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Russia
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E-mail: postman@rosneft.ru
http://www.rosneft.com

To all tender participants

Dear Sirs,

We hereby invite you to submit your formal bids to purchase oil products on the following terms:

Lot #	2022-10
Product	Low viscosity marine diesel oil type I
Producer	Komsomolsk, Achinsk and Angarsk refineries. Other Producers shall be in Seller's option, subject to meeting the below quality guarantees.
Quantity	up to 2 800 000 mt in Seller's option
Delivery terms	FOB any Japan Sea port in Seller's option We are currently developing our shipping activity therefore please also provide your bids on CIF/CFR basis or propose alternative FOB + freight formula (flat rate * world scale average month of nomination)
Delivery period	January 01, 2022 – December 31, 2022 (both dates inclusive), carryover deliveries of FOB volumes shall be made available until January, 2023.
Quality	As per the guaranteed quality specification below. Typical specification for this product is enclosed strictly for information purposes and shall not carry an obligation of the Seller to meet its parameters.
Bidding deadline	The signed Bid shall be submitted strictly through the CJSC TEK – TORG electronic platform in the relevant Rosneft's module (https://tender.tektorg.ru) under the heading "Tender sales of RAW HYDROCARBONS" pursuant to rules and regulations of the electronic platform no later than 15:00 Moscow time on the 06th of October, 2021.
Bid validity	Your bid should be valid through the 30th of November 2021 at 22:00 Moscow time. Should validity not be indicated in your bid, Rosneft shall deem your bid irrevocable and valid through the general validity deadline indicated above.



<p>Restrictions</p>	<p>Rosneft shall not consider and will reject any bids which contain the following:</p> <ul style="list-style-type: none"> - pricing period options, - non-relevant quotations, - any additional quality guarantees outside the standard guaranteed specification, - escalation/ de-escalation in Buyer’s option, - escalation/ de-escalation based on any additional parameters except indicated in respective column, - laydays and cargo sizes in Buyer’s option, - quantity in Buyer’s option, - delivery terms in Buyer’s option, - non-standard payment terms, as well as any non-standard currency/alternative currency clauses, - cancel/re-sell clause, - provision of Financial statements clause, - alternative Anti-corruption, Confidentiality, Sanctions, Limitation of Liability, Destination clauses
<p>General terms and conditions</p>	<p>The following Rosneft standard terms and conditions are attached to this invitation letter and shall be incorporated into a written form of bilateral Contract, which is binding for execution in case the bid is acknowledged by Rosneft as winning:</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 c) Destination - as per Attachment № 3 <p>(all a), b) and c) – “the Rosneft Standard”).</p> <p>By submitting 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 the terms of the Rosneft Standard and the executed bilateral sales and purchase agreement.</p>

Pricing:	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 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
Escalation/ De-escalation:	Please, provide escalation/ de-escalation on color basis 2.5 We will not review or consider any additional escalation/ de-escalation.
Jurisdiction:	In accordance with the laws of the Russian Federation.
Cargo sizes:	FOB Nakhodka 40 000 mt +/-5% in Seller's operational tolerance. FOB Slavyanka – up to 12 000 mt FOB Vostochnyi – up to 10 000 mt Other cargo size is subject to mutual agreement.

! 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.

! 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:

№	Показатель	Метод испытания	Норма
1.	Вязкость кинематическая, при 20°C, мм ² /с, не более Kinematic Viscosity at 20 degree C, мм ² /s, max	ГОСТ 33-2016 ASTM D 445-19a	11,40
2.	Температура вспышки, определяемая в закрытом тигле, °C, не ниже Flash point in the closed crucible, degrees C, min	ГОСТ 6356-75, ГОСТ Р ЕН ИСО 2719-2008 метод А, ГОСТ ISO 2719-2017 метод А	61,0
3.	Температура застывания, °C, не выше Congeal point, degrees C, max	ГОСТ 20287-91 метод Б	минус 10

