply of petroleum products.

We would like to draw your attention to the fact that if the bid winner changes delivery terms in the future, including netback parity preservation, the seller (supplier) will retain the right not to fulfill such a request.

Concerning additional conditions and rules of this tender (be it delivery basis, transportation facilities, pricing period, delivery period or any other substantial tender conditions stated in this Tender invitation). Please be aware that in case there is no reference or comments on these conditions of any kind, LLC «RN-Bitumen» reserve the right to consider your proposal "by default" accepting all such conditions and evaluate your bid taking these conditions and rules. Once again we ask you to pay additional attention to the information you provide for tender.

Additionally informing you about main requirements, concerning transportation vehicles, for bitumen products transportation services by automobile transport (self-transportation from the plant):

- Transport vehicles have to be of approved type and in accordance with the laws and requirements of the Russian Federation in road safety, including the Rules of dangerous cargo transportation of automobile transport, ratified by the order of the Ministry of Transportation of the Russian Federation of

08.08.1995 №73, DOPOG, that is confirmed by presenting the active certificate of DOPOG for the transportation vehicle;

- Drivers of the Vehicles have to have the original copy of DOPOG certificate, confirming that the drivers passed preparation courses and passed the exams of special training about dangerous cargo transportation process in accordance to the DOPOG requirements;
- For each transportation vehicle, that is involved in transportation of the Company's products (including tow trucks and trailers) has to have original certificates of approval to commence dangerous cargo transportation.

If you have encountered theft, fraud or corruption in PJSC "OC "Rosneft", please let us know via the Security Hotline. We guarantee your confidentiality.

Contact phone number: 8 (800) 500-25-45 – (free call around-the-clock).

E-mail: sec_hotline@rosneft.ru

Mailing address: 119180, Moscow, 3/9 B. Polyanka, POB 13

(marked «Security hotline»).

* * *

Please be advised that observance of time constraints for offers acceptance is a key condition for participation in oil product procurement process.

This invitation to make offers shall not under any circumstances be considered as a legally binding document, it is not an offer or invitation to participate in the bidding.

LLC «RN-Bitumen» reserves the right not to accept a single offer submitted.

Applications shall not be considered if submitted by Buyers who failed to provide documents for pre-screening in connection with tender pre-qualification and/or failed to successfully pass pre-screening for tender pre-qualification. (For a list of documents required for prescreening in connection with tender pre-qualification please refer to the Potential Buyers Pre-qualification in the Area of Hydrocarbons and Petroleum/Gas/Petrochemical Products Sales section of the website http://tender.rosneft.ru.

I look forward to a long-term and fruitful cooperation.

Regards,

Alexey Kornilaev
General Director

Attachment 1

Sales volume:

