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06-74921 dd 28.12.2020
Dear Sirs,

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

Lot#	6/7-(12)/5
Product	Low viscosity marine diesel oil type III
Quantity	up to 40 000 mt in Seller's option
Producer	RNPK Other Producer is subject to mutual agreement
Delivery terms	CPT any port, CPT any border
Delivery period	01 – 28 February 2021 (both dates inclusive), carryover deliveries are available in March, 2021.
Quality	meeting the specification below
Bidding deadline	The signed bid to be send 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" not later than January 12th , 2021 22:00 o'clock Moscow time
Validity	Your bid should be valid till 22:00 o'clock Moscow time 01st of February, 2021.

<p>General terms and conditions</p>	<p>Contract form and its contents shall be in Sellers option. The following agreed provisions shall comprise the oil product supply contract: Laytime, Specific conditions 1-4, Nomination, Payment terms as per attachment №1 to the present invitation letter; Alternative currency, Payment obligations, Anti-corruption, Confidentiality, Sanctions, Liability, trade controls and boycotts as per attachment №2 to the present invitation letter;</p>
<p>Price basis:</p>	<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) or mean of all quotations for 10ppm ULSD as published in Platt's European Marketscan under the heading "Mediterranean cargoes FOB Med (Italy)" (code AAWYY00)</p>
<p>Escalation/ De-escalation:</p>	<p>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)</p>
<p>Pricing period:</p>	<p>full month of actual delivery month of dispatch from a refinery for CPT)</p>
<p>Jurisdiction:</p>	<p>In accordance with the laws of the Russian Federation.</p>
<p>! Cargo size shall always be in Seller's option.</p> <p>! You are requested to present your bids strictly on the above terms and conditions. Nevertheless in the addition to the above you are free to give bids on any terms and conditions/delivery basis not specified in this letter for our consideration. Rosneft will have the right but no obligation to award the bids on additional terms and conditions</p> <p>! Before 22:00 Moscow time on February 01 2021 you will be informed of the bid review results. However, Rosneft Oil Company reserves the right to send you a follow up invitation to bid with improved price characteristics or to clarify the bid parameters.</p>	

Guaranteed quality specification:

№	Показатель	Метод испытания	Норма
1.	Плотность при 15 °С, кг/м(3), макс Density at 15 °С, kg/m(3), max	ГОСТ Р 51069-97, АСТМ Д 4052-16	893
2.	Цетановое число, не менее Cetan number, min	ГОСТ 32508-2013 ГОСТ 3122- 67 ГОСТ Р ЕН 15195-2011 EN ISO 5165 EN 15195	38
3.	Кинематическая вязкость при 20 °С, мм ² /с, не выше Cinematic viscosity at 20 °С, мм ² /s, max	ГОСТ 33-2016 ASTM D 445-17a	11,4
4.	Температура вспышки, определяемая в закрытом тигле, град. С, не ниже Flash point in closed cup, degrees C, min	ГОСТ 6356-75, ГОСТ Р ЕН ИСО 2719-2008, ГОСТ ISO 2719-2017	61
5.	Массовая доля серы, %, не более Sulfur content, %, max	ГОСТ 32139-2013, ГОСТ Р 51947-2002	1,5
6.	в том числе меркаптановой серы, %, не более including mercaptan sulfur, %, max	ГОСТ 17323-71	0,07
7.	Зольность, %, не более Ash content, %, max	ГОСТ 1461-75 EN ISO 6245:2003	0,01
9.	Массовая доля механических примесей, не более Sediments, max	ГОСТ 6370-83	0,02
10.	Массовая доля воды, % Water content, %	ГОСТ 2477-2014	следы traces
11.	Содержание водорастворимых кислот и щелочей Water soluble acids and alkalines	ГОСТ 6307-75	отсутствие absence
12.	Йодное число, г йода на 100 г топлива, макс Iodine number, g iodine/100 g fuel, max	ГОСТ 2070-82 метод А	30,0
13.	Коксуемость 10%-ного остатка, %, не более Coking capacity of 10% carbon residue, %, max	ГОСТ 19932-99 EN ISO 10370 ASTM D 189 ГОСТ 32392-2013	0,20
14.	Температура застывания, град. С, не выше Pour point, degrees C, max	ГОСТ 20287-91 метод Б	0
15.	Цвет (ASTM D 1500) Color	ASTM D 1500-12	Не нормируется Определение обязательно Limit not specified. To be determined

! 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 Low viscosity marine diesel oil type III 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.

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

- ✓ Completed Rosneft Oil Company counterparty clearing procedure with a positive decision.
- ✓ A signed bid to be send 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”, which includes the following information:
 - Price quotations with one or more of the suggested delivery terms
 - Product name and producer
 - Maximum quantity of products requested
 - Delivery terms, which correspond to the price quotation
- ✓ Your bids shall be submitted in table format as follows:

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

- ! Date and time of the received email with your bid, shall be deemed date and time of the bid receipt.**
- ! Bids forwarded by other means and/or to other addresses (as well as those forwarded past the deadline indicated in this letter) will not be considered.**
- ! Keep in mind, that observing our bid receipt deadlines is a mandatory prerequisite to further participation in the product purchase procedure.**
- ! Please note that the correct format and substance of your bid helps us expedite our internal totaling and objective offer evaluation.**
- ! Your acceptance of the terms of the present Invitation, Attachments №1, 2, 3 to the present Invitation Letter and export contracts of Rosneft Oil Company is an essential condition to your taking part in the oil product purchasing process under this proposal.**

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

- **Before 22:00 Moscow time on February 01st, 2021** you will be informed of the bid review results.
- Should the bidding winner refuse to enter into or execute a contract on any contractual parcel under the winning bid, Rosneft Oil Company shall have the right to award such contractual volume to third parties and to penalize the bidding winner. In this case the penalty amount shall be calculated basis the price difference between the winners bid and third party price and, accordingly, will include all the consequent losses caused by such refusal.
- Your bid shall include a reference to the relevant lot name and number with validity until **22:00 Moscow time on February 01st, 2021**

- ! Rosneft Oil Company reserves a right to reject a bid with validity, which deviates from the requirement stipulated in this letter.**
- ! If the Buyer during the contract's execution will change delivery terms (even with netback parity), the Rosneft Oil Company has right not to confirm such redirection.**
- ! Rosneft Oil Company reserves the right to decline all bids received.**

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 invitation to bid shall not under any circumstances be considered a legally binding document or offer and shall not constitute an offer or invitation to participate in a tender.

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

Kind regards,

Denis Nyrkov

Director

Crude Oil and Product Trading Department

