

To all tender participants

Dear Sirs,

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

Lot #	2022-2
Product	Gasoline gas stable or Virgin naphtha or Naphtha
Producer	YANOS refinery Other Producers are in Seller's option subject to meeting the below quality guarantees.
Quantity	up to 200 000 mt in Seller's option
Delivery terms	<p>The main basis - FOB Archangelsk.</p> <p>You must present one of your bids strictly on FOB Arkhangelsk basis. You may also present bids on any additional basis, however without the main basis bid they may be rejected.</p> <p><u>Additional basis</u></p> <p>FOB any port Baltic sea / White sea / Barents sea / Black Sea / Azov sea in Seller's option,</p> <p>CPT RW station (border of the Russian Federation or any Russian port) in Seller's option.</p> <p>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)</p>
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 deem your bid irrevocable and valid through the general validity deadline indicated above.
Restrictions	Rosneft shall not consider and will reject any bids which contain the following: <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
General terms and conditions	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: <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 (all a), b) and c) – “the Rosneft Standard”).

	<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>
Price basis:	<p>Mean of the means of quotations for naphtha as published in Platt's European Marketscan under the headings «CIF NWE Basis ARA» and « FOB Rotterdam» – for FOB Baltic sea / White sea / Barents sea deliveries, for CPT North-Western Russian railway stations;</p> <p>and/or</p> <p>Mean of the means of quotations for naphtha as published in Platt's European Marketscan under the headings «FOB Med Italy» and «Cargo CIF Med Basis Genova/Lavera» for FOB Black sea deliveries, for CPT South-Western Russian railway stations deliveries;</p>
Pricing period:	<p>Month of actual delivery (month of BL date). Average of all quotations published during month of BL date (for FOB terms) and month of dispatch from refineries (for CPT terms)</p>
Escalation/ De-escalation:	<p>Kindly note that we will not review or consider any escalation/ de-escalation</p>
Jurisdiction:	<p>In accordance with the laws of the Russian Federation.</p>
Cargo sizes:	<p>For FOB terms - 10 000 mt +/-10% in Seller's operational tolerance. or - 20 000 mt +/-10% in Seller's operational tolerance. or - 30 000 mt +/-10% in Seller's operational tolerance. For FOB Arkhangelsk -22 500 mt +/-10% in Seller's operational tolerance 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.</p>

- ! 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
Content of LEAD, 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	%	GOST R 51947 - 202	0,1
MTBE content, max	ppm	GOST R 52531 - 2006	50,0
Vapor pressure, max	kPa	GOST 1756-2000	80,0
Aromatic hydrocarbon, max	%	GOST 52714-2018	16,0
Paraffin hydrocarbon	%	GOST 52714-2018	not rated, determination required
Naphthenic hydrocarbon	%	GOST 52714-2018	not rated, determination required
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	25,0

- ! **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/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.**

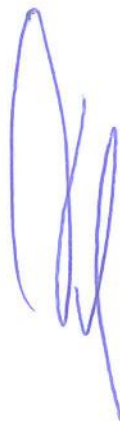
If you have encountered theft, fraud or corruption in Rosneft, please reach out to us via the Security Hotline. We ensure confidentiality of all calls and messages.
 Contact phone number: 8 (800) 500-25-45 – (free call around-the-clock)
 E-mail: sec_hotline@rosneft.ru
 Mailing address: 119180, Moscow, 3/9 B. Polyanka, POB 13
 (marked "Security hotline")

This letter constitutes an invitation to 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

A handwritten signature in blue ink, consisting of several loops and a long vertical stroke extending downwards.



Проверить паспорт

1. Отсканируйте QR-код

2. Убедитесь, что попали на сайт <http://pass.yanos.slavneft.ru>

3. Сравните оригинал на сайте и Вашу копию

Проверьте соответствие Вашего экземпляра паспорта с полученным по ссылке



Публичное акционерное общество «Славнефть-Ярославнефтеоргсинтез»
Юридический адрес:

Российская Федерация, 150023, Ярославская область, город Ярославль,

Московский проспект, дом 130;

e-mail: post@yanos.slavneft.ru; телефон/факс: (4852)49-81-00/40-76-76

Адрес производства:

Российская Федерация, 150023, г. Ярославль, Московский проспект, дом 150;

Российская Федерация, 150023, г. Ярославль, улица Гагарина, дом 72.

