



**To the tender participants**

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**Ref.:** 06 - 57022

**Date:** 13.10.2020

**Dear Sirs,**

Taking into account the aspiration of you respected company for development of mutual cooperation between our companies, we would like to propose you to take part in our tender lot **№ 06/1-397** for the supply of the following quantity of oil products, produced by Oil Company Rosneft. Delivery period for the Goods is **November 2020 with further possibility of loading of the carried over quantities in December 2020:**

**List of the Goods please find enclosed in Attachment #1 to the present letter.**

**Let us remind you to name the lot every time you write to us: in tender offer and in letter's title as well.**

**PLEASE PAY CLOSE ATTENTION!**

Mozyr PBT is offered on the following terms: CPT/DAF Belorussian and/or Russian and/or others borders or port stations, and EXW, and FCA (**except for deliveries to Ukraine and transit through Ukraine**).

You have the right to provide your offer for alternative delivery bases which are not envisaged in present invitation to make offers. Oil Company Rosneft is entitled to consider such offers, but is not obliged to do so.

Your acceptance of the terms of the export contracts proposed by Oil Company Rosneft is an essential condition to your taking part in the oil product purchasing process under this proposal.

If interested, your company is expected to provide, **not later than 14:00 Moscow time on November 20<sup>th</sup>, 2020**, Oil Company Rosneft with duly signed price proposal. ***Essential condition of this tender is railway plan confirmation.***

*The Buyer is obliged to provide a confirmed railway plan for transportation of the goods through the territory of foreign Countries not later than within 5 (five) banking days from the date of mutual countersign of the Addendum and/or Attachment to the present Contract.*

*In case such confirmation not provided and the loading of the goods cannot be effected due to rejection of the plan or absence of confirmation from the addressee of the goods or any infrastructural (technological) constraints of border-crossing points the Seller reserve the right to terminate the obligations under the Contract and carries no responsibility for non-supply of the Goods in question.*

*In case you don't provide addressee's confirmation of the railway plan all possible documentary confirmed damages incurred by the Seller resulting from Buyer's breach of the contract including extra storage costs, penalties from railways, and railway cars demurrage etc. to be for tile Buyer's account.*

All proposals must be presented in the following form:

Producing refinery	Product name	Quality peculiarities	Delivery dates	Quantity M tons		Delivery basis (obligatory statement of the border station and END station)	Premium/Discount measured in respective deal currency per mt on a particular delivery basis	Pricing formula
				Minimum confirmed cargo lot	Maximum confirmed cargo lot			

**Your bid for November 2020 tender in accordance of this letter should be applied electronically through JSC TEK-Torg platform in relevant Rosneft's module (<http://tender.tektorg.ru>) in section under the heading «Tender sales UVS» pursuant to the rules and conditions of CJSC TEK-Torg electronic platform. The offer shall include name and number of the pertinent lot.**

Please be informed that all proposals for this tender are **strictly** based on **average quotations during the month of delivery, i.e. month of transfer of ownership under the Incoterms.** The quotations which would be used as a base for price calculations **must** be published by a worldwide information agency publicly available and known (Argus, Platt's etc.), which can be used as a benchmark on the world market of LPG.

Taking into account the abovementioned please notice that any other proposal **NOT** based on the quotations stated above **will be considered null and void.**

Your signed proposal should obligatory contain the information on the number of tender lot your company wants to participate in. In all cases price shall be delivered or sent before the above mentioned time.

If you fail to send the price proposal specifying a price discount/premium within the timeframe specified or any other way, you will not be able to take part in the oil product purchasing process. **Kindly pay attention to the form according to which your price proposal should be presented and take into account that correspondence with this form is also an integral part of the bidding process which provides us with opportunity to stay just and give a quick response to your price proposal. The price proposal should obligatory contain the information on the min and max cargo for the lot.**

Please bear in mind that due to certain strict conditions under which this tender is held, price proposal not in frames of the abovestated conditions would not be taken into account and would be considered **null and void.**

**ATTENTION!** Pay attention to the fact that if you state the end station according to clause stated above it **MUST BE THE END STATION.** In case your price proposal implies readdressing of the goods, you must STATE it in the misc conditions. Otherwise in case such **unauthorized** readdressing takes place, the Company reserve the right to deny such price proposals and charge such cases to the address of the Buyer albeit the Buyer responsible for such issue is subject to imposing most serious sanctions.

