

PETROPERU S.A.

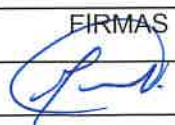
ACTA DE RECEPCIÓN DE PROPUESTAS PARA CONCURSO INTERNACIONAL DE PRECIOS CONVOCADOS POR SUB GERENCIA SUMINISTRO Y VENTAS INTERNACIONALES

REF: IMPORTACIÓN DE UN CARGAMENTO DE DIESEL B5-S50 DURANTE FEBRERO 2022

| FECHA RECEPCIÓN: 19/01/2022 |                                                             | N° CONCURSO: SSVI-0007-2022 / TENDER-005-2022 |                 |                |
|-----------------------------|-------------------------------------------------------------|-----------------------------------------------|-----------------|----------------|
| HORA INICIO : 10:00:00      |                                                             | HORA TÉRMINO : 11:00:00                       |                 |                |
| No.                         | EMPRESAS INVITADAS                                          | NÚMERO ASIGNADO                               | HORA DE LLEGADA | OBSERVACIONES  |
| 1                           | AMAZONIA ENERGIA INDUSTRIA E COMERCIO DE COMBUSTIVIES LTDA. |                                               |                 | No se presenta |
| 2                           | ARCADIA PETROLEUM LTD. / ARCADIA ENERGY(SUISSE) S.A         |                                               |                 | No se presenta |
| 3                           | ASTRA OIL COMPANY, INC.                                     |                                               |                 | No se presenta |
| 4                           | ATLANTIC TRADING & MARKETING, INC.                          |                                               |                 | No se presenta |
| 5                           | B.B. ENERGY (GULF) DMCC                                     |                                               |                 | No se presenta |
| 6                           | B.B. ENERGY USA LLC. / Esteban Muñoz                        |                                               |                 | No se presenta |

LAS PROPUESTAS DETALLADAS FUERON RECEPCIONADAS VÍA PORTAL WEB, MAIL y FAX EN PRESENCIA DEL REPRESENTANTE DE LA SUB GERENCIA QUE CONVOCÓ EL CONCURSO, PARTICIPANDO EN CALIDAD DE VEEDOR EL NOTARIO PÚBLICO, SUSCRIBIENDO AMBOS LA PRESENTE ACTA.

ASISTENTES A LA RECEPCIÓN DE PROPUESTAS

| SUB GERENCIA |             | SEÑORES                  |              | FIRMAS                                                                                |             |
|--------------|-------------|--------------------------|--------------|---------------------------------------------------------------------------------------|-------------|
| GDOCH        |             | JOSE A. Mondago Vallalón |              |  |             |
| COTIZA :     | 1 COMPAÑIAS | NO SE PRESENTA :         | 68 COMPAÑIAS | NO COTIZA:                                                                            | 6 COMPAÑIAS |

COMENTARIOS

PROPUESTA DE EXXON INGRESO POR CORREO (DICE FAX POR ERROR) Y SE CARGO AL SISTEMA. PROPUESTA DE SHELL INGRESO POR CORREO. 11:09 (FUERA DE HORA)

Sub Gerente Suministro y Ventas Internacionales  
Gerente Dpto. Compras de Hidrocarburos  
Ficha: 59289

Notario Público LUIS LORA CASTAÑEDA

PETROPERU S.A.

ACTA DE RECEPCIÓN DE PROPUESTAS PARA CONCURSO INTERNACIONAL DE PRECIOS CONVOCADOS POR SUB GERENCIA SUMINISTRO Y VENTAS INTERNACIONALES