Manufacturer/Point of Deshipment	Product name	Volume/тons (before) *	Delivery basis
JSC «Kuibyshev Oil Refinery»	Raw materials for the production of bitumen SB 20/40	30/65 – 100	FCA/DAF
JSC «Novokuibyshev Oil Refinery»	Bitumen BND 70/100	30/65 – 500	FCA/DAF
JSC «Novokuibyshev Oil Refinery»	Bitumen BND 100/130	30/65 – 100	FCA/DAF
JSC «Syzran Oil Refinery»	Bitumen BND 60/90	65 – 500	DAF
JSC «Syzran Oil Refinery»	Bitumen BND 70/100	30/65 – 500	FCA/DAF
JSC «Syzran Oil Refinery»	Bitumen BND 100/130	30/65 – 100	FCA/DAF
JSC «Syzran Oil Refinery»	Bitumen BNK 45/190	30/65 – 100	FCA/DAF
JSC «Syzran Oil Refinery»	Raw materials for the production of bitumen SB 40/60	65 – 100	DAF
JSC «Syzran Oil Refinery»	Bitumen BN 70/30 (steel drums)	1/55 – 30	FCA/DAF
JSC «Syzran Oil Refinery»	Bitumen BN 90/10 (steel drums)	1/55 – 30	FCA/DAF
PJSC «Saratov Oil Refinery»	Bitumen BND 60/90	30/65 – 500	FCA/DAF
JSC «Ryazan Oil Refinery»	Bitumen BND 70/100	30/65 – 500	FCA/DAF
JSC «Ryazan Oil Refinery»	Bitumen BNK 40/180	30/65 – 500	FCA/DAF
PJSC «Slavneft -YANOS»	Bitumen BND 70/100	30/65 – 200	FCA/DAF
PJSC «Slavneft -YANOS»	Bitumen BNDU 100/130	30/65 – 200	FCA/DAF
PJSC «Slavneft -YANOS»	Bitumen BNK-U 45/190	30/65 – 100	FCA/DAF
JSC «Achinsk Oil Refinery VNK»	Bitumen BND 90/130	30/65 – 300	FCA/DAF
JSC «Achinsk Oil Refinery VNK»	Bitumen BND 100/130	30/65 – 500	FCA/DAF
JSC «Angara NHK»	Bitumen BND 100/130	30/65 – 500	FCA/DAF
JSC «Angara NHK»	Bitumen BN 90/10 (corrugated cardboard drums)	1/55 – 30	FCA/DAF
Bashneft – Novoil	Bitumen BND 60/90	30/65 – 500	FCA/DAF
Bashneft – Novoil	Bitumen BND 90/130	30/65 – 500	FCA/DAF
Bashneft – Ufaneftekhim	Bitumen BND 90/130	30/65 – 100	FCA/DAF
LLC «Modul» (Achinsk)	Bitumen BND 100/130 (packed) (Achinsk refinery production)	0,8/55 – 500	FCA/DAF
LLC «TD «Modul» (Krasnoyarsk)	PMB Alfabit 40	30 – 100	FCA
LLC «TD «Modul» (Krasnoyarsk)	PMB Alfabit 60	30 – 100	FCA
LLC «TD «Modul» (Krasnoyarsk)	PMB Alfabit 90	30 – 100	FCA
LLC «TD «Modul» (Krasnoyarsk)	PMB Alfabit 130	30 – 100	FCA
LLC «TD «Modul» (Krasnoyarsk)	PMB 40	30 – 100	FCA
LLC «TD «Modul» (Krasnoyarsk)	PMB 60	30 – 100	FCA
LLC «TD «Modul» (Krasnoyarsk)	PMB 90	30 – 100	FCA
LLC «TD «Modul» (Krasnoyarsk)	PMB 130	30 – 100	FCA
CJSC «MPK «KRZ»	PMB 40	30 – 100	FCA
CJSC «MPK «KRZ»	PMB 60	30 – 100	FCA
CJSC «MPK «KRZ»	PMB 90	30 – 100	FCA
CJSC «MPK «KRZ»	PMB 130	30 – 100	FCA
CJSC «MPK «KRZ»	PMB 200	30 – 100	FCA
CJSC «MPK «KRZ»	PMB 300	30 – 100	FCA
CJSC «MPK «KRZ»	PMB Alfabit 40	30 – 100	FCA

Manufacturer/Point of Deshipment	Product name	Volume/тons (before) *	Delivery basis
CJSC «MPK «KRZ»	PMB Alfabit 60	30 – 100	FCA
CJSC «MPK «KRZ»	PMB Alfabit 90	30 – 100	FCA
CJSC «MPK «KRZ»	PMB Alfabit 130	30 – 100	FCA
CJSC «MPK «KRZ»	Bitumen BND 60/90	30 – 100	FCA
CJSC «MPK «KRZ»	Bitumen BND 90/130	30 – 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PMB Alfabit 40	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PMB Alfabit 60	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PMB Alfabit 90	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PMB Alfabit 130	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PMB Alfabit 40 Bridge	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PMB Alfabit 40 Aero	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PMB Alfabit 60 Aero	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PMB Alfabit 90 Aero	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PMB 40	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PMB 60	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PMB 90	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PMB 130	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PMB 200	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PMB 300	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PmB 10/40-65	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PmB 25/55-60	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PmB 45/80-55	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PmB 45/80-65	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PmB 45/80-75	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PmB 65/105-60	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PmB 65/105-75	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PMB 35/50	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PMB 50/70	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PMB 70/100	30 - 100	FCA

