

To all tender participants

№06-55588/4 dd 07.10.2020

Dear Sirs,

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

Lots #	6/7-2021-1
Product	Gasoil 0.5% sulfur
Producer	Komsomolskiy and Angarskiy refineries. Other Producers are in Seller's option subject to meeting the below guaranteed quality specification .
Quantity	up to 1 100 000 mt in Seller's option
Delivery terms	FOB Nakhodka 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)
Delivery period	January 01, 2021 – December 31, 2021 (both dates inclusive), carryover deliveries are available till January 31, 2022.
Quality	As per the guaranteed quality specification below. Typical specification for this product is enclosed strictly for information purposes.
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>Average of all quotations per barrel for Gasoil (POABC00) as published in Platt's European Marketscan under the heading “Singapore”. Conversion of barrels into metric tons shall be done in conformity with conversion factor corresponding to the actual density of the</p>

	Goods at 15 degrees C (as per quality certificate attached to the B/L).
Pricing period:	Month of actual delivery. Average of all quotations published during month of BL date
Jurisdiction:	In accordance with the laws of the Russian Federation.
Cargo sizes:	39 000 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 39 000 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, не менее Cetan number, min	ГОСТ 3122-67 ГОСТ 32508-2013	45
2.	Фракционный состав: Distillation:	ГОСТ Р ЕН ИСО 3405-2007 ГОСТ ISO 3405-2013 ГОСТ 2177-99 метод А	
	- 50% перегоняется при температуре, °С, не выше - 50% distilled at, degrees C, max		290
	- 95% перегоняется при температуре, °С, не выше - 95% distilled at, degrees C, max		365
3.	Кинематическая вязкость при 20 °С, мм ² /с (сСт), не выше Kinematic viscosity at 20 degrees C, мм ² /с, max	ГОСТ 33-2016 ASTM D 445-2018 ISO 3104	6,30
4.	Температура застывания, °С, не выше	ГОСТ 20287-91 метод Б	- 10

	Pour point, degrees C, max		
5.	Температура помутнения, °С, не выше Cloud point, degrees C, max	ГОСТ 5066-2018 метод Б EN 23015	- 5
6.	Температура вспышки, определяемая в закрытом тигле, °С, не ниже Flash point in closed cup, degrees C, min	ГОСТ Р ЕН ИСО 2719-2008 метод А ГОСТ 6356-75 ГОСТ ISO 2719-2017 метод А	61
7.	Массовая доля серы, %, не более Sulphur content, %, max	ГОСТ Р 51947-2002 ГОСТ 32139-2019	0,500
8.	Массовая доля меркаптановой серы, %, не более Mercaptan sulphur, %, max	ГОСТ Р 52030-2003 ГОСТ 17323-71 метод А	0,010
9.	Содержание сероводорода Hydrogen sulphide content	ГОСТ Р 52030-2003 ГОСТ 17323-71 метод А	отсутствие absence
10.	Испытание на медной пластинке Copper strip test	ГОСТ 6321-92 ГОСТ ISO 2160-2013	выдерживает passes
11.	Содержание водорастворимых кислот и щелочей Water soluble acids and alkalies	ГОСТ 6307-75	отсутствие absence
12.	Концентрация фактических смол, мг на 100 см ³ топлива, не более Concentration of actual gums content, mg/100 cm ³ of the product, max	ГОСТ 8489-85 ГОСТ 1567-97	40
13.	Кислотность, мг КОН на 100 см ³ топлива, не более Acid number, mg КОН / 100 cm ³ fuel, max	ГОСТ 5985-79	6,0
14.	Йодное число, г йода на 100 г топлива, не более Iodine number, g iodine/100 g fuel, max	ГОСТ 2070-82 метод А	6,0
15.	Зольность, %, не более Ash content, %, max	ГОСТ 1461-75 ASTM D 482	0,01
16.	Коксуемость 10%-ного остатка, %, не более Condradson Carbon Residue on 10% max	ГОСТ 19932-99 ГОСТ 32392-2013 EN ISO 10370-2014	0,20
17.	Коэффициент фильтруемости, не более Filtration coefficient, max	ГОСТ 19006-73	3,0
18.	Массовая доля механических примесей, % Sediments, %	ГОСТ 6370-83	отсутствие absence
19.	Объемная доля воды, % Water content, %	ГОСТ 2477-2014	следы traces
20.	Плотность при 20 °С, кг/м ³ , не более Density at 20 degrees C, kg/m ³ , max	EN ISO 12185-1996 ГОСТ 3900-85 ASTM D 4052-18	860,0
21.	Предельная температура фильтруемости, °С, не выше Cold Filter Plugging Point, max, °C	ГОСТ 22254-92 ГОСТ EN 116-2016	-5
22.	Цвет, по шкале ЦНТ, не более Color, max, in terms of CNT	ГОСТ 20284-74 ASTM D 1500	2,0