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|-----------------------------|---------------------------------------------------------------------------------------------------------------------|-----------------------------------------------|-----------------|----------------|
| HORA INICIO : 10:00:00      |                                                                                                                     | HORA TÉRMINO : 11:00:00                       |                 |                |
| No.                         | EMPRESAS INVITADAS                                                                                                  | NÚMERO ASIGNADO                               | HORA DE LLEGADA | OBSERVACIONES  |
| 7                           | BGN INT DMCC                                                                                                        |                                               |                 | No se presenta |
| 8                           | BP PRODUCTS NORTH AMERICA, INC / BP OIL SUPPLY COMPANY / BP WEST COAST PRODUCT,LLC                                  |                                               |                 | No se presenta |
| 9                           | CAMAC INTERNATIONAL LTD.                                                                                            |                                               |                 | No se presenta |
| 10                          | CARGILL, INCORPORATED / CARGILL INTERNATIONAL SA (CISA) / CARGILL INTERNATIONAL SA / CAI TRADING LLC                |                                               |                 | No se presenta |
| 11                          | CASTLETON COMMODITIES INTERNATIONAL LLC / CASTLETON COMMODITIES MERCHANT TRADING L.P / LDH ENERGY SOUTH AMÉRICA S.A |                                               |                 | No se presenta |
| 12                          | CHEMOIL ENERGY LIMITED                                                                                              |                                               |                 | No se presenta |

LAS PROPUESTAS DETALLADAS FUERON RECEPCIONADAS VÍA PORTAL WEB, MAIL y FAX EN PRESENCIA DEL REPRESENTANTE DE LA SUB GERENCIA QUE CONVOCÓ EL CONCURSO, PARTICIPANDO EN CALIDAD DE VEEDOR EL NOTARIO PÚBLICO, SUSCRIBIENDO AMBOS LA PRESENTE ACTA.

ASISTENTES A LA RECEPCIÓN DE PROPUESTAS

| SUB GERENCIA |  | SEÑORES          |  | FIRMAS                                                                                |  |
|--------------|--|------------------|--|---------------------------------------------------------------------------------------|--|
| 6DCH         |  | Josa Mendoza     |  |  |  |
| COTIZA :     |  | NO SE PRESENTA : |  | NO COTIZA:                                                                            |  |
| 1 COMPAÑIAS  |  | 68 COMPAÑIAS     |  | 6 COMPAÑIAS                                                                           |  |

COMENTARIOS

Sub Gerente Suministro y Ventas Internacionales  
Gerente Dpto. Compras de Hidrocarburos  
Ficha: 59289

JORGE LUIS LORA CASTAÑEDA  
NOTARIO PÚBLICO DE LIMA

3

PETROPERU S.A.

ACTA DE RECEPCIÓN DE PROPUESTAS PARA CONCURSO INTERNACIONAL DE PRECIOS CONVOCADOS POR SUB GERENCIA SUMINISTRO Y VENTAS INTERNACIONALES

REF: IMPORTACIÓN DE UN CARGAMENTO DE DIESEL B5-S50 DURANTE FEBRERO 2022

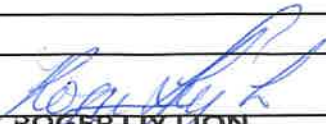
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|-----------------------------|--------------------------------------------------------------|-----------------------------------------------|-----------------|----------------|
| HORA INICIO : 10:00:00      |                                                              | HORA TÉRMINO : 11:00:00                       |                 |                |
| No.                         | EMPRESAS INVITADAS                                           | NÚMERO ASIGNADO                               | HORA DE LLEGADA | OBSERVACIONES  |
| 13                          | CHEVRON PRODUCTS COMPANY (A DIVISION OF CHEVRON U.S.A. INC.) |                                               |                 | No se presenta |
| 14                          | CINQUE TERRE FINANCIAL GROUP LTD.                            |                                               |                 | No se presenta |
| 15                          | CITGO PETROLEUM CORPORATION / CITGO                          |                                               |                 | No se presenta |
| 16                          | CITIZENS RESOURCES LLC                                       |                                               |                 | No se presenta |
| 17                          | COMPañIA ESPAñOLA DE PETRÓLEOS S.A.U. (CEPSA)                |                                               |                 | No se presenta |
| 18                          | ECOPETROL S.A. / REFINERIA DE CARTAGENA S.A                  |                                               |                 | No se presenta |