Сертификат соответствия системы менеджмента качества
ISO 9001:2015 №: 20.1994.026, срок действия до 11.01.2024 г.

ПАСПОРТ № 75

Бензин газовый стабильный БТ

Обозначение документов, устанавливающих требования к топливу:

СТО 11605031-019-2007 с изменениями 1-17 " Бензин газовый стабильный.

Требования и методы испытаний."

Код ОКПД 2 19.20.23.122

Номер партии: 75
Дата изготовления: 16 сентября 2021 г.
Размер партии (масса): 7072 т
Место отбора пробы (по ГОСТ 2517): 219
Дата отбора пробы: 16 сентября 2021 г.
Дата проведения испытаний: 16 сентября 2021 г.



2008

№	Наименование показателя	Метод испытания	Норма по СТО 11605031-019-2007	Фактическое значение
1.	Фракционный состав: температура начала кипения, °С температура конца кипения, °С	ГОСТ 2177 -99	не ниже 30 не выше 185	41.0 137.0
2.	Плотность при 15°С, кг/м ³	ГОСТ Р 51069-97	не более 735.0	688.4
3.	Давление насыщенных паров, кПа	ГОСТ 1756-2000	не более 79.9	55.5
4.	Массовая доля серы, %	ГОСТ Р 51947-2002	не более 0.045	0.011
5.	Кислотность, мг КОН на 100 см ³ бензина	ГОСТ 5985 -79	не более 1.0	0.08
6.	Концентрация фактических смол, мг/100 см ³ топлива	ГОСТ 1567-97	не более 2	2
7.	Массовая доля свинца, ppb	по приложению А СТО 11605031-019-2007	не более 50	менее 20
8.	Испытание на медной пластинке	ГОСТ 6321-92	выдерживает	выд.
9.	Углеводородный состав: массовая доля парафиновых углеводородов, % массовая доля ароматических углеводородов, % массовая доля нафтеновых углеводородов, % массовая доля олефиновых углеводородов, %	по приложению Б СТО 11605031-019-2007 ГОСТ Р 52714-2018	не менее 60 не нормируется не нормируется не более 1	73.5 5.3 21.2 0.6
10.	Содержание водорастворимых кислот и щелочей	ГОСТ 6307-75	отсутствие	отс.
11.	Содержание механических примесей и воды	по п.9.2 СТО 11605031-019-2007	отсутствие	отс.
12.	Содержание МТБЭ, ppm	ГОСТ Р 52531-2006	не более 50	менее 25
13.	Массовая доля меркаптановой серы: массовая доля меркаптановой серы, % массовая доля меркаптановой серы, ppm	ГОСТ 17323-71	не более 0.0100 не более 100	0.0076 76
14.	Массовая доля сероводородной серы: массовая доля сероводородной серы, % массовая доля сероводородной серы, ppm	ГОСТ 17323-71	не более 0.0005 не более 5	0.0001 1
15.	Массовая доля хлорорганических соединений, мкг/г	ГОСТ Р 52247-2004	не более 10	1

Дополнительные требования (контракта, контрактной спецификации, договора поставки и т.п.)				
№	Наименование показателя	Метод испытания	Норма по контракту и т.п.	Фактическое значение
1.	Фракционный состав:	ASTM D 86-20b		
	5 % перегоняется при температуре, °C		-	53.0
	90% перегоняется при температуре, °C		-	90.0
	потери, % об.		-	1.0
2.	Массовая доля пентана (C ₅), %	ASTM D 5134-2013	-	7.2
3.	Массовая доля гексана (C ₆), %	ASTM D 5134-2013	-	12.4

Заключение: Бензин газовый стабильный соответствует требованиям:

- СТО 11605031-019-2007 " Бензин газовый стабильный" с изменениями 1-17

Дополнительная информация:

- наименование процесса переработки- атмосферная перегонка, газодифракционирование;

- отбор проб по ГОСТ 2517;

- транспортирование и хранение по ГОСТ 1510;

- гарантийный срок хранения - 3 месяца с даты изготовления.



Дата выдачи паспорта

Е.Н. Кудрявцева Е.Н.Кудрявцева
Г.Р. Дарионова Г.Р. Дарионова
 16 сентября 2021 г.