



05.09.2022

ИСХ-06-35518-22

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№ ИСХ-06-\_\_\_\_\_ -22  
\_\_\_\_\_.2022

To all tender participants

Dear Sirs,

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

<b>Lot #</b>	<b>Gasoline-2022-10</b>
<b>Product</b>	Gasoline 92-2
<b>Producer</b>	Angarsk refinery. Other Producers are in Seller's option subject to meeting the below quality guarantees.
<b>Quantity</b>	up to 5 100 mt in Seller's option
<b>Delivery terms</b>	FOB Vostochny
<b>Delivery period</b>	September 12, 2022 – October 31, 2022 (both dates inclusive), carryover deliveries of FOB volumes are available until November 30, 2022.
<b>Quality</b>	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.
<b>Bidding deadline</b>	The signed bid shall be submitted strictly through CJSC TEK – Torg electronic platform in the relevant Rosneft's module ( <a href="https://tender.tektorg.ru">https://tender.tektorg.ru</a> ) under the heading "Tender sales of RAW HYDROCARBONS" pursuant to rules and regulations of the electronic platform <b>no later than 15:00 Moscow time on the 12nd of September, 2022.</b>
<b>Bid validity</b>	Your bid should be valid through the 30th of September 2022 at 22:00 Moscow time.



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	<p>Should validity not be indicated in your bid, Rosneft shall 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"> <li>- pricing period options,</li> <li>- non-relevant quotations,</li> <li>- any additional quality guarantees outside the standard guaranteed specification,</li> <li>- escalation/ de-escalation in Buyer's option,</li> <li>- escalation/ de-escalation based on any additional parameters except indicated in respective column,</li> <li>- laydays and cargo sizes in Buyer's option,</li> <li>- quantity in Buyer's option,</li> <li>- delivery terms in Buyer's option,</li> <li>- non-standard payment terms, as well as any non-standard currency/alternative currency clauses,</li> <li>- cancel/re-sell clause,</li> <li>- provision of Financial statements clause,</li> <li>- alternative Anti-corruption, Confidentiality, Sanctions, Limitation of Liability, Destination clauses</li> </ul>
<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"> <li>a) Laytime, Specific conditions 1-4, Nomination, Payment terms, Currency/Alternative currency - as per <b>Attachment №1</b>;</li> <li>b) Anti-corruption, Confidentiality, Sanctions, Liability - as per <b>Attachment № 2</b>;</li> <li>c) Destination - as per <b>Attachment № 3</b></li> </ul> <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</p>

	the terms of the Rosneft Standard and the executed bilateral sales and purchase agreement.
<b>Pricing:</b>	<p>The average quotations per barrel for Gasoline 92 as published in Platt's European Marketscan under the headings « Singapore»;</p> <p>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 Bill of Lading issued at load port );</p> <p>and/or</p> <p>Fixed price</p>
<b>Pricing period:</b>	Month of actual delivery. Average of all quotations published during month of BL date.
<b>Escalation/ De-escalation:</b>	Kindly note that we will not review or consider any escalation/ de-escalation.
<b>Jurisdiction:</b>	In accordance with the laws of the Russian Federation.
<b>Cargo sizes:</b>	<p><u>For FOB terms</u></p> <p>- 5 000 mt +/-10% in Seller's operational tolerance.</p> <p>Other cargo size is subject to mutual agreement.</p> <p>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
Research Octane Number (RON), min		GOST 8226 - 2015	92,0
Motor Octane Number (MON), min		GOST 511-2015	83,0
Distillation			
Recovered at 100	Degrees C	GOST 2177-99	40,0-70,0
FBP, max	Degrees C	GOST 2177-99	215,0
Density at 15 Dgr C	kg/m (3)	ASTM D 4052- 18	725,0- 780,0
Sulfur content, max	Mg/kg	GOST 32139- 2019	500,0
Induction Period, min	min	GOST 4039-88	360,0
Vapor pressure	kPa	GOST 1756- 2000	35,0-80,0 in summer, 35,0-100,0 in autumn, winter, spring
Benzene, max	%	GOST 32507- 2013 (B)	5,0
Manganese, max	Mg/dm(3)	GOST R 33158- 2014	absence
Iron (Fe), max	Mg/dm(3)	GOST 32514- 2013	absence
MMA content, max	%	GOST 32515- 2013	1,3
Washed Gum, max	Mg/dm(3)	GOST 1567-97	50,0
Copper strip Corrosion		GOST 6321-92	Class 1

Content of LEAD, max	Mg/dm(3)	GOST EN 237-2013	absence
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- ! 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 92-2 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 quotations 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](mailto: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. This letter, including any attachments hereto, contains confidential and legally privileged information designated exclusively for the intended recipient, which shall be kept confidential and shall not be disclosed to any other person or entity. The obligation in this paragraph**

is continuing and, in particular, shall remain binding for the period of 1 years from the date of this letter.

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 tail, positioned to the right of the typed name.