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## TO THE TENDER PARTICIPANT

№ 06-76412 от 12/12/2018

*Dear Sirs,*

Taking into account interest of your esteemed company towards establishment or continuation of business cooperation with Rosneft Oil Company for oil&gas (chemical) products/ hydrocarbons sales, we suggest that you send price quotations on the lot 6/3-73 of Stable Gas Condensate, produced by A/O "ROSPAN INTERNATIONAL" (hereinafter – Product) to purchase products under the offer selection procedure **through JSC TEK – Torg electronic platform in relevant Rosneft's module (<http://rn.tektorg.ru#>)**.

Delivery period - January 2019.

Volume of delivery- up to 10 000 tons.

The terms of payment-100% prepayment.

Dispatch station - railway stations Farafontievskaya / Korotchaevo.

The quality of the goods is in accordance with STO 001-2008 "Stable gas Condensate produced by A/O "ROSPAN INTERNATIONAL". Technical conditions."

Stable Gas Condensate is offered on a free in railway tank-car at departure station delivery basis. Stable Gas Condensate will be dispatched evenly within the month of delivery.

**Mandatory conditions for your participation in the offer selection procedure are as follows:**

1. Positive opinion based on results of pre-qualification;
2. The signed offer to be sent to Rosneft Oil Company not later than December 20, 2018 3:00 p.m. (Moscow time), including the following:
  - Number of the LOT
  - Fixed price of the Product in USD per 1 metric ton (excluding of cost of transportation to the destination) at the dispatch station, or on the basis of DAP/CPT destination railway station;

- In case of a DAP, CPT - formula pricing is acceptable;
- Delivery destination;
- Max Quantity of Stable Gas Condensate;
- The destination station capability to receive eight-axle tanks;
- Information on the possibility of a destination station to accept 8-axle tanks;
- Confirmation of readiness to work on a pre-payment basis.
- The condensate railcar loading rate should be equal to 65 tons each.

3. The offer shall be presented in the following table format:

Manufacturer	Product name	Delivery Basis	Quantity, ton	Price, in USD per 1 ton at dispatch station (excluding of transportation costs to destination)
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**Your bid for January 2019 tender is according to Item 3 of this letter, should be submitted through JSC TEK – Torg electronic platform in relevant Rosneft’s module (<http://rn.tektorg.ru#>) in section under the heading “Tender sales UVS” pursuant to the rules and conditions of the electronic platform.**

**The offer should contain the information on the name and number of the LOT to which it refers to.**

**The offers sent via different sources and/or addresses and/or after the date specified in this letter and/or the offers which are not in line with requirement to the condensate railcar loading standard (65 tons) will not be accepted for review. Please, pay special attention to the offer format and content required for fast and correct evaluation of the offers.**

**In addition to, for the purpose of the efficient optimizing tender data processing, please list your bids into one official letter with price in descending order.**

**Price proposals submitted in any other form, in addition to the stated in this PDO, will not be accepted for consideration.**

Having reviewed your offer, we will inform you on the results as follows:

Before December 29, 2018 7:00 p.m. (Moscow time) we will let you know about the review results. Herewith Rosneft Oil Company reserves the right to send you a repeated invitation to make offers with improved cost or suggest updating of the submitted offer. In this case the repeated or updated offer shall be sent to Rosneft not later than November 29, 2018 3:00 p.m. (Moscow time).



Before January 11, 2019 7:00 p.m. (Moscow time) you will be informed on the results of the repeated or updated offer review. The bid winner is obliged to stick to the offer conditions in the course of signing the contract and/or Addendum to the existing contract as a result of the bidding.

If the bid winner refuses to execute a contract based on the accepted offer in terms of any of the shipments agreed, Rosneft will have a right to sell this amount to the third parties, charging the bid winner for all possible loss.

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>).

We would like to draw your attention to the fact that if the bid winner changes delivery terms in the future, including netback parity preservation, the seller (supplier) will retain the right not to fulfill such a request.

If you have encountered theft, fraud or corruption in Rosneft, please let us know via the Security Hotline. We guarantee your confidentiality.

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")

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Please be advised that observance of time constraints for offers acceptance is a key condition for participation in oil product procurement process.

This invitation to make offers shall not under any circumstances be considered as a legally binding document, it is not an offer or invitation to participate in the bidding.

Rosneft Oil Company reserves the right not to accept a single offer submitted.

We look forward to a long-term and fruitful cooperation.

Regards,

Director  
of Crude Oil and Oil Products  
Trading Department



D. Nyrkov