

To all tender participants

Dear Sirs,

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

Lot #	2022-27
Product	Export heavy petroleum fuel/ VGO/ Vacuum gasoil
Producer	Ryazan, Syzran, Saratov, Novokuibyshev, Ufimskiy, Ufaneftekhim, Novoil refineries. Other Producers are in Seller's option subject to meeting the below quality guarantees.
Quantity	up to 4 300 000 mt in Seller's option
Delivery terms	FOB Black Sea ports including STS with floating storage / FOB Baltic sea ports including STS with floating storage (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 08th 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	<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.
General terms and conditions	<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 (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:	High consecutive quotations for VGO 2,0% published by 'Platt's European Marketscan' under headings «CIF NWE/BASIS ARA»

Pricing period:	Month of actual delivery. Average of all quotations published during month of BL date.
Escalation/ De-escalation:	- density, - viscosity, - cokeability, - vanadium. We will not review or consider any additional escalation/ de-escalation.
Jurisdiction:	In accordance with the laws of the Russian Federation.
Cargo sizes:	30 000 mt +/-10% in Seller's operational tolerance.

- ! 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					
			Syzran	Saratov	Ufimskiy, Ufaneftek him, Novoil	Ryazan	Novokuib yshev	Blend
Kinematic viscosity at 50 Dgr C, max	mm ² /s	GOST 33 ASTM D 445 ISO 3104 DIN EN ISO 3104	75,0	60,0	95,0	80,0	60,0	95,0
Sulphur Content, max	% mass	ASTM D 4294 GOST R 51947 GOST 32139	3,0	2,0	3,0	2,5	3,0	3,0
Flash Point (closed cup), min	Dgr C	ASTM D 93 (B) GOST 6356	61	61	61	61	61	61
Pour Point, min	Dgr C	GOST 20287 ASTM D97	19	19	19	19	19	19

		ISO 3016						
Density at 15 Dgr C, max	kg/l	GOST R 51069 ASTM D 1298	0,930	0,930	0,953	0,940	0,940	0,953
Cokeability, max	%	EN ISO10370 GOST 19932	0,7	0,4	1,3	0,8	0,6	1,3
Vanadium, max	%	GOST 10364 IP 470/ 501	0,0006	0,0005	0,0010	0,0005	0,0006	0,0010

- ! 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 Fuel oil / RME 180 / RMG 380 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/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 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 blue ink, consisting of several loops and a long vertical stroke at the end.

RYAZAN VGO

METHOD	TEST	UNIT	AUGUST
ASTM D1298	Density at 15°C	g/ml	0,9258
GOST 3900	Density at 20°C	g/sm ³	0,9226
ASTM D445	Kinematic Viscosity at 50°C	mm ² /s	36,97
NOM 47 /UNI 20048	Viscosity at 50°C	Engler Degree	4,96
ASTM D4294	Total Sulphur Content	%(m/m)	2,09
ASTM D93 (Procedure B)	Flash Point by PMCC	OC	168,0
ASTM D95	Water by distillation	%(m/m)	0,05
ASTM D97	Pour point	OC	36
ASTM D4530	Micro Carbon Residue	%(m/m)	0,12
ASTM D1160	Vacuum distillation		
	Distillation Pressure	mm Hg	2
	Initial boiling point (IBP)	OC	231
	5 % recovered at (AET)	OC	355
	10 % recovered at (AET)	OC	378
	20 % recovered at (AET)	OC	400
	30 % recovered at (AET)	OC	415
	40 % recovered at (AET)	OC	436
	50 % recovered at (AET)	OC	451
	60 % recovered at (AET)	OC	464
	70 % recovered at (AET)	OC	480
	80 % recovered at (AET)	OC	494
	90 % recovered at (AET)	OC	521
	95 % recovered at (AET)	OC	526
	Final boiling point (FBP)	OC	536
	Final Recovered	%(v/v)	98,0
IP 501	Elements in Residual Fuel Oil by ICP		
	Vanadium	mg/kg	<1
	Nickel	mg/kg	<1
	Sodium	mg/kg	<1
IP 501	Iron	mg/kg	<2
ASTM D5762	Nitrogen content	mg/kg	1400
ASTM D611 Procedure E	Aniline Point	OC	78,10
TOTAL 642	Asphaltene	µg/g	<100
ASTM D1500 /ASTM D6045	Colour ASTM	-	<6.5
ASTM D4740	Cleanliness by spot test	-	1
ASTM D1159/ ASTM D1160	Bromine number on OVHD up to	g Br ₂ /100 g	3
	Recovered at 360°C	%(v/v)	6,0
	Distillation Pressure	mm Hg	2
ASTM D482	Ash	%(m/m)	0,002
SMS 1600-83	P- Value	-	>5.0
UOP 779	Total Organic Chloride	ppm(m/m)	1,0
ASTM D664 (method A)	Acid number (Inflection end-point)	mg KOH/g	<0.1

