

06-44614 dtd 15.07.2019
To all tender participants

Dear Sirs,

We herewith invite you to submit your bids on the following terms:

Lot #	6/6-1(07)/16
Product	Gasoline gas stable (Naphtha)
Producer	Yanos refinery
Quantity	From 0 mt up to 6 000 mt in Seller's option
Delivery terms	FOB Arkhangelsk
Delivery period	July 30 – August 31, 2019 (both dates inclusive).
Quality	Guaranteed specification can be found below. Off spec cargo - MTBE content
Bidding deadline	The signed bid to be sent to Rosneft Oil Company to distillates_tender@rosneft.ru not later than July 18th, 2019 19:00 o'clock Moscow time
Validity	Your bid should be valid till 22:00 o'clock Moscow time 29th of July, 2019.
General terms and conditions	Contract form and its contents shall be in Sellers option. The following agreed provisions shall comprise the oil product supply contract: Laytime, Specific conditions 1-4, Nomination, Payment terms as per attachment №1 to the present invitation letter; Alternative currency, Payment obligations, Anti-corruption, Confidentiality, Sanctions, Liability, trade controls and boycotts as per attachment №2 to the present invitation letter;

Price basis:	Mean of the means of all available quotations for Naphtha as published in Platt's European Marketscan - under the headings «Barges FOB Rotterdam» and «Cargoes CIF NWE/Basis ARA»
Pricing period:	Month of actual delivery (month of BL date)
Escalation/ De-escalation:	No escalation to be applied
Jurisdiction:	In accordance with the laws of the Russian Federation.
Cargo sizes:	Strictly in Seller's option. Cargo size of up to 6000mt per vessel.

- ! **Cargo size shall always be in Seller's option.**
- ! **Buyer's option of laycan dates is not acceptable.**
- ! **You are requested to present your bids strictly on the above terms and conditions. Nevertheless in the addition to the above you are free to give bids on any terms and conditions/delivery basis not specified in this letter for our consideration. Rosneft will have the right but no obligation to award the bids on additional terms and conditions**

Guaranteed quality specification:

Test	Unit	Guarantee
Olefins, max	% mass	1,0
Content of Lead, max	mg/kg (ppb)	0,05 (50)
Distillation:		
Initial boiling point, min	Dgr C	30
10% distilled, max	Dgr C	75
50% distilled, max	Dgr C	130
90% distilled, max	Dgr C	175
end point, max	Dgr C	185
remainder, max	% vol	1,5
remainder and losses, max	% vol	4,5
Vapor pressure, max	kPa	80,0
Aromatic hydrocarbon, max	% mass	16
Paraffin hydrocarbon, min	% mass	47
Naphthenic hydrocarbon, max	% mass	43
Acid number, max	mg KOH / 100 cm ³	1,0
Gum content, max	mg/100 cm ³	2,0
Sulfur content, max	% mass	0,04

Copper strip test		Passes
Water soluble acids and alkalis		Absence
Sediments and water		Absence
Density at 15 degrees C	kg/m ³	not rated, determination required
MTBE content, max	ppm	5000
Color Saybolt scale, min	unit	20
Chlororganic contents	ppm	not rated, determination required

- ! No other quality guarantees or assurances besides the above are to be guaranteed by the Seller.**
- ! Historical quality specifications are enclosed for your information only with no guarantees from our side.**
- ! Bidder by presenting a relevant bid confirms that the subject Gasoline gas stable (Naphtha) is of fully merchantable quality, that he fully understands and accepts its quality and therefore waives the right to present any claims on non-merchantability of the delivered goods unless the specification deviates from that described above.**

Mandatory conditions for your participation in the bid selection process are as follows:

- ✓ Completed Rosneft Oil Company counterparty clearing procedure with a positive decision.
- ✓ A signed bid to be send to Rosneft Oil Company strictly to distillates_tender@rosneft.ru, which includes the following information:
 - Price quotations with one or more of the suggested delivery terms
 - Product name and producer
 - Maximum quantity of products requested
 - Delivery terms, which correspond to the price quotation
- ✓ Your bids shall be submitted in table format as follows:

Refinery	Product	Quality (if applicable)	Dispatch period	Tender quantity, tons (from 0 up to X mt)	Delivery terms (dispatch point/destination), as per terms indicated in the call for bids.	Price/premium/discout against price formula, in USD per ton at delivery terms	Price formula + pricing period

- ! Date and time of the received email with your bid, shall be deemed date and time of the bid receipt.**
- ! Bids forwarded by other means and/or to other addresses (as well as those forwarded past the deadline indicated in this letter) will not be considered.**
- ! Keep in mind, that observing our bid receipt deadlines is a mandatory prerequisite to further participation in the product purchase procedure.**
- ! Please note that the correct format and substance of your bid helps us expedite our internal totaling and objective offer evaluation.**
- ! Your acceptance of the terms of the present Invitation, Attachments №1, 2 to the present Invitation Letter and export contracts of Oil Company Rosneft is an essential condition to your taking part in the oil product purchasing process under this proposal.**
- ! You are requested to present your bids for a one round tender, Rosneft does not intend to introduce another round.**

You will be informed of the results of your bid review as follows:

- **Before 22:00 Moscow time on July 29th 2019** you will be informed of the bid review results.
- Adhering to and execution of the bid invitation terms and conditions by the winner in the relevant contract and/or appendix is mandatory
- Should the bidding winner refuse to enter into or execute a contract on any contractual parcel under the winning bid, Rosneft Oil Company shall have the right to award such contractual volume to third parties and to penalize the bidding winner. In this case the penalty amount shall be calculated basis the price difference between the winners bid and third party price and, accordingly, will include all the consequent losses caused by such refusal.

- ! Rosneft Oil Company reserves a right to reject a bid with validity, which deviates from the requirement stipulated in this letter.**
- ! If the Buyer during the contract's execution will change delivery terms (even with netback parity), the Rosneft Oil Company has right not to confirm such redirection.**
- ! Rosneft Oil Company reserves the right to decline all bids received.**
- ! Seller shall be Oil Company Rosneft or any Rosneft's affiliated 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 invitation to bid shall not under any circumstances be considered a legally binding document or offer and shall not constitute an offer or invitation to participate in a tender.

We are looking forward to our long-term and mutually beneficial cooperation.

Kind regards,

Director
Crude Oil and Product Trading Department



Denis Nyrkov