**Additionally it's necessary to apply to your bid requisite applications in the attached form (sample is sent to you along with this invitation in electronic form) – Attachment #2**

After your bid is considered, you will be notified as follows:

You will be sent the notice of the decision made on your bid, before 18:00 Moscow time on **the 30<sup>th</sup> of October, 2020**. However, Oil Company Rosneft reserves the right to send you another proposal to make a bid with revised price information or any special details that require your attention. In this case the revised price proposal or any other information in frames of the enquiry should be provided to Oil Company Rosneft within the strict timeframes stipulated in that enquiry.

According to the results of procedure of assessment and acceptance of your revised bid or additional information you are to be notified before 18:00 Moscow time on **the 30<sup>th</sup> of October, 2020**.

Delivery of the Goods under the preset tender is effected under full 100% prepayment of each lot of the goods or by mutual agreement of the Parties on the terms of payment guaranteed by irrevocable Stand by letter of credit in favor of the Seller.

Please pay attention to the fact the payment terms are sufficient tender condition which effects the final calculation of the bid you provide. For the purpose of correct assessment of value of your tender bid please state **the payment terms** you would like

to work on: full prepayment or L/C. Otherwise Oil Company Rosneft has the right to wave the bid due to lack of sufficient information to calculate the bid value.

**Please pay attention to the fact that Rosneft Oil Company considers payment for Goods in «Euro» as preferential payment method. All export Contracts from now on would state «Euro» payments as preferential. You have the right to place your bid for tender with payments in other currencies, but Rosneft Oil Company reserves the right to decline such bids in frames of this tender.**

The terms of the contract or addendum to one signed and initialed by the parties based on the results of the tender procedure shall be binding upon the Buyer.

**You should take into consideration that the volume to be allocated under the terms of the Contract or Addendum to the current Contract for final confirmation in frames of this lot is subject to 0-100% Sellers option.**

**In case your price proposal turns out to be one of the winner's pool, but not the best one, you will be offered to confirm the lot as a stand-by deal subject to further confirmation in case the opportunity to deliver this lot arise. You will have the opportunity to mutually confirm the deal upon the matter. Please bear in mind that such deals in frames of this lot are subject to flat Sellers option (up to).**

Concerning additional conditions and rules of this tender (be it delivery basis, transportation facilities, pricing period, delivery period or any other substantial tender conditions stated in this Tender invitation). Please be aware that in case there is no reference or comments on these conditions of any kind, Rosneft Oil Company reserve the right to consider your proposal "by default" accepting all such conditions and evaluate your bid taking these conditions and rules. Once again we ask you to pay additional attention to the information you provide for tender.

If you fail to comply with the terms of the export contract with the Seller in respect of any shipment agreed thereunder, the Seller will be entitled to terminate the contract and sell the quantity of oil products subject to confirmation in frames of this tender to your company at own discretion with further charges arising herein against the Buyer.

Please take into account that you became aware of any cases of corporate fraud or corruption at Oil Company Rosneft in whole or during the process of bidding you can use our Security Hotline. Privacy guaranteed.

Telephone for contact - 8(800)500-25-45 (24/7 – call is free).

E-mail for contact - [sec\\_hotline@rosneft.ru](mailto:sec_hotline@rosneft.ru)

Address for correspondence - post box 13 (noted – for Security Hotline), 3/9, Bolshaya Polyanka street, Moscow 119180.

Please note that compliance with the above timeframes is an essential condition to taking part in the tender procedure.

The aforementioned proposal should not be considered as an offer or the invitation for the auction and shall entail no obligation for Rosneft Oil Company. Rosneft is entitled to wave all and any bids.

