

26/1 Sofiyskaya Embankment  
Moscow, 117997, Russia  
Tel.: +7 (499) 517-88-99  
Fax: +7 (499) 517-72-35  
E-mail: postman@rosneft.ru  
<http://www.rosneft.com>

10.02.2022

ИСХ-06-04779-22

*Dear Sirs,*

Taking into account interest of your esteemed company towards establishment or continuation of business cooperation with Rosneft Oil Company for oil&gas (chemical) products/ hydrocarbons sales, we suggest that you send price quotations on the lot 6/3-162 of Crude Oil, produced by JSC "Orenburgneft" dispatch station - railway stations Novosergievskaya (hereinafter – Product) to purchase products for export in March 2022 under the offer selection procedure through JSC TEK – Torg electronic platform in relevant Rosneft's module (<http://tender.tektorg.ru>).

***Volume of delivery***- up to 20 000 tons in the Seller's option;

***Minimum volume of purchase batch*** – 1000 tons +/-5%;

***Delivery period*** – March 2022;

***Delivery basis*** - Dispatch station - railway stations Novosergievskaya (South-Ural r/w);

***The terms of payment*** -100 % prepayment of the preliminary cost not later than 3 working days before the beginning of the delivery month. Crude Oil delivery is carried out only if the Buyer pays for the Crude Oil, as well as crude oil transportation (if it is necessary to arrange transportation by the Seller – see the information below).

Final settlement (balance payment) – not later than 5 calendar day after the end of the delivery month.

The preliminary price of the goods is calculated based on the arithmetic average of quotations for the period from 1<sup>st</sup> till 20<sup>th</sup> day of the month preceding the delivery month as per formula mentioned below (point «pricing principle», as published in «Platts Crude Oil Marketwire» and «Platt's Dirty Tankerwire» and average ruble to US dollar exchange rate published by Central Bank of Russian Federation during period from 01<sup>st</sup> to 20<sup>th</sup> day month preceding the delivery month. K – conversion factor barrels per tons. For the purposes of calculating the preliminary price K is equal 7,64 barrel per tons.



The final price and cost of delivery Crude Oil calculated based on the quotations of actual calendar delivery month.

**Pricing principle** – the price calculated as per the following formula:

$$\Pi = ((B+CPC)*K - WS\_flat * WS\_month/100 - TP - Tcpc + D) *R/S$$

**Π** – Price of the crude oil (without VAT), expressed in RUB per one ton;

**B** – is the arithmetic average of all mean daily quotations (Low and High) for Brent Dated, as published in Platts Crude Oil Marketwire for the month of delivery, rounded to 3 (three) decimal places;

**CPC** – is the arithmetic average of all mean daily quotations (Low and High) for «Spread vs FWD DTD Brent» in line «CPC Blend CIF», as published in Platts Crude Oil Marketwire for the month of delivery, rounded to 3 (three) decimal places;

**K** – conversion factor of metric tons to the US barrels, calculated as a weighted average of metric tons to barrels corresponding to the actual density of Crude oil at 20<sup>0</sup>C, indicated on the certificate of quality issued at dispatch station, rounded to 4 (four) decimal places. For the purposes of calculating the preliminary price K is equal 7,64 barrel per tons;

**WS\_flat** – flat rate equal to rate for voyage between port Novorossiysk, CPC Terminal (Yuzhnaya Ozereevka) and port Augusta published in “New World-wide Tanker Nominal Freight Scale” for relevant year of loading.; 2022 is equal 8,06 USdollar/ton;

**WS\_month (in pct.)** – average of available Worldscale rate quotations of 135 000 MT dirty tankers for BSEA-MED voyages published in the “Platts Dirty Tankerwire” for the month of delivery, rounded to 3 (three) decimal places;

**TP** – export customs duty on oil in force in the month of delivery (US dollar per tons);

**Tcpc** – transportation costs for delivery of crude oil from dispatched station to port Novorossiysk, CPC Terminal (Yuzhnaya Ozereevka), including the cost of transportation by rail to the Getmanovskaya station (taking into account the cost of returning empty rw), cost of the transportation through CPC system till port Novorossiysk, CPC Terminal (Yuzhnaya Ozereevka), cost of customs clearance and forwarding services cost (at the time of the tender = 20,78 долл.США/т plus 3239,23 руб/т);

**D** – differential, proposal of a potential Buyer on a specified delivery basis;

**R/S** – arithmetic mean exchange rate for the US dollar set by Central Bank of Russian Federation for the delivery month, rounded to 4 (four) decimal places;

**Pricing period** – the average value of quotes and all parameters of the price formula calculation in the calendar month of delivery, that is the month of transfer of ownership of Crude oil.

*The Seller can arrange for the transportation* of crude oil by rail on behalf of the Buyer. In this case, the Buyer is obliged to indicate in his offer whether this service is necessary. The Buyer in this case must compensate all cost.

**Quality of the Goods** – shall meet all quality standards as set forth in GOST R 51858-2002, TP EAЭC 045/2017. Typical quality characteristics are presented in Appendix 1. Actual value may differ from presented typical values. The Seller does not bear responsibility for non-conformity with the presented typical quality characteristics.