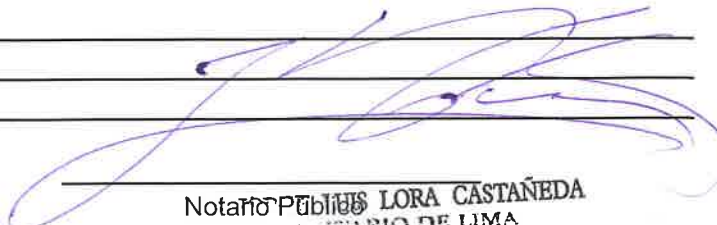
LAS PROPUESTAS DETALLADAS FUERON RECEPCIONADAS VÍA PORTAL WEB, MAIL y FAX EN PRESENCIA DEL REPRESENTANTE DE LA SUB GERENCIA QUE CONVOCÓ EL CONCURSO, PARTICIPANDO EN CALIDAD DE VEEDOR EL NOTARIO PÚBLICO, SUSCRIBIENDO AMBOS LA PRESENTE ACTA.

ASISTENTES A LA RECEPCIÓN DE PROPUESTAS

| SUB GERENCIA |             | SEÑORES          |              | FIRMAS                                                                                |             |
|--------------|-------------|------------------|--------------|---------------------------------------------------------------------------------------|-------------|
| 60CH         |             | Jose Mendez      |              |  |             |
|              |             |                  |              |                                                                                       |             |
| COTIZA :     | 1 COMPAÑIAS | NO SE PRESENTA : | 68 COMPAÑIAS | NO COTIZA:                                                                            | 6 COMPAÑIAS |

COMENTARIOS

  
Sub Gerente Suministro y Ventas Internacionales  
de Hidrocarburos  
Ficha: 59289

  
Notario Público LORA CASTAÑEDA  
NOTARIO DE LIMA

ACTA DE RECEPCIÓN DE PROPUESTAS PARA CONCURSO INTERNACIONAL DE PRECIOS CONVOCADOS POR SUB GERENCIA SUMINISTRO Y VENTAS INTERNACIONALES

REF: IMPORTACIÓN DE UN CARGAMENTO DE DIESEL B5-S50 DURANTE FEBRERO 2022

| FECHA RECEPCIÓN: 19/01/2022 |                                                                                                                                         | N° CONCURSO: SSVI-0007-2022 / TENDER-005-2022 |                 |                |
|-----------------------------|-----------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------|-----------------|----------------|
| HORA INICIO : 10:00:00      |                                                                                                                                         | HORA TÉRMINO : 11:00:00                       |                 |                |
| No.                         | EMPRESAS INVITADAS                                                                                                                      | NÚMERO ASIGNADO                               | HORA DE LLEGADA | OBSERVACIONES  |
| 19                          | ELEMENTO LTD                                                                                                                            |                                               |                 | No se presenta |
| 20                          | ENAP / ENAP REFINERÍAS S.A. / SOCIEDAD INTERNACIONAL PETROLERA S.A.-SIPETROL Colombia                                                   |                                               |                 | No se presenta |
| 21                          | ENEOS CORPORATION / SERGIO DEL CASTILLO                                                                                                 |                                               |                 | No se presenta |
| 22                          | EXXON MOBIL CORPORATION / EXXON MOBIL REFINING & SUPPLY CORPORATION / EXXON MOBIL SALES AND SUPPLY LLC / EXXON MOBIL ECUADOR CIA. LTDA. |                                               | 10:05:00        | Cotiza por Fax |
| 23                          | FREEPOINT COMMODITIES LLC                                                                                                               |                                               | 10:02:16        | No Cotiza      |
| 24                          | GEORGE E. WARREN CORPORATION                                                                                                            |                                               | 10:48:33        | No Cotiza      |

LAS PROPUESTAS DETALLADAS FUERON RECEPCIONADAS VÍA PORTAL WEB, MAIL y FAX EN PRESENCIA DEL REPRESENTANTE DE LA SUB GERENCIA QUE CONVOCÓ EL CONCURSO, PARTICIPANDO EN CALIDAD DE VEEDOR EL NOTARIO PÚBLICO, SUSCRIBIENDO AMBOS LA PRESENTE ACTA.