Pay attention to the fact that if the winner intends to change the basis delivery in frames of the provided bid including the amendments with saved netback parity Rosneft is entitled to wave all and any bids.

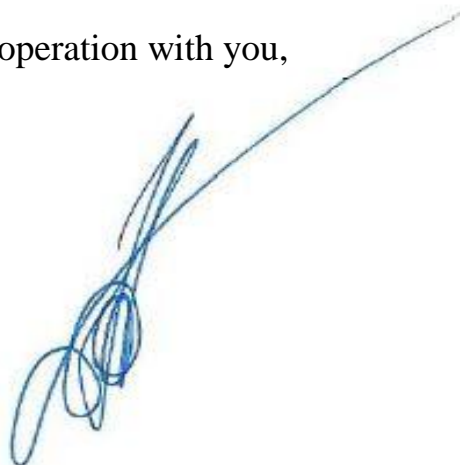
Applications shall not be considered if submitted by Buyers who failed to provide documents for pre-screening in connection with tender pre-qualification and/or failed to successfully pass pre-screening for tender pre-qualification. (For a list of documents required for prescreening in connection with tender pre-qualification please refer to the Potential Buyers Pre-qualification in the Area of Hydrocarbons and Petroleum/Gas/Petrochemical Products Sales section of the website <http://tender.rosneft.ru>)

Looking forward to a long and effective cooperation with you,

Yours faithfully,

Andrew I. Dobraykov

Deputy Head  
Management of trading of gas  
products and petrochemicals  
Department of crude oil and  
oil products trading department

A handwritten signature in blue ink, consisting of several loops and a long, sweeping horizontal stroke extending towards the top right of the page.

## Attachment #1

### List of Goods:

Producer	Goods	Quantity, mt +/-40%	Delivery Basis
Mozyr Refinery	PBT	500*	CPT/DAF Belorussian and/or Russian and/or others borders or port stations, and EXW and FCA
The Contract with the winner of the tender is subject to signing on behalf of Rosneft Oil Company			

**\*All delivery basis applied except for deliveries to Ukraine and transit through Ukraine is allowed.**

**Attention!** The volume subject to final confirmation would be based on total quantity confirmed by the Refinery at the moment of final allocation of this lot. You have the right to provide the bid with volumes corrected according to your own demand which could vary to the higher or smaller sides from those stated above.

**The volume to be allocated under the terms of the Contract or Addendum to the current Contract for final confirmation in frames of this lot is subject to 0-100% Sellers option.**

**Please bear in mind, that the delivery period should be stated in the exact format as follows:**

**«Delivery period for the Goods is November 2020 with further possibility of loading of the carried over quantities in December 2020».**

**Or:**

**«Delivery period for the Goods is November 2020.»**

**All bids with delivery period stated otherwise would not be considered and accounted for in frames of this tender!!!**

На бланке организации

Заполняется на русском языке

Разнарядка на отгрузку нефтепродуктов на экспорт № \_\_\_\_\_ от \_\_\_\_\_

Наименование нефтепродукта \_\_\_\_\_  
Количество (тонн) \_\_\_\_\_ ТОНН  
Условия поставки указать базис поставки

Сведения для ж/д накладной:

Графа 4 Особые заявления отправления (вместимость 100 знаков)

Графа 5 Получатель (полное наименование), его код, почтовый адрес

Графа 6 Отметки, необязательные для ж.д. (вместимость 135 знаков)

Графа 7 Пограничные станции перехода (выходные пограничные станции и пограничные станции транзитных стран)

Сокращенное наим ж/д	Наим станции	Код ж.д.	Код станции

Графа 8 Дорога и станция назначения

Сокращенное наим ж/д	Наим. Станции и дороги	Код станции

Графа 20 Платежи за транзитные дороги (вместимость 185 знаков)

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- Дополнительно необходимую для отгрузки информацию нужно указывать в виде особых отметок к заявке.

Руководитель фирмы \_\_\_\_\_

(роспись, печать)

(Ф.И.О.)