SYZLAN VGO

METHOD	TEST	UNIT	AUGUST
ASTM D1298	Density at 15°C	g/ml	0,9254
GOST 3900	Density at 20°C	g/sm ³	0,9219
ASTM D445	Kinematic Viscosity at 50°C	mm ² /s	46,38
NOM 47 /UNI 20048	Viscosity at 50°C	Engler Degree	6,18
ASTM D4294	Total Sulphur Content	%(m/m)	2,07
ASTM D93 (Procedure B)	Flash Point by PMCC	°C	158,5
ASTM D95	Water by distillation	%(m/m)	0,05
ASTM D97	Pour point	°C	45
ASTM D4530	Micro Carbon Residue	%(m/m)	0,12
ASTM D1160	Vacuum distillation		
	Distillation Pressure	mm Hg	2
	Initial boiling point (IBP)	°C	225
	5 % recovered at (AET)	°C	328
	10 % recovered at (AET)	°C	382
	20 % recovered at (AET)	°C	431
	30 % recovered at (AET)	°C	440
	40 % recovered at (AET)	°C	446
	50 % recovered at (AET)	°C	456
	60 % recovered at (AET)	°C	474
	70 % recovered at (AET)	°C	490
	80 % recovered at (AET)	°C	509
	90 % recovered at (AET)	°C	518
	95 % recovered at (AET)	°C	
	Final boiling point (FBP)	°C	540
	Final Recovered	%(v/v)	98,5
IP 501	Elements in Residual Fuel Oil by ICP		
	Vanadium	mg/kg	<1
	Nickel	mg/kg	<1
	Sodium	mg/kg	<1
IP 501	Iron	mg/kg	<2
ASTM D5762	Nitrogen content	mg/kg	1500
ASTM D611 Procedure E	Aniline Point	°C	80,70
TOTAL 642	Asphaltene	µg/g	<100
ASTM D1500 /ASTM D6045	Colour ASTM	-	<7.5
ASTM D4740	Cleanliness by spot test	-	2
ASTM D1159/ ASTM D1160	Bromine number on OVHD up to	g Br ₂ /100 g	4,8
	Recovered at AET 360°C	%(v/v)	7,0
	Pressure at 360°C Cut	mm Hg	2
ASTM D482	Ash	%(m/m)	<0.001
SMS 1600-83	P- Value	-	>5.00
UOP 779	Total Organic Chloride	ppm(m/m)	1,2
ASTM D664 (method A)	Acid number (Inflection end-point)	mg KOH/g	<0.1