ASISTENTES A LA RECEPCIÓN DE PROPUESTAS

| SUB GERENCIA |             | SEÑORES          |              | FIRMAS     |             |
|--------------|-------------|------------------|--------------|------------|-------------|
| 600#         |             | José Mando       |              |            |             |
| COTIZA :     | 1 COMPAÑIAS | NO SE PRESENTA : | 68 COMPAÑIAS | NO COTIZA: | 6 COMPAÑIAS |

COMENTARIOS

Sub Gerente Suministro y Ventas Internacionales  
Gerente Dpto. Compras de Hidrocarburos  
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| No.                         | EMPRESAS INVITADAS                    | NÚMERO ASIGNADO                               | HORA DE LLEGADA | OBSERVACIONES  |
| 25                          | GETTY PETROLEUM                       |                                               |                 | No se presenta |
| 26                          | GLENCORE LTD / GLENCORE AG            |                                               |                 | No se presenta |
| 27                          | HELSINGE INC                          |                                               |                 | No se presenta |
| 28                          | HENGLI OILCHEM PTE LTD                |                                               |                 | No se presenta |
| 29                          | HESS ENERGY TRADING COMPANY LCC-HETCO |                                               |                 | No se presenta |
| 30                          | TOCHU PETROLEUM CO. PTE. LTD.         |                                               |                 | No se presenta |

LAS PROPUESTAS DETALLADAS FUERON RECEPCIONADAS VÍA PORTAL WEB, MAIL y FAX EN PRESENCIA DEL REPRESENTANTE DE LA SUB GERENCIA QUE CONVOCÓ EL CONCURSO, PARTICIPANDO EN CALIDAD DE VEEDOR EL NOTARIO PÚBLICO, SUSCRIBIENDO AMBOS LA PRESENTE ACTA.

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| SUB GERENCIA |             | SEÑORES          |              | FIRMAS                                                                                |             |
|--------------|-------------|------------------|--------------|---------------------------------------------------------------------------------------|-------------|
| GOCIA        |             | Jose Mendez      |              |  |             |
| COTIZA :     | 1 COMPAÑIAS | NO SE PRESENTA : | 68 COMPAÑIAS | NO COTIZA:                                                                            | 6 COMPAÑIAS |

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Sub Gerente Suministro y Ventas Internacionales

**ROGER LIY LION**

Gerente Dpto. Compras  
de Hidrocarburos

Ficha: 59289

Notario Público

**LORA CASTAÑEDA**  
NOTARIO DE LIMA

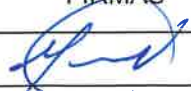
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| HORA INICIO : 10:00:00      |                                                             | HORA TÉRMINO : 11:00:00                       |                 |                |
| No.                         | EMPRESAS INVITADAS                                          | NÚMERO ASIGNADO                               | HORA DE LLEGADA | OBSERVACIONES  |
| 31                          | KOCH REFINING INTERNATIONAL PTE. LTD.                       |                                               |                 | No se presenta |
| 32                          | KOLMAR GROUP AG                                             |                                               |                 | No se presenta |
| 33                          | MACQUARIE BANK LIMITED                                      |                                               |                 | No se presenta |
| 34                          | MACQUARIE COMMODITY TRADING US LLC                          |                                               | 10:01:31        | No Cotiza      |
| 35                          | MARATHON PETROLEUM CORP / MARATHON PETROLEUM SUPPLY LLC     |                                               |                 | No se presenta |
| 36                          | MARUBENI CORPORATION / MIECO INC / PASTERNAK BAUM & CO. INC |                                               | 10:26:12        | No Cotiza      |

LAS PROPUESTAS DETALLADAS FUERON RECEPCIONADAS VÍA PORTAL WEB, MAIL y FAX EN PRESENCIA DEL REPRESENTANTE DE LA SUB GERENCIA QUE CONVOCÓ EL CONCURSO, PARTICIPANDO EN CALIDAD DE VEEDOR EL NOTARIO PÚBLICO, SUSCRIBIENDO AMBOS LA PRESENTE ACTA.

