

To all tender participants

№06-55588/2 dd 07.10.2020

Dear Sirs,

We herewith invite you to submit your bids on the following terms:

Lots #	6/7-2021-9
Product	Diesel 10 ppm
Quantity	up to 2 700 000 mt in Seller's option
Delivery terms	<p>FOB Primorsk only Bids on any other FOB or CPT basis will not be accepted</p> <p>Considering the development of our shipping activity, please also provide your bids on CIF/CFR basis or feel free to propose alternative FOB + freight formula (flat rate * world scale average month of nomination)</p>
Delivery period	January 01, 2021 – December 31, 2021 (both dates inclusive), carryover deliveries are available till January 31, 2022.
Quality	<p>As per the guaranteed quality specification below.</p> <p>Typical specification for this product is enclosed strictly for information purposes.</p>
Bidding deadline	The signed Bid to be send strictly through CJSC TEK – Torg electronic platform in the relevant Rosneft's module (https://tender.tektorg.ru) in section under the heading "Tender sales of RAW HYDROCARBONS" pursuant to the rules and conditions of the electronic platform latest 15:00 o'clock Moscow time 22nd of October, 2020.

Validity	<p>Your Bid should be valid till 22:00 o'clock Moscow time on 04th December 2020.</p> <p>In absence of the Bid validity period, Rosneft considers your Bid irrevocable and valid until Validity expiry as defined above</p>
Restrictions	<p>Rosneft shall not consider any bids which contain the following :</p> <ul style="list-style-type: none"> - pricing period options, - non relevant quotations, - any additional quality guarantees, - laycan dates and cargo sizes in Buyer's option, - quantity in Buyer's option, - delivery basis/ direction in Buyer's option, - alternative Anti-corruption, Confidentiality, Sanctions, Liability, Payment terms, Currency/Alternative currency clauses
General terms and conditions	<p>The following Rosneft standard terms and conditions are attached to this invitation letter and shall be incorporated into a written form of bilateral sales and purchase agreement, which is obligatory for execution in case and once the Bid is accepted by Rosneft:</p> <ul style="list-style-type: none"> a) Laytime, Specific conditions 1-4, Nomination, Payment terms, Currency/Alternative currency - as per attachment №1; b) Anti-corruption, Confidentiality, Sanctions, Liability - as per attachment № 2 (both a) and b) – “Rosneft Standard”). <p>By provision of the Bid, you fully accept all provisions of the Rosneft Standard and express your intention to be deemed a person entering into transaction with Rosneft on terms of your Bid and the Rosneft Standard, conditional upon acceptance of your Bid by Rosneft. In case of acceptance of your Bid by Rosneft via relevant written notification, your company shall be fully liable to Rosneft for performance of transaction on terms of the Rosneft Standard and the executed bilateral sales and purchase agreement</p>
Price basis:	<p>mean of HIGH quotations for ULSD 10 ppm as published in Platt's European Marketscan under the heading “Northwest Europe cargoes CIF NWE/Basis ARA” (code AAVBG00)</p>

Pricing period:	Month of actual delivery. Average of all quotations published during month of BL date
Escalation/ De-escalation:	Standard esc/de-esc to be applied arithmetically based on actual density at 15 deg. C versus density at 15 deg. C of 0.845 always consistent with B/L quantity measurements (air/air or vacuum/vacuum)
Jurisdiction:	In accordance with the laws of the Russian Federation.
Cargo sizes:	30 000 mt +/-10% in Seller's operational tolerance. Other cargo size is subject to mutual agreement. Please provide your bids for other cargo sizes. Rosneft will have the right but no obligation to award the bids for cargo sizes other than 30 000 mt.

- ! Cargo size shall always be in Seller's option.**
- ! You are requested to present your Bids in strict compliance with the above terms and conditions. Nevertheless, with consideration to the above, you are free to submit your Bid(s) on any additional terms and conditions/delivery basis which are not specified in this letter for our consideration. Rosneft shall have the right but not an obligation to accept the Bids on additional terms and conditions.**

Guaranteed quality specification:

№	Test	Method	Guarantee
1.	Цетановое число, мин Cetane number, min	ГОСТ 32508-2013 ГОСТ 3122- 67 ГОСТ Р ЕН 15195-2011 EN ISO 5165 ГОСТ ISO 5165 EN 15195	51
2.	Цетановый индекс, мин Cetane index, min	EN ISO 4264 ASTMD 4737	46
3.	Плотность при 15°C, кг/м ³ Density at 15 degrees C, kg/m ³	EN ISO 12185 ГОСТ Р ИСО 3675-2007 ASTM D 4052 ГОСТ ISO 3675 ASTMD 1298 ГОСТ Р 51069-97	820-845
4.	Полициклические ароматические углеводороды, % (по массе), не более Polycyclic aromatics, % m/m, max	ГОСТ EN 12916-2017	8