Manufacturer/Point of Deshipment	Product name	Volume/тons (before) *	Delivery basis
LLC «PETRO-CHEM TECHNOLOGIES»	PMB 100/130	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	BND 40/50	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	BND 60/70	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	BND 85/100	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	BND 120/150	30 - 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PG 52-46	30 – 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PG 58-40	30 – 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PG 64-34	30 – 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PG 64-40	30 – 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PG 70-28	30 – 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PG 70-34	30 – 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PG 70-40	30 – 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PG 76-22	30 – 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PG 76-28	30 – 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PG 76-34	30 – 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PG 82-16	30 – 100	FCA
LLC «PETRO-CHEM TECHNOLOGIES»	PG 82-22	30 – 100	FCA
LLC «BitumOil»	Bitumen BND 60/90	30 – 100	FCA
LLC «BitumOil»	Bitumen BND 90/130	30 – 100	FCA
LLC «BitumOil»	PMB 40	30 – 100	FCA
LLC «BitumOil»	PMB 60	30 – 100	FCA
LLC «BitumOil»	PMB 90	30 – 100	FCA
LLC «BitumOil»	PMB Alfabit 40	30 – 100	FCA
LLC «BitumOil»	PMB Alfabit 60	30 – 100	FCA
LLC «BitumOil»	PMB Alfabit 90	30 – 100	FCA
LLC «BITUMIX»	PMB 40	30 – 100	FCA
LLC «BITUMIX»	PMB 60	30 – 100	FCA
LLC «BITUMIX»	PMB 90	30 – 100	FCA
LLC «BITUMIX»	PMB 130	30 – 100	FCA
LLC «BITUMIX»	PMB 200	30 – 100	FCA
LLC «BITUMIX»	PMB 300	30 – 100	FCA
LLC «BITUMIX»	PMB Alfabit 40	30 – 100	FCA
LLC «BITUMIX»	PMB Alfabit 60	30 – 100	FCA
LLC «BITUMIX»	PMB Alfabit 90	30 – 100	FCA
LLC «BITUMIX»	PMB Alfabit 130	30 – 100	FCA

