

To all tender participants

Dear Sirs,

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

Lot #	2022-3
Product	Gasoline gas stable or Virgin naphtha or Naphtha
Producer	Ryazan refinery Other Producers are in Seller's option subject to meeting the below quality guarantees.
Quantity	up to 190 000 mt in Seller's option
Delivery terms	<p>The main basis – FOB Arkhangelsk</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's</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.
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, Limitation of Liability, Destination clauses
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>
Pricing:	<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. 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><u>For FOB terms</u> - 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.</p> <p><u>For FOB Arkhangelsk</u> - 22 500 mt +/-10% in Seller's operational tolerance</p> <p>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, determinati on required
Naphthenic hydrocarbon	%	GOST 52714- 2018	not rated, determinati on 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/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

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

**Акционерное общество
"РЯЗАНСКАЯ НЕФТЕПЕРЕРАБАТЫВАЮЩАЯ КОМПАНИЯ"**

Российская Федерация, город Рязань
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РОСНЕФТЬ

Приложение к паспорту № 34039 от 26.09.2019

**Бензин газовый стабильный БЛ
СТО 11605031-019-2007**

№№ п/п	Обозначение законодательного акта, нормативного документа или свода правил	Сведения, необходимые для описания товаров		
		Наименование показателя	Метод испытания	Фактическое значение
1	Решение Совета Евразийской экономической комиссии от 16 июля 2012 г. № 54 «Об утверждении единой Товарной номенклатуры внешнеэкономической деятельности Евразийского экономического союза и Единого таможенного тарифа Евразийского экономического союза»	Фракционный состав: процент перегонки при 210 °С, % (по объёму)	АСТМ Д 86-17	Выкипает до 210°С
2	Решение Коллегии Евразийской экономической комиссии от 01 сентября 2015 г. № 108 «О внесении изменений в единую Товарную номенклатуру внешнеэкономической деятельности Евразийского экономического союза, Единый таможенный тариф Евразийского экономического союза, а также в перечень чувствительных товаров, в отношении которых решение об изменении ставки ввозной таможенной пошлины принимается Советом Евразийской экономической комиссии, в отношении пентан-гексановой фракции»	Содержание пентана (С5), мас. %	АСТМ Д 5134-13	1,44
		Содержание гексана (С6), мас. %	АСТМ Д 5134-13	19,19
		Наименование процесса переработки	Атмосферная перегонка сырой нефти, Каталитический риформинг, Гидроочистка, Экстракция	



Сменный инженер-технолог цеха № 11

Рос

С.В. Донюкова