

To all tender participants

№06- 33247 dd 21.06.2021

Dear Sirs,

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

Lots #	6/7-(06)/4
Product	Low viscosity marine diesel oil type II
Producer	Angarskiy refinery. Other Producers are in Seller's option subject to meeting the below quality guarantees.
Quantity	up to 100 000 mt in Seller's option
Delivery terms	FOB Slavyanka/FOB Vostochnyi in Seller's option CPT any port, CPT any border, not including CPT Naushki
Delivery period	July 01, 2021 – August 31, 2021 (both dates inclusive), carryover deliveries are available till September 31, 2021.
Quality	As per the guaranteed quality specification below. Typical specification for this product is enclosed strictly for information purposes.
Bidding deadline	The signed Bid to be send strictly through CJSC TEK – Torg electronic platform in the 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 latest 15:00 o'clock Moscow time 24th of June, 2021.

Validity	<p>Your Bid should be valid till 22:00 o'clock Moscow time on 05th of July 2021.</p> <p>In absence of the Bid validity period, Rosneft considers your Bid irrevocable and valid until Validity expiry as defined above.</p>
Restrictions	<p>Rosneft shall not consider any bids which contain the following :</p> <ul style="list-style-type: none"> - pricing period options, - non relevant quotations, - any additional quality guarantees, - laycan dates and cargo sizes in Buyer's option, - quantity in Buyer's option, - delivery basis/ direction in Buyer's option, - alternative Anti-corruption, Confidentiality, Sanctions, Liability, Payment terms, Currency/Alternative currency 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 sales and purchase agreement, which is obligatory for execution in case and once the Bid is accepted by Rosneft:</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 (both a) and b) – “Rosneft Standard”). <p>By provision of 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 terms of the Rosneft Standard and the executed bilateral sales and purchase agreement.</p> <ul style="list-style-type: none"> c) attachment №3 - destination
Price basis:	<p>Average of all quotations per barrel for Gasoil (POABC00) as published in Platt's European Marketscan under the heading “Singapore”. Conversion of barrels into metric tons shall be done in conformity with conversion factor corresponding to the actual density of the</p>

	Goods at 15 degrees C (as per quantity certificate and/or passport of quantity - issued by the loading terminal or oil product terminal laboratory at loading port, for delivery basis FOB - issued by refinery-producer , for delivery basis CPT
Pricing period:	Month of actual delivery.
Jurisdiction:	In accordance with the laws of the Russian Federation.
Cargo sizes:	FOB Slavyanka – up to 12 000 mt in Seller’s option FOB Vostochnyi – up to 12 000 mt in Seller’s option Other cargo size is subject to mutual agreement.

! 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	Method	Guarantee
1.	Вязкость кинематическая, мм ² /с при 20 °С, не более Kinematic Viscosity at 20 degree C, мм ² /s, max	ГОСТ 33-2016 ASTM D 445-18	11,40
2.	Температура вспышки, определяемая в закрытом тигле, °С, не ниже Flash point in the closed crucible, degrees C, min	ГОСТ 6356-75, ГОСТ Р ЕН ИСО 2719-2008 метод А, ГОСТ ISO 2719-2017 метод А	61,0
3.	Температура застывания, °С, не выше Congeal point, degrees C, max	ГОСТ 20287-91 метод Б	0
4.	Массовая доля серы, %, не более Sulphur content, %, max	ГОСТ 32139-2019, ГОСТ Р 51947-2002	1,000
5.	Массовая доля меркаптановой серы, %, не более Mercaptane sulphur content, %, max	ГОСТ 17323-71 Метод А	0,025
6.	Массовая доля воды, % Water content	ГОСТ 2477-2014	следы traces
7.	Коксуемость, %, не более Cokeability, %, max	EN ISO 10370:2014, ГОСТ 19932-99,	0,20

		ASTM D 4530-15	
8.	Содержание водо-растворимых кислот и щелочей Water soluble acids and alkalies	ГОСТ 6307-75	отсутствие absence
9.	Зольность, %, не более Ash content, %, max	ГОСТ 1461-75 EN ISO 6245:2002	0,010
10.	Массовая доля механических примесей, %, не более Sediments, max	ГОСТ 6370-83	0,020
11.	Плотность при 15 °С, кг/м ³ , не более Density at 15 degrees C, kg/m ³ , max	ГОСТ Р 51069-97, ASTM Д 4052-18a	893,0
12.	Йодное число, г. йода на 100 г. топлива, не более Iodine number, g. Iodine/100 g. Product, max	ГОСТ 2070-82 метод А	20,0
13.	Цвет, не более Color, max	ASTM D 1500	Не нормируется Определение обязательно Limit not specified To be determined

***Important note: Please, provide escalation/de-escalation on color basis 2.5**

- ! No other quality guarantees or assurances apart from the above are guaranteed by the Seller.**
- ! Historical (Typical) 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 **Low viscosity marine diesel oil** is of fully merchantable quality, that you fully understands 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/ requirements to the Bid are as follows:

- ✓ Completed Rosneft Oil Company counterparty clearing procedure with a positive decision.
- ✓ 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
- Price 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 Bid shall include a reference to the relevant lot name and number with validity until **22:00 Moscow time on 05th of July 2021**
- ✓ 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) will not be considered.**
- ! Keep in mind, that compliance with the Bidding deadline is a mandatory prerequisite for consideration of your Bid by Rosneft.**
- ! Please note that 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 hereto and form of the Rosneft bilateral sales and purchase agreement is an essential condition for consideration of your Bid**

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

- **Before 22:00 Moscow time on 05th July 2021** you will be informed of the bid review results. Rosneft Oil Company reserves the right to send you an additional invitation with request to improve and/or clarify your Bid.
- If, upon acceptance of your offer by Rosneft, you refuse to close a transaction by signing a bilateral sale and purchase agreement on terms of accepted offer and 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 a right to reject a bid with validity, which deviates from the requirement stipulated in this letter.**
- ! Rosneft Oil Company reserves the right to decline all bids received. The Seller is Oil Company Rosneft.**

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 on Rosneft any obligations, 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