ASISTENTES A LA RECEPCIÓN DE PROPUESTAS

| SUB GERENCIA |  | SEÑORES          |  | FIRMAS                                                                                |  |
|--------------|--|------------------|--|---------------------------------------------------------------------------------------|--|
| GDOH         |  | JOSÉ MENDOZA     |  |  |  |
| COTIZA :     |  | NO SE PRESENTA : |  | NO COTIZA:                                                                            |  |
| 1 COMPAÑÍAS  |  | 68 COMPAÑÍAS     |  | 6 COMPAÑÍAS                                                                           |  |

COMENTARIOS

Sub Gerente Suministro y Ventas Internacionales  
ROGERIO L. LORA  
Gerente Dpto. Compra  
de Hidrocarburos  
Ficha: 59289

Notario Público  
JORGE LUIS LORA CASTAÑEDA  
NOTARIO DE LIMA

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| HORA INICIO : 10:00:00      |                                                        | HORA TÉRMINO : 11:00:00                       |                 |                |
| No.                         | EMPRESAS INVITADAS                                     | NÚMERO ASIGNADO                               | HORA DE LLEGADA | OBSERVACIONES  |
| 37                          | MERCURIA PACIFIC. LTD. / MERCURIA ENERGY TRADING S.A.  |                                               |                 | No se presenta |
| 38                          | MITSUBISHI INTERNATIONAL CORPORATION                   |                                               |                 | No se presenta |
| 39                          | MITSUBISHI SHOJI CHEMICAL CORP.- MSC / Dario Alcalá    |                                               |                 | No se presenta |
| 40                          | MITSUMI & CO. ENERGY MARKETING AND SERVICES (USA), INC |                                               | 10:00:18        | No Cotiza      |
| 41                          | MOTIVA ENTERPRISES LLC                                 |                                               |                 | No se presenta |
| 42                          | MOTIVA TRADING LLC / MOTIVA                            |                                               |                 | No se presenta |

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ASISTENTES A LA RECEPCIÓN DE PROPUESTAS

| SUB GERENCIA |  | SEÑORES          |  | FIRMAS                                                                                |  |
|--------------|--|------------------|--|---------------------------------------------------------------------------------------|--|
| 6004         |  | b25 Mendoza      |  |  |  |
| COTIZA :     |  | NO SE PRESENTA : |  | NO COTIZA:                                                                            |  |
| 1 COMPAÑIAS  |  | 68 COMPAÑIAS     |  | 6 COMPAÑIAS                                                                           |  |

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Sub Gerente Suministro y Ventas Internacionales

**ROGER LIY LION**  
Gerente Dpto. Compras

de Hidrocarburos  
Ficha: 59289

Notario Público  
**LUIS LORA CASTAÑEDA**  
NOTARIO DE LIMA

# ACTA DE RECEPCIÓN DE PROPUESTAS PARA CONCURSO INTERNACIONAL DE PRECIOS CONVOCADOS POR SUB GERENCIA SUMINISTRO Y VENTAS INTERNACIONALES

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| No.                         | EMPRESAS INVITADAS                        | NÚMERO ASIGNADO                               | HORA DE LLEGADA | OBSERVACIONES  |
| 43                          | NOBLE GROUP LIMIED / NOBLE AMERICAS CORP. |                                               |                 | No se presenta |
| 44                          | NOVUM ENERGY TRADING CORP.                |                                               |                 | No se presenta |
| 45                          | OCCIDENTAL ENERGY MARKETING INC.          |                                               |                 | No se presenta |
| 46                          | PBF HOLDING COMPANY LLC                   |                                               |                 | No se presenta |
| 47                          | PDVSA PETRÓLEO S.A.                       |                                               |                 | No se presenta |
| 48                          | PETRACO OIL COMPANY LLP                   |                                               |                 | No se presenta |

