

To all tender participants

Dear Sirs,

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

Lot #	2022-1
Product	Gasoline gas stable or Virgin naphtha or Naphtha
Producer	Komsomolsk, Angarsk, Achinsk refineries. Other Producers are in Seller's option subject to meeting the below guaranteed quality specification
Quantity	up to 1 300 000 mt in Seller's option
Delivery terms	FOB Nakhodka and/or FOB Vostochnyi 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 are 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 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 8th 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

	<p>deem your bid irrevocable and valid through the general validity deadline indicated above.</p>
<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</p>

	and purchase agreement.
Pricing:	Mean of the means of quotations for Naphtha as published in Platt's European Marketscan under the headings «C+F Japan»
Pricing period:	Month of actual delivery (month of BL date). Average of all quotations published during month of BL date
Escalation/ De-escalation:	Kindly note that we will not review or consider any escalation/ de-escalation
Jurisdiction:	In accordance with the laws of the Russian Federation.
Cargo sizes:	- 33 000 mt +/-10% in Seller's operational tolerance for FOB Vostochnyi deliveries. - 27 000 mt +/-10% in Seller's operational tolerance for FOB Nakhodka deliveries. Other cargo size is subject to mutual agreement. Rosneft shall have the right but not an obligation to award the bids for cargo sizes other than stipulated above.

! 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:

Test	Unit	Method	Guarantee
Unlimited hydrocarbons, Olefins max	%	GOST R 52714 - 2018	1,0
PB content, max	ppb	STO 11605031- 019-2007	50,0

Distillation			
Initial boiling point, min	Degrees C	ASTM D 86-17	30,0
end point, max	Degrees C	ASTM D 86-17	190,0
Density at 15 Dgr C, max	kg/m (3)	GOST R 51069-97	750,0
Sulfur content, max	% (mass)	GOST R 51947 - 202	0,045
MTBE content, max	ppm	GOST R 52531 - 2006	50,0
Vapor pressure, max	kPa	GOST 1756-2000	80,0
Aromatic hydrocarbon, max	% (mass)	GOST 52714-2018	16,0
Paraffin hydrocarbon, min	% (mass)	GOST 52714-2018	47
Naphthenic hydrocarbon, max	% (mass)	GOST 52714-2018	43
Acid number, max	mg KOH / 100 cm(3),	GOST 5985-79	2,0
Gum content, max	mg/cm (3)	GOST 1567-97	5,0
Copper strip test		GOST 6321-92	Passes
Water soluble acids and alkalis		GOST 6307-75	absence
Sediments and water		STO 11605031-019-2007	absence
Color Saybolt scale	unit	ASTM D 156-15	not rated, determination required
Chlororganic contents, max	Mkg/g	GOST R 52247-204	not rated, determination required

- ! 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 from our side.**
- ! By presenting your bid (s) you confirm and agree that the subject Gasoline gas stable or Virgin naphtha or Naphtha 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 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
 - 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 a 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) 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 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 any obligations on Rosneft, 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



CERTIFICATE OF QUALITY No. 21102/12

Motor tanker:	PTI RHINE	
Bill of Lading No.:	21102/12	dated AUGUST 07TH, 2021
Samples submitted as:	NAPHTHA	
Quantity:	25 031.340	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	0.7109
2. Content of Lead (Pb), ppb	GOST 32350-2013	less 2.5
3. Distillation:	GOST 2177-99	
a. Initial boiling point, degrees C	GOST 2177-99	39.0
b. end point, degrees C	GOST 2177-99	180.0
4. Vapor pressure, kPa	GOST 1756-2000	58.0
5. Acid number, mg KOH/ 100 cm ³	GOST 5985-79	absence
6. Gum content, mg/cm ³	GOST 1567-97	1.0
7. Copper strip test	GOST 6321-92 section 4	withstands
8. Sulphur content, % mass	GOST R 51947-2002	0.0176
9. Paraffin hydrocarbon, % mass	GOST R 52714-2018	71.654
10. Aromatic hydrocarbon, % mass	GOST R 52714-2018	5.758
11. Naphthenic hydrocarbon, %	GOST R 52714-2018	21.739
12. Unlimited hidrcarbons, Olefins, %	GOST R 52714-2018	0.800
13. Water soluble acids and alkalis	GOST 6307-75	absence
14. Sediments and water	9.2	absence
15. MTBE content, ppm	GOST R 52531-2006	less 25
16. Color Saybolt scale, unit	ASTM D 156-15	30
17. Chlororganic contents, mkg/g	GOST R 52247-2004	less 1

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