4.	Массовая доля серы, %, не более Sulphur content, %, max	ГОСТ 32139-2013, ГОСТ Р 51947-2002	0,500
5.	Массовая доля меркаптановой серы, %, не более Mercaptane sulphur content, %, max	ГОСТ 17323-71 метод А	0,0250
6.	Массовая доля воды, %, не более Water content	ГОСТ 2477-2014	следы traces
7.	Коксуемость 10%-ного остатка, %, не более Coking capacity of 10% carbon residue, %, max	EN ISO 10370:2014, ГОСТ 19932-99, ASTM D 4530-15	0,20
8.	Содержание водорастворимых кислот и щелочей Water soluble acids and alkalies	ГОСТ 6307-75	отсутствие absence
9.	Зольность, %, не более Ash content, %, max	ГОСТ 1461-75 EN ISO 6245:2002	0,010
10.	Массовая доля механических примесей, %, не более Sediments, max	ГОСТ 6370-83	0,02
11.	Плотность при 15 °С, кг/м ³ , не более Density at 15 degrees C, kg/m ³ , max	ГОСТ Р 51069-97, ASTM D 4052-18a ASTM D 1298	893,0
12.	Йодное число, г. йода на 100 г. топлива, не более Iodine number, g. Iodine/100 g. Product, max	ГОСТ 2070-82 метод А	20,0
13.	Цвет, ед. по ASTM, не более Color, max	ASTM D 1500-12 (2017)	2,5

- ! No other quality guarantees or assurances apart from the above are guaranteed by the Seller.**
- ! Historical quality specifications are enclosed for information purposes only and are not guaranteed by Rosneft.**
- ! By presenting your bid (s) you confirm and agree that the subject Low viscosity marine diesel oil type I is of fully merchantable quality, that you fully understand 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/bid requirements are as follows:

- ✓ Completed Rosneft Oil Company counterparty clearing procedure
- ✓ 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 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
- Pricing 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 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) shall not be considered.**
- ! **Compliance with the Bidding deadline is a mandatory prerequisite for consideration of your bid by Rosneft.**
- ! **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, 3 hereto and form of the Rosneft bilateral sales and purchase agreement is an essential condition for consideration of your Bid**
- ! **If, upon acceptance of your offer by Rosneft, you refuse to close a transaction by signing the bilateral sale and purchase agreement on terms of the accepted offer and the 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 the right to reject any bids with validity, which deviates from the requirement stipulated in this letter.**
- ! **Rosneft Oil Company reserves the right to decline all bids received.**
- ! **The Seller shall be Rosneft Oil Company.**

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

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, consisting of several overlapping loops and a long vertical stroke extending downwards.

CERTIFICATE OF QUALITY No. 21118/11

Motor tanker:
Bill of Lading No.: 21118/11 dated SEPTEMBER 10TH, 2021
Samples submitted as: Low viscosity Marine diesel oil, type I (MDO)
Quantity: Metric Tons (VAC)
Received: Drawn by Inspector of RN-Morskoj terminal Nakhodka LLC
Marked: Multiple composite sample
Sealed: Seals of RN-Morskoj terminal Nakhodka LLC
Shipper: ROSNEFT OIL COMPANY, 115035, RUSSIA, MOSCOW,
SOFIYSKAYA NABEREZHNYAYA, 26/1

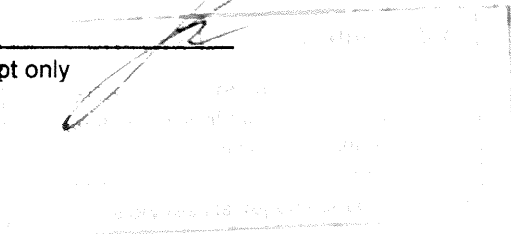
TEST	METHOD	RESULT
1. Density at 15 degrees °C, tn/m ³	GOST R 51069-97	0.8477
2. Density at 20 degrees C, tn/m ³	GOST 3900-85	0.8443
3. Kinematic viscosity at 20 deg.C, mm ² /c	GOST 33-2016	6.058
4. Flash point in closed cup, degC	ASTM D93-20	67
5. Pour point, degC	GOST 20287-91	minus 16
6. Sulphur content, %	GOST R 51947-2002	0.385
7. Mercaptan sulphur, %	GOST 17323-71	0.0100
8. Water content, %	GOST 2477-2014	absence
9. Cokeability, %, max	GOST 19932-99	0.05
10. Water soluble acids and alcalies	GOST 6307-75	absence
11. Ash content	GOST 1461-75	less 0.01
12. Sediments, %	GOST 6370-83	absence
13. Iodine number, g iodine/100g fuel	GOST 2070-82	2.0
14. 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



Signature _____
for receipt only

A cursive signature written over a horizontal line.