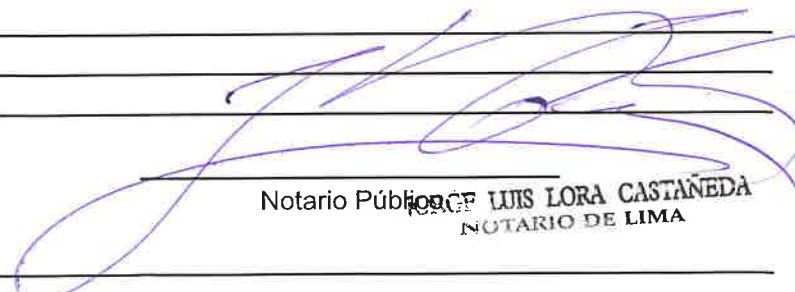
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## ASISTENTES A LA RECEPCIÓN DE PROPUESTAS

| SUB GERENCIA |  | SEÑORES          |  | FIRMAS                                                                                |  |
|--------------|--|------------------|--|---------------------------------------------------------------------------------------|--|
| SDCH         |  | José Perdomo     |  |  |  |
| COTIZA :     |  | NO SE PRESENTA : |  | NO COTIZA:                                                                            |  |
| 1 COMPAÑÍAS  |  | 68 COMPAÑÍAS     |  | 6 COMPAÑÍAS                                                                           |  |

## COMENTARIOS

  
 Sub Gerente Suministro y Ventas Internacionales  
**ROGER LIV LLIÓN**  
 Gerente Dpto. Compras  
 de Hidrocarburos  
 Ficha: 59289

  
 Notario Público **LUIS LORA CASTAÑEDA**  
 NOTARIO DE LIMA



PETROPERU S.A.

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| No.                         | EMPRESAS INVITADAS                                                | NÚMERO ASIGNADO                               | HORA DE LLEGADA | OBSERVACIONES  |
| 49                          | PETRACO OIL COMPANY SA                                            |                                               |                 | No se presenta |
| 50                          | PETREDEC LIMITED                                                  |                                               |                 | No se presenta |
| 51                          | PETROCHINA INTERNATIONAL (AMERICA), INC. / PETROCHINA AMERICA     |                                               |                 | No se presenta |
| 52                          | PETROCHINA INTERNATIONAL CO., LTD                                 |                                               |                 | No se presenta |
| 53                          | PETRO ENERGIA INDUSTRIA E COMERCIO LTDA                           |                                               |                 | No se presenta |
| 54                          | PETROLEO BRASILEIRO S.A.-PETROBRAS / PETROBRAS GLOBAL TRADING B.V |                                               |                 | No se presenta |

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ASISTENTES A LA RECEPCIÓN DE PROPUESTAS

| SUB GERENCIA |  | SEÑORES          |  | FIRMAS                                                                                |  |
|--------------|--|------------------|--|---------------------------------------------------------------------------------------|--|
| 6004         |  | JOSE Mendez      |  |  |  |
| COTIZA :     |  | NO SE PRESENTA : |  | NO COTIZA:                                                                            |  |
| 1 COMPAÑIAS  |  | 68 COMPAÑIAS     |  | 6 COMPAÑIAS                                                                           |  |

COMENTARIOS

Sub Gerente Suministro y Ventas Internacionales  
**ROGER LIY LION**  
Gerente Dpto. Compras  
de Hidrocarburos  
Fecha: 19/01/2022

Notario Público  
**JORGE LUIS LORA CASTAÑEDA**  
NOTARIO DE LIMA

10

**PETROPERU S.A.**  
**ACTA DE RECEPCIÓN DE PROPUESTAS PARA CONCURSO INTERNACIONAL DE PRECIOS**  
**CONVOCADOS POR SUB GERENCIA SUMINISTRO Y VENTAS INTERNACIONALES**

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| No.                         | EMPRESAS INVITADAS                              | NÚMERO ASIGNADO                               | HORA DE LLEGADA | OBSERVACIONES  |
| 55                          | PETROQUIM S.A.                                  |                                               |                 | No se presenta |
| 56                          | PHILLIPS 66                                     |                                               |                 | No se presenta |
| 57                          | PMI TRADING DAC / Elias Sibaja                  |                                               |                 | No se presenta |
| 58                          | POSCO INTERNATIONAL CORPORATION                 |                                               |                 | No se presenta |
| 59                          | REPSOL TRADING S.A. / REPSOL TRADING PERÚ S.A.C |                                               |                 | No se presenta |
| 60                          | RIO ENERGY INTERNATIONAL INC. / RAUL ABELLO     |                                               |                 | No se presenta |