SARATOV VGO

METHOD	TEST	UNIT	JUNE	JULY	AUGUST
ASTM D1298	Density at 15°C	g/ml	0,9167	0,9174	0,9178
GOST 3900	Density at 20°C	g/sm ³	0,9132	0,9140	0,9144
ASTM D445	Kinematic Viscosity at 50°C	mm ² /s	44,66	44,18	49,13
NOM 47 /UNI 20048	Viscosity at 50°C	Engler Degree	5,95	5,89	6,54
ASTM D4294	Total Sulphur Content	%(m/m)	1,64	1,78	1,73
ASTM D93 (Procedure B)	Flash Point by PMCC	°C	216,0	202,5	218,5
ASTM D95	Water by distillation	%(m/m)	0,05	0,05	0,05
ASTM D97	Pour point	°C	39	39	42
ASTM D4530	Micro Carbon Residue	%(m/m)	0,18	0,25	0,14
ASTM D1160	Vacuum distillation				
	Distillation Pressure	mm Hg	2	2	2
	Initial boiling point (IBP)	°C	274	254	284
	5 % recovered at (AET)	°C	358	383	384
	10 % recovered at (AET)	°C	380	393	397
	20 % recovered at (AET)	°C	404	406	413
	30 % recovered at (AET)	°C	424	419	424
	40 % recovered at (AET)	°C	435	432	435
	50 % recovered at (AET)	°C	448	437	446
	60 % recovered at (AET)	°C	458	452	458
	70 % recovered at (AET)	°C	476	467	471
	80 % recovered at (AET)	°C	494	487	487
	90 % recovered at (AET)	°C	523	514	507
	95 % recovered at (AET)	°C			523
	Final boiling point (FBP)	°C	534	538	542
	Final Recovered	%(v/v)	96,0	98,0	98,5
IP 501	Elements in Residual Fuel Oil by ICP				
	Vanadium	mg/kg	<1	<1	<1
	Nickel	mg/kg	<1	<1	<1
	Sodium	mg/kg	<1	<1	<1
IP 501	Iron	mg/kg	<2	<2	<2
ASTM D5762	Nitrogen content	mg/kg	1300	1300	1200
ASTM D611 Procedure E	Aniline Point	°C	86,70	85,85	87,05
TOTAL 642	Asphaltene	µg/g	<100	<100	<100
ASTM D1500 /ASTM D6045	Colour ASTM	-	7,0	6,5	<8
ASTM D4740	Cleanliness by spot test	-	2	1	1
ASTM D1159/ ASTM D1160	Bromine number on OVHD up to 360°C	g Br ₂ /100 g	4,4	3,6	3,2
	Recovered at 360°C	%(v/v)	3,0	4,0	3,0
	Distillation Pressure	mm Hg	2	2	2
ASTM D482	Ash	%(m/m)	0,005	<0,001	<0,001
SMS 1600-83	P- Value	-	>5.00	>5.00	>5.00
UOP 779	Total Organic Chloride	ppm(m/m)	1,6	1,7	2,9
ASTM D664 (method A)	Acid number (Inflection end-point)	mg KOH/g	0,1	<0,1	0,1

Novokuibyshev VGO

METHOD	TEST	UNIT	AUGUST
ASTM D1298	Density at 15°C	g/ml	0,9298
GOST 3900	Density at 20°C	g/sm ³	0,9264
ASTM D445	Kinematic Viscosity at 50°C	mm ² /s	36,80
NOM 47 /UNI 20048	Viscosity at 50°C	Engler Degree	4,94
ASTM D4294	Total Sulphur Content	%(m/m)	2,21
ASTM D93 (Procedure B)	Flash Point by PMCC	OC	184,5
ASTM D95	Water by distillation	%(m/m)	0,05
ASTM D97	Pour point	OC	36
ASTM D4530	Micro Carbon Residue	%(m/m)	<0.10
ASTM D1160	Vacuum distillation		
	Distillation Pressure	mm Hg	2
	Initial boiling point (IBP)	OC	226
	5 % recovered at (AET)	OC	344
	10 % recovered at (AET)	OC	365
	20 % recovered at (AET)	OC	398
	30 % recovered at (AET)	OC	414
	40 % recovered at (AET)	OC	427
	50 % recovered at (AET)	OC	440
	60 % recovered at (AET)	OC	453
	70 % recovered at (AET)	OC	464
	80 % recovered at (AET)	OC	477
	90 % recovered at (AET)	OC	498
	95 % recovered at (AET)	OC	513
	Final boiling point (FBP)	OC	518
	Final Recovered	%(v/v)	98,0
IP 501	Elements in Residual Fuel Oil by ICP		
	Vanadium	mg/kg	<1
	Nickel	mg/kg	<1
	Sodium	mg/kg	1
IP 501	Iron	mg/kg	<2
ASTM D5762	Nitrogen content	mg/kg	1700
ASTM D611 Procedure E	Aniline Point	OC	76,75
TOTAL 642	Asphaltene	µg/g	124
ASTM D1500 /ASTM D6045	Colour ASTM	-	8,0
ASTM D4740	Cleanliness by spot test	-	2
ASTM D1159/ ASTM D1160	Bromine number on OVHD up to	g Br ₂ /100 g	12,3
	Recovered at 360°C	%(v/v)	9,0
	Distillation Pressure	mm Hg	2
ASTM D482	Ash	%(m/m)	<0.001
SMS 1600-83	P- Value	-	>5.00
UOP 779	Total Organic Chloride	ppm(m/m)	1,2
ASTM D664 (method A)	Acid number (Inflection end-point)	mg KOH/g	<0.1