Manufacturer/Point of Deshipment	Product name	Volume/тons (before) *	Delivery basis
LLC «BITUMIX»	PMB Alfabit 40 Bridge	30 – 100	FCA
LLC «BITUMIX»	PMB Alfabit 40 Aero	30 – 100	FCA
LLC «BITUMIX»	PMB Alfabit 60 Aero	30 – 100	FCA
LLC «BITUMIX»	PMB Alfabit 90 Aero	30 – 100	FCA
LLC «BITUMIX»	PmB 10/40-65	30 – 100	FCA
LLC «BITUMIX»	PmB 25/55-60	30 – 100	FCA
LLC «BITUMIX»	PmB 45/80-55	30 – 100	FCA
LLC «BITUMIX»	PmB 45/80-65	30 – 100	FCA
LLC «BITUMIX»	PmB 45/80-75	30 – 100	FCA
LLC «BITUMIX»	PmB 65/105-60	30 – 100	FCA
LLC «BITUMIX»	PmB 65/105-75	30 – 100	FCA
LLC «BITUMIX»	PMB 35/50	30 – 100	FCA
LLC «BITUMIX»	PMB 50/70	30 – 100	FCA
LLC «BITUMIX»	PMB 70/100	30 – 100	FCA
LLC «BITUMIX»	PMB 100/130	30 – 100	FCA
LLC «BITUMIX»	BND 20/30	30 – 100	FCA
LLC «BITUMIX»	BND 35/50	30 – 100	FCA
LLC «BITUMIX»	BND 50/70	30 – 100	FCA
LLC «BITUMIX»	BND 70/100	30 – 100	FCA
LLC «BITUMIX»	BND 100/150	30 – 100	FCA
LLC «BITUMIX»	BND 160/220	30 – 100	FCA
LLC «BITUMIX»	BNDU 60	30 – 100	FCA
LLC «BITUMIX»	BNDU 85	30 – 100	FCA
LLC «BITUMIX»	BND 40/50	30 – 100	FCA
LLC «BITUMIX»	BND 60/70	30 – 100	FCA
LLC «BITUMIX»	BND 85/100	30 – 100	FCA
LLC «BITUMIX»	BND 120/150	30 – 100	FCA
LLC «BITUMIX»	PG 52-46	30 – 100	FCA
LLC «BITUMIX»	PG 58-40	30 – 100	FCA
LLC «BITUMIX»	PG 64-34	30 – 100	FCA
LLC «BITUMIX»	PG 64-40	30 – 100	FCA
LLC «BITUMIX»	PG 70-28	30 – 100	FCA
LLC «BITUMIX»	PG 70-34	30 – 100	FCA
LLC «BITUMIX»	PG 70-40	30 – 100	FCA
LLC «BITUMIX»	PG 76-22	30 – 100	FCA
LLC «BITUMIX»	PG 76-28	30 – 100	FCA
LLC «BITUMIX»	PG 76-34	30 – 100	FCA
LLC «BITUMIX»	PG 82-16	30 – 100	FCA
LLC «BITUMIX»	PG 82-22	30 – 100	FCA
LLC «JV «AUTOBAHN»	PMB Alfabit 40	30 - 100	FCA
LLC «JV «AUTOBAHN»	PMB Alfabit 60	30 - 100	FCA
LLC «JV «AUTOBAHN»	PMB Alfabit 90	30 - 100	FCA
LLC «JV «AUTOBAHN»	PMB Alfabit 130	30 - 100	FCA
LLC «JV «AUTOBAHN»	PMB Alfabit 40 Bridge	30 - 100	FCA
LLC «JV «AUTOBAHN»	PMB Alfabit 40 Aero	30 - 100	FCA
LLC «JV «AUTOBAHN»	PMB Alfabit 60 Aero	30 - 100	FCA
LLC «JV «AUTOBAHN»	PMB Alfabit 90 Aero	30 - 100	FCA
LLC «JV «AUTOBAHN»	PMB 40	30 - 100	FCA

Manufacturer/Point of Deshipment	Product name	Volume/тons (before) *	Delivery basis
LLC «JV «AUTOBAHN»	PMB 60	30 - 100	FCA
LLC «JV «AUTOBAHN»	PMB 90	30 - 100	FCA
LLC «JV «AUTOBAHN»	PMB 130	30 - 100	FCA
LLC «JV «AUTOBAHN»	PMB 200	30 - 100	FCA
LLC «JV «AUTOBAHN»	PMB 300	30 - 100	FCA
LLC «JV «AUTOBAHN»	PMB 35/50	30 - 100	FCA
LLC «JV «AUTOBAHN»	PMB 50/70	30 - 100	FCA
LLC «JV «AUTOBAHN»	PMB 70/100	30 - 100	FCA
LLC «JV «AUTOBAHN»	PMB 100/130	30 - 100	FCA
Production site (Saratov region)	PMB Alfabit 40	30 - 100	FCA
Production site (Saratov region)	PMB Alfabit 60	30 - 100	FCA
Production site (Saratov region)	PMB Alfabit 90	30 - 100	FCA
Production site (Saratov region)	PMB 40	30 - 100	FCA
Production site (Saratov region)	PMB 60	30 - 100	FCA
Production site (Saratov region)	PMB 90	30 - 100	FCA

* **You have the right to submit an application in accordance with your need for greater volume and range than is given in Attachment 1. The final amount to the acknowledgment shall be determined on the basis of production and logistics capabilities at the time of the bid ranking.**

** **You have the right to submit proposal on alternative bases of supply, not under this PDO. LLC «RN-Bitumen» has the right but is not obliged to take this proposal into consideration.**