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

1. Positive opinion based on results of pre-qualification in Rosneft Oil Company e (see also paragraph 4 of this PDO);
2. The signed offer to be sent to Rosneft Oil Company not later than February 15, 2022 2:00 p.m. (Moscow time), including the following:
  - Number of the LOT
  - Proposal of differential D on the delivery basis;
  - Product name, manufacturer;
  - Maximum quantity of products that you are ready to purchase (not less 1000 tons);
  - Delivery basis corresponding to the offer;
  - Delivery destination;
  - Necessity in arrange of transportation of crude oil to destination station;
  - The destination station capability to receive eight-axle tanks;
  - Information on the possibility of a destination station to accept 8-axle tanks;
  - Confirmation of readiness to work on a pre-payment basis,
  - Confirmation of readiness to work on the Seller's option of the volume delivery 0-100%,

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

| Manufacturer       | Product name | Delivery Basis | Confirmation of readiness to work on a pre-payment basis (100% prepayment) | Quantity, ton | Confirmation of Seller's option of the volume delivery | Differential D, US dollar/t | Necessity in arrange of transportation of crude oil to destination station (yes/no) |
|--------------------|--------------|----------------|--|---------------|--|-----------------------------|---|
| JSC "Orenburgneft" |              |                | yes  |               | 0-100 %  |                             | yes   |

**Your bid for March 2022 tender is according to Items 2, 3 of this letter, should be submitted through JSC TEK – Torg electronic platform in relevant Rosneft’s module (<http://tender.tektorg.ru>) in section under the heading “Tender sales UVS” pursuant to the rules and conditions of the electronic platform.**

**The offer should contain the information on the name and number of the LOT to which it refers to, and confirmation of conditions specified on the points 2 and 3 of this letter.**

If your offer does not contain information or confirmation of the terms and conditions specified in this letter, Rosneft reserves the right to consider these conditions “by default”.

Offers, containing conditions other than those specified in pp. 2, 3 of this letter may be accepted for consideration at the sole discretion of Rosneft. At the same time, Rosneft has the right, but is not obliged to satisfy applications on alternative or additional terms.

The offers sent via other sources and/or addresses and/or after the date specified in this letter and/or the offers, which are not in line with requirement to the condensate railcar-loading standard will not be accepted for review.

Please, pay special attention to the offer format and content required for fast and correct evaluation of the offers. In addition, for the purpose of the efficient optimizing tender data processing, please list your bids into one official letter with price in descending order.

Price proposals submitted in any other form, in addition to the stated in this PDO, will not be accepted for consideration.

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

Before February 25, 2022 7:00 p.m. (Moscow time) we will let you know about the review results.

Your offer must be valid until February 25, 2022 7:00 p.m. (Moscow time). In the absence of expiration date your offer, Rosneft considers such an offer irrevocable and valid until the results are announced. At the same time, Rosneft reserves the right to send you a re-invitation to make an offer with improved price indicators, or an offer to clarify the parameters of the offer provided. In this case, a second offer or clarification to the parameters of the offer should be sent to Rosneft no later than the company's deadlines. At the conclusion of the Contract and/or addition to the existing contract on the basis of the tender results, the execution of the terms of the offer by the winner of the tender is mandatory.

The winner of the tender is must to sign a draft supply contract within 2 working days from the date of its receipt by electronic/fax communication from Rosneft.

In case of violation of obligations under the tender offer, Rosneft reserves the right to suspend or terminate the positive assessment of compliance with the qualification requirements of Rosneft.

Also, if the winner of the tender refuses to make a deal by signing the Contract/Agreement and/or an additional agreement on the terms of the accepted offer on any of the positions agreed for delivery, The Seller, at his sole discretion, will have the right to demand from the winner of the tender a penalty of 10% of the value of the quote the good agreed by the Seller for delivery, and winner shall indemnify the Seller with respect to all damages suffered by the Seller. Sending your offer you fully agree with this condition of the tender and guarantee payment of the penalty to the Seller for refusing to sign the Contract/Agreement and reimbursement of damages losses sustained by the Seller due to such non-performance.

If the bid winner refuses to execute a contract based on the accepted offer in terms of any of the shipments agreed, Rosneft will have a right to sell this amount to the third parties, charging the bid winner for all possible loss.

4. Applications submitted by Buyers who have not received a positive assessment from Rosneft for compliance with the qualification requirements for potential buyers of hydrocarbon raw materials, oil and gas refining products and petrochemicals for participation in tenders are not considered. The list of documents required for the pre-selection procedure for admission to the tender can be found in the section "Assessment for compliance with qualification requirements for potential buyers of hydrocarbon raw materials, oil and gas processing products and petrochemicals" official website of Rosneft at the address: <http://tender.rosneft.ru/prequal/index.html>".

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.

If you have encountered theft, fraud or corruption in 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](mailto:sec_hotline@rosneft.ru)

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

(Marked "Security hotline")

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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.

Rosneft Oil Company reserves the right not to accept a single offer submitted.

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

Regards,

D.Y.Nyrkov  
Director of Crude and Oil products  
Trading Department

A handwritten signature in blue ink, consisting of a large, stylized 'D' followed by a series of loops and a final downward stroke.

Appendix №1 Typical quality characteristics of crude oil dispatched at Novosergievskaya station

| № | Name of characteristic   | Test method            | Measurement result |
|---|--|------------------------|--------------------|
| 1 | Density at 20 <sup>0</sup> C   | GOST 3900 method 1     | 824,5              |
| 2 | Water content, %   | GOST 2477              | 0,15               |
| 3 | Chloride Salts content, mg/dm <sup>3</sup> (%)   | GOST 21534 method A    | 58,8 (0,0071)      |
| 4 | Sediment content, %  | GOST 6370              | 0,02               |
| 5 | Sulphur content, %   | GOST R 51947-2002      | 0,75               |
| 6 | Paraffin content, %  | GOST 11851-88 method A | 1,9                |
| 7 | Hydrogen sulfide content, ppm  | GOST R 50802-95        | Less 2             |
| 8 | Organic chlorides in boiling fraction at temp. up to 204 °C, million <sup>-1</sup> (ppm) | GOST R 52247 method B  | Less 1F            |