UFANEFTEKHIM VGO

METHOD	TEST	UNIT	JULY	AUGUST
ASTM D1298	Density at 15°C	g/ml	0,9339	0,9313
GOST 3900	Density at 20°C	g/sm ³	0,9288	0,9262
ASTM D445	Kinematic Viscosity at 50°C	mm ² /s	67,01	67,07
NOM 47 /UNI 20048	Viscosity at 50°C	Engler Degree	8,85	8,85
ASTM D4294	Total Sulphur Content	%(m/m)	2,59	2,73
ASTM D93 (Procedure B)	Flash Point by PMCC	0C	110,0	112,0
ASTM D95	Water by distillation	%(m/m)	0,1	0,05
ASTM D97	Pour point	0C	36	36
ASTM D4530	Micro Carbon Residue	%(m/m)	0,94	0,84
ASTM D1160	Vacuum distillation			
	Distillation Pressure	mm Hg	2	2
	Initial boiling point (IBP)	0C	252	263
	5 % recovered at (AET)	0C	376	380
	10 % recovered at (AET)	0C	394	399
	20 % recovered at (AET)	0C	414	420
	30 % recovered at (AET)	0C	431	436
	40 % recovered at (AET)	0C	446	450
	50 % recovered at (AET)	0C	462	464
	60 % recovered at (AET)	0C	478	479
	70 % recovered at (AET)	0C	496	495
	80 % recovered at (AET)	0C	519	515
	90 % recovered at (AET)	0C	565	544
	95 % recovered at (AET)	0C	-	-
	Final boiling point (FBP)	0C	-	-
	Final Recovered	%(v/v)	92,0	93,0
IP 501	Elements in Residual Fuel Oil by ICP			
	Vanadium	mg/kg	3,0	2,0
	Nickel	mg/kg	1,0	<1
	Sodium	mg/kg	<1	<1
IP 501	Iron	mg/kg	<2	5,0
ASTM D5762	Nitrogen content	mg/kg	1400	1600
ASTM D611 Procedure E	Aniline Point	0C	78,25	76,45
TOTAL 642	Asphaltene	µg/g	112	133,0
ASTM D1500 /ASTM D6045	Colour ASTM	-	>8	>8
ASTM D4740	Cleanliness by spot test	-	2	2
ASTM D1159/ ASTM D1160	Bromine number on OVHD up to 3600C	g Br2/100 g	6,3	6,3
	Recovered at 360°C	%(v/v)	5,5	9,0
	Distillation Pressure	mm Hg	2	2,0
ASTM D482	Ash	%(m/m)	<0.001	0,001
SMS 1600-83	P- Value	-	>5.00	>5.00
UOP 779	Total Organic Chloride	ppm(m/m)	1,1	0,7
ASTM D664 (method A)	Acid number (Inflection end-point)	mg KOH/g	0,5	<0.1