5.	Содержание серы, мг/кг не более Sulfur content, mg/kg, max	ГОСТ ISO 20884-2016 ГОСТ ISO 20846-2016	10
6.	Температура вспышки в закрытом тигле, °С, не ниже Flash point in closed cup, degrees C, min	ГОСТ ISO 2719-2017 ГОСТ 6356-75 ASTM D 93	58
7.	Коксуюемость 10%-ного остатка, % (по массе), не более Carbon residue (on 10% dist res), max	ГОСТ 19932-99 ISO 10370 ASTM D 189 ГОСТ 32392-2013	0,30
8.	Зольность, % (по массе), не более Ash content, %,m/m, max	ГОСТ 1461-75 ISO 6245 EN ISO 6245 ASTM D 482	0,01
9.	Содержание воды, мг/кг, не более Water content, mg/kg, max	ISO 12937 ASTM D 6304 ГОСТ 24614-81	200
10.	Общее загрязнение, мг/кг, не более Total contamination, mg/kg, max	EN 12662	24
11.	Коррозия медной пластинки (3ч. 50 °С.), единицы по шкале copper strip corroison, 3hr 50 deg C, rating	ГОСТ 32329-2013 ГОСТ ISO 2160-2013	класс 1 class 1
12.	Окислительная стабильность, г/ м ³ , не более Oxidation stability, max, g/m ³ , max	ГОСТ Р EN ИСО 12205-2007 EN ISO 12205 ASTM D 2274 EN 15751	25
13.	Смазывающая способность: скорректированный диаметр пятна износа при 60 °С, микрон, не более Lubricity hfrf, max (corrected wear scar diameter 60 deg C), micron, max	ГОСТ ISO 12156-1-2012 ASTM D 6079	460
14.	Кинематическая вязкость при 40 °С, мм ² /с Cinematic viscosity at 40 degrees C, мм ² /с	ГОСТ 33-2016 EN ISO 3104 ASTM D 445 ГОСТ 31391-2009	2,00-4,50
15.	Фракционный состав: Distillation:	ГОСТ 2177-99 (А) ГОСТ ISO 3405-2013 ASTM D 86	
	- % перегоняется при температуре 250 °С, (по объему), менее - % distilled at 250 degrees C (volume)., max		65
	- % перегоняется при температуре 350 °С, (по объему), не менее - % distilled at 350 degrees C, not less		85
	- 95 % (по объему)перегоняется при температуре °С, макс - 95 % (volume) distilled at, degrees C, max		360
16*.	Предельная температура фильтруемости, поставка в период с 01 сентября по 31 марта, не выше CFPP (delivery from 01st of September r till 31st of March), max	ГОСТ 22254-92 ГОСТ EN 116-2013	минус 17 minus 17
16а*.	Предельная температура фильтруемости, поставка в период с 01 апреля по 31 августа, не выше CFPP, (delivery from 1st of April till 31st of August), max	ГОСТ 22254-92 ГОСТ EN 116-2013	минус 5 minus 5
17*.	Температура помутнения, поставка в период с 01 сентября по 31 марта, не выше Cloud point delivery from 01 st of September till 31st of March, max	EN 23015 EN ISO 3015 ISO 3015 ГОСТ 5066-2018 метод	минус 5 minus 5

		Б	
17a*.	Температура помутнения, поставка в период с 01 апреля по 31 августа, не выше Cloud point, delivery from 1st of April till 31 st of August, max	EN 23015 EN ISO 3015 ISO 3015 ГОСТ 5066-2018 метод Б	плюс 3 plus 3
18.	Удельная электрическая проводимость при 20°C, пСм/м, не менее	ASTM D 2624 ГОСТ 25950-83	160

- ! No other quality guarantees or assurances apart from the above are guaranteed by the Seller.**
- ! Historical (Typical) quality specifications are enclosed for information purposes only and are not guaranteed from our side.**
- ! By presenting your Bid (s) you confirm and agree that the subject Diesel 10 ppm is of fully merchantable quality, that you fully understands and accept its quality and therefore waive the right to present any claims on non-merchantability of the delivered products unless the specification deviates from that described above.**
- !**

Mandatory conditions for consideration of the Bids/ requirements to the Bid are as follows:

- ✓ Completed Rosneft Oil Company counterparty clearing procedure with a positive decision.
- ✓ A signed Bid sent to Rosneft Oil Company strictly through CJSC TEK – Torg electronic platform in relevant Rosneft’s module (<https://tender.tektorg.ru>) in section under the heading “Tender sales of RAW HYDROCARBONS” pursuant to the rules and conditions of the electronic platform;
- ✓ A signed Bid shall include the following information:
 - Product name and producer
 - quantity of products
 - Delivery basis and delivery period
 - Price quotations for each relevant delivery basis
 - Your express confirmation of the terms of this invitation letter and the Rosneft Standard in the following format: **“Hereby we expressly confirm and accept the terms of the Rosneft invitation letter and the Rosneft Standard and acknowledge that this Bid is submitted**

on terms of the Rosneft invitation letter and the Rosneft Standard.”

- ✓ Your Bid shall include a reference to the relevant lot name and number with validity until 22:00 Moscow time **on 04th of December 2020**.
- ✓ Your bids shall be submitted in table format as follows:

Refinery	Product	Quality (if applicable)	Delivery period	quantity, tons (from 0 up to X mt)	Delivery terms (dispatch point/destination), as per terms indicated in the invitation.	Price/premium/discount against price formula, in USD per ton at delivery terms	Price formula + pricing period

- ! Bids forwarded by other means and/or to other addresses (as well as those forwarded after the Bidding deadline indicated in this letter) will not be considered.**
- ! Keep in mind, that compliance with the Bidding deadline is a mandatory prerequisite for consideration of your Bid by Rosneft.**
- ! Please note that the correct format and substance of your Bid helps us expedite our consideration of your Bid.**
- ! Your acceptance of the terms of this invitation, Attachments №1, 2 hereto and form of the Rosneft bilateral sales and purchase agreement is an essential condition for consideration of your Bid**

You will be informed of the results of your bid review as follows:

- **Before 22:00 Moscow time on 04th December 2020** you will be informed of the bid review results. Rosneft Oil Company reserves the right to send you an additional invitation with request to improve and/or clarify your Bid. However, Rosneft does not intend to introduce such additional invitation more than once.
- If, upon acceptance of your offer by Rosneft, you refuse to close a transaction by signing a bilateral sale and purchase agreement on terms of accepted offer and Rosneft Standard, Rosneft, at its sole discretion, will be entitled to re-sell the agreed quantity of the products to a third party and to claim all possible and actually incurred damages from you, including but not limited to difference between the price offered by you and the price of re-sale.

- ! Rosneft Oil Company reserves a right to reject a bid with validity, which deviates from the requirement stipulated in this letter.**
- ! Rosneft Oil Company reserves the right to decline all bids received.**
- The Seller is Oil Company Rosneft.**

If you have encountered theft, fraud or corruption in Rosneft, please reach out to us via the Security Hotline. We ensure confidentiality of all calls and messages.

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")

This letter constitutes an invitation to make offers, is not an offer or an offer to take part in the auction or tender, under no circumstances should it be considered a legally binding document for Rosneft, and does not impose on Rosneft any obligations, including the acceptance of any of the received offers.

We are looking forward to our long-term and mutually beneficial cooperation.

Kind regards,

Denis Nyrkov
Director
Crude Oil and Product Trading Department



ПАО «НК «Роснефть»
г. Москва, Софийская наб., 26/1
115035, Российская Федерация
Russian Federation

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Attention of :

Certificate of Quality

Report number	: 26025/07549000.2/L/20	Composite prep date	: 08-09-2020
Main Object	:	Place of sampling	: Transneft Oil Products Terminal
Report Date	: 09-09-2020	Date received	: 08-09-2020
Date of issue	: 09-09-2020	Date completed	: 09-09-2020
Sample object	: -	Sample number	: 10486369
Sample type	: Composite		
Sample submitted as	: DIESEL EURO 10 PPM		
Marked	: Proportional lab blend prepared from shore tanks 8,11 multiple tank composite before transhipment from upper, middle, lower before transhipment into Vessel I		

NAME	METHOD	UNIT	RESULT
Density at 15°C	Q ISO 12185	kg/m ³	832.1
Kinematic Viscosity at 40 °C	Q EN ISO 3104	mm ² /s	2.782
Distillation	Q EN ISO 3405		
Initial boiling point		°C	176.4
10% Recovered		°C	207.9
50% Recovered		°C	269.7
90% Recovered		°C	336.1
95% Recovered		°C	352.8
Final boiling point		°C	362.6
Recovered at 250 °C		vol %	35.9
Recovered at 350 °C		vol %	94.3
Cloud point	Q EN 23015 obs.	°C	-7
Cold Filter Plugging Point	Q EN 116	°C	-13
Flash point (PM)	Q EN ISO 2719	°C	67.0
Cetane Index	Q EN ISO 4264	-	53.9
Cetane Number	EN ISO 5165	-	52.0
Sulphur (S)	Q EN ISO 20846	mg/kg	6.7
Sulphur (S)	Q EN ISO 20846/Calc.	mass %	0.00067
Ash	Q EN ISO 6245	mass %	<0.001
Total Contamination	Q EN 12662	mg/kg	<12.0
Water by Karl Fisher	Q EN ISO 12937	mg/kg	40
Copper Strip Corrosion (3 hrs / 50 °C)	Q EN ISO 2160	-	1a
Carbon Residue Micro (10% bot.)	Q EN ISO 10370 / 3405	mass %	<0.10
Oxidation Stability ¹	Q EN ISO 12205	g/m ³	4
Polycyclic Aromatic Hydrocarbons	Q EN 12916	mass %	2.5

All results in this report refer to the sample(s) tested as taken or submitted like specified in this Analysis report. Uncertainties, available on request, apply in the evaluation of the test results. All tests are conducted according to the latest version of the methods, unless another version is specifically indicated. Where available and for convenience purposes, the tested sample has been checked for compliance with supplied specifications, without accepting any liability. In case of dispute or concern, we refer to the interpretation of test results as defined in ASTM D3244, IP 367, ISO 4259 or GOST 33701. This report shall not be partially copied and reproduced without the written permission of the laboratory.

