



**ROSNEFT**  
OIL COMPANY

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<http://www.rosneft.com>

N 6-15719  
dd. 18.03.2014

To the tender's participants

*Dear Sirs,*

Taking into consideration your interest to establishing or continuing cooperation with Rosneft in purchase of petroleum products we are pleased to offer you to send us your bids for fuel oil produced by Ryazan refinery (LOT # 6-15719) on the following conditions:

**Product:** fuel oil

**Delivery period:** May-December 2014

**Delivery basis:** FOB any Black sea ports in Seller's option

**Quantity:** up to 570 000 tons.

**Cargo size:** 30kt +/- 10% in Seller's option

**Quality:**

*Engler viscosity at 80 degrees C, conventional, max – 17,0*

*Ash content, %, max - 0,1*

*Sediments, %, max - 0,1*

*Water content, %, max - 1,0*

*Water soluble acids and alkalies – NIL*

*Sulphur content, %, max - 3,0*

*Flash point in opened cup (min), degrees C – 65*

*Pour point, grad. C, max – 25*

*Density at 20 degrees C, max - Not standardized, determination required.*

*Hydrogen Sulphide, max – 2 ppm*

No other quality guarantees or assurances besides the above are to be guaranteed by the Seller.

Bidder by presenting a relevant bid confirms that the subject fuel oil is of fully merchantable quality, that he fully understands and accepts its quality and therefore waives the right to present any claims on non-merchantability of the delivered goods unless the specification deviates from that described above.

**Price formula:** Mean of the mean quotations for Fuel oil 3,5% as published in Platt's European Marketscan under the heading "FOB Med/Italy" and "Mediterranean Cargoes CIF Med (Genova/Lavera)" during pricing period.

**Differential:** please submit your discount/premium to the above price formula.

**Pricing period:** average month of delivery

**Payment:**

30 calendar days from each Bill of Lading date (hereinafter - Base Term). For granting the Payment for the Goods after the Base Term but within 45 calendar days from each Bill of Lading date (hereinafter - Payment deadline) the Buyer shall pay to the Seller a commission at the rate of (LIBOR+3%) per annum for the period from the Base Term to the Value Date.

**Credit:** Payment should be secured by irrevocable Stand-By Letter of Credit issued by the Buyer in a format and from the bank acceptable to Seller. Issuing, advising, confirming bank to be acceptable to Seller.

**Our contact details:**

Alexander Meshkov, [AVMeshkov@rosneft.ru](mailto:AVMeshkov@rosneft.ru),  
tel. +7 499 517 8888, ext. 9473, +7 495 981 0847;

Vadim Antipov, [VOAntipov@rosneft.ru](mailto:VOAntipov@rosneft.ru),  
tel. +7 499 517 8888, ext. 9475, +7 495 981 0841.

**Your contact details:** please include relevant contact information in your bid.

**Obligatory conditions of your participation in this sales procedure are the following:**

1. Your esteemed company should be verified and permitted to Rosneft Oil Company tender procedures;

2. Your signed bid should be sent to Rosneft Oil Company **not later than March 26<sup>th</sup>, 2014, 15-00 Moscow time** and state the following:

- your price indication at one or several delivery basis’;
- product and manufacturer’s name;
- maximum volume of product that you are ready to purchase;
- delivery basis corresponding with your price offer;

3. **Your bid should be presented in the following table:**

Refinery	Product name	Delivery period	Volume, tns	Delivery basis	Premium/discount to price formula, in USD per 1 ton	Price formula/ Pricing period
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Your offer, as per point 3 of this invitation letter, to be sent to the address: **residue tender@rosneft.ru**. Date and time of receipt of your bid considered to be date and time, stated in the message print. Your bid to make reference to the tender lot.

**Bids sent otherwise or to other addresses and/or later than mentioned time will be waived aside. Also, please, pay special attention to bid format and content, which is essential for prompt summing up and objective estimation of the bid.**

After estimation of your bid you will be informed of it as follows:

By 12-00 Moscow time of May 1, 2014 you will be notified of the outcome of your proposal. At the same time, Rosneft reserves the right to send you another invitation to improve price in your bid and/or to specify the parameters provided by the offer.

If the winner of the tender declines to sign/execute the contract (agreement) in Seller's wording on the terms of accepted bid on any of the agreed shipments Rosneft will have the right to sell the appropriate amount of product to third parties with all the possible allocation of losses on account of the winner of the tender.

Please, note that in case of future change of conditions of delivery, including maintaining parity netbacks, the seller is entitled not to carry out such a request.

If you become aware of the facts of the theft, corporate fraud and corruption in Oil Company "Rosneft" you can report them on the "security hotline". Confidentiality is guaranteed.

Phone: 8 (800) 500-25-45 (24/7, toll-free).

E-mail address: [sec\\_hotline@rosneft.ru](mailto:sec_hotline@rosneft.ru)

Mail address: mailbox #13, bld. 3/9, Bolshaya Polyanka str., Moscow, 119180 (note: "security hotline").

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We kindly draw your attention to the fact that adherence to the time limit for receiving bids is mandatory to participate in the further procedure of procurement of petroleum products.

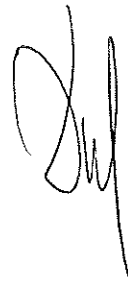
This invitation to make an offer under no circumstances can be regarded as a legally binding document, it is not an offer or an invitation to participate in the bidding.

Rosneft reserves the right not to accept any of the bids and/or all of them.

Looking forward to long-term and fruitful cooperation,

Best regards,

Director of Crude oil  
and Oil products Trading Department



Denis Nyrkov