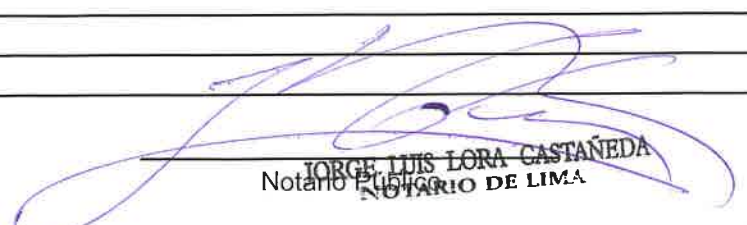
LAS PROPUESTAS DETALLADAS FUERON RECEPCIONADAS VÍA PORTAL WEB, MAIL y FAX EN PRESENCIA DEL REPRESENTANTE DE LA SUB GERENCIA QUE CONVOCÓ EL CONCURSO, PARTICIPANDO EN CALIDAD DE VEEDOR EL NOTARIO PÚBLICO, SUSCRIBIENDO AMBOS LA PRESENTE ACTA.

**ASISTENTES A LA RECEPCIÓN DE PROPUESTAS**

| SUB GERENCIA |  | SEÑORES          |  | FIRMAS                                                                                |  |
|--------------|--|------------------|--|---------------------------------------------------------------------------------------|--|
| GPCA         |  | Jose Mendez      |  |  |  |
| COTIZA :     |  | NO SE PRESENTA : |  | NO COTIZA:                                                                            |  |
| 1 COMPAÑIAS  |  | 68 COMPAÑIAS     |  | 6 COMPAÑIAS                                                                           |  |

**COMENTARIOS**

  
**ROGER LORA**  
 Sub Gerente Suministro y Ventas Internacionales  
 de Hidrocarburos  
 Fecha: 19/01/2022

  
**JORGE LUIS LORA CASTAÑEDA**  
 Notario Público  
 NOTARIO DE LIMA

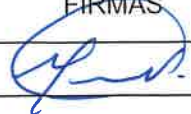
# ACTA DE RECEPCIÓN DE PROPUESTAS PARA CONCURSO INTERNACIONAL DE PRECIOS CONVOCADOS POR SUB GERENCIA SUMINISTRO Y VENTAS INTERNACIONALES

REF: IMPORTACIÓN DE UN CARGAMENTO DE DIESEL B5-S50 DURANTE FEBRERO 2022

| FECHA RECEPCIÓN: 19/01/2022 |                                                     | N° CONCURSO: SSVI-0007-2022 / TENDER-005-2022 |                 |                |
|-----------------------------|-----------------------------------------------------|-----------------------------------------------|-----------------|----------------|
| HORA INICIO : 10:00:00      |                                                     | HORA TÉRMINO : 11:00:00                       |                 |                |
| No.                         | EMPRESAS INVITADAS                                  | NÚMERO ASIGNADO                               | HORA DE LLEGADA | OBSERVACIONES  |
| 61                          | SARAS TRADING S.A. / DANILO DRAGONETTI              |                                               |                 | No se presenta |
| 62                          | SHELL TRADING (US) COMPANY                          |                                               |                 | No se presenta |
| 63                          | SINOCHEM INTERNATIONAL OIL PTE LTD                  |                                               |                 | No se presenta |
| 64                          | STATOIL ASA / STATOIL MARKETING & TRADING (US) INC. |                                               |                 | No se presenta |
| 65                          | SUPPLIES UNLIMITED ENTERPRISES INC.                 |                                               |                 | No se presenta |
| 66                          | TARTAN OIL LLC                                      |                                               | 10:38:18        | No Cotiza      |

LAS PROPUESTAS DETALLADAS FUERON RECEPCIONADAS VÍA PORTAL WEB, MAIL y FAX EN PRESENCIA DEL REPRESENTANTE DE LA SUB GERENCIA QUE CONVOCÓ EL CONCURSO, PARTICIPANDO EN CALIDAD DE VEEDOR EL NOTARIO PÚBLICO, SUSCRIBIENDO AMBOS LA PRESENTE ACTA.

## ASISTENTES A LA RECEPCIÓN DE PROPUESTAS

| SUB GERENCIA |  