- ! **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 Gasoil 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 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/disc out 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.**

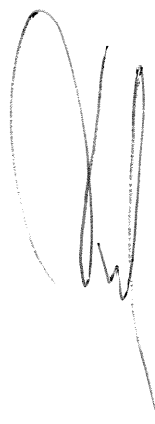
If you have encountered theft, fraud or corruption in Rosneft, please reach out to us via the Security Hotline. We ensure confidentiality of all calls and messages.
Contact phone number: 8 (800) 500-25-45 – (free call around-the-clock)
E-mail: sec_hotline@rosneft.ru
Mailing address: 119180, Moscow, 3/9 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

A handwritten signature in black ink, appearing to be 'DN', located to the right of the typed name and title.

CERTIFICATE OF QUALITY No. 20084/11

Motor tanker:	20084/11	dated	AUGUST 25TH, 2020
Bill of Lading No.:	GASOIL 0.5 PCT SULPHUR		
Samples submitted as:	4 973.916	Metric Tons (VAC)	
Quantity:	Drawn by Inspector of RN-Morskoj terminal Nakhodka LLC		
Received:	Multiple composite sample		
Marked:	Seals of RN-Morskoj terminal Nakhodka LLC		
Sealed:	ROSNEFT OIL COMPANY, 115035, RUSSIA, MOSCOW,		
Shipper:	SOFIYSKAYA NABEREZHNYAYA, 26/1		


TEST	METHOD	RESULT
1. Density at 15 degrees °C, tn/m ³	GOST R 51069-97	0.8438
2. Density at 20 degrees °C, tn/m ³	GOST 3900-85	0.8404
3. Cetan number	GOST 3122-67	48
4. Distillation:		
- 50% distilled at, degrees °C	ISO 3405-2013	270.0
- 95% distilled at, degrees °C	ISO 3405-2013	350.0
5. Kinematic viscosity at 20 degrees °C, mm ² /sec	GOST 33-2016	4.655
6. Pour point, degrees °C	GOST 20287-91	minus 17
7. Cloud point, degrees °C	GOST 5066-91	minus 8
8. Flash point in closed cup, degrees °C	ASTM D 93-18	63
9. Sulphur content, %	GOST R 51947-2002	0.271
10. Mercaptan sulphur, %	GOST 17323-71	0.0094
11. Hydrogen sulphide content	GOST 17323-71	absence
12. Copper strip test	GOST 6321-92	withstands
13. Water soluble acids and alkalies	GOST 6307-75	absence
14. Concentration of actual gums content, mg/100 cm ³ fuel	GOST 8489-85	5.0
15. Acid number, mg KOH /100 cm ³ fuel	GOST 5985-79	4.12
16. Iodine number, g iodine/100 g fuel	GOST 2070-82	1.4
17. Ash content, %	GOST 1461-75	0.003
18. Conradson Carbon Residue on 10%	GOST 19932-99	0.10
19. Filtration coefficient	GOST 19006-73	1.20
20. Sediments, %	GOST 6370-83	absence
21. Water content, %	GOST 2477-2014	absence
22. Cold Filter Plugging Point, max, °C	GOST 22254-92	minus 9
23. Color on scale	ASTM D1500-12	1.0

It is hereby certified that the quality of goods mentioned in this Certificate of Quality is in conformity with the Russian standards and specifications, and goods may be exported.

Laboratory of RN-Morskoj terminal Nakhodka LLC

Independent inspector at loadport

Signature 
 for receipt only
INSPECTOR


 Signature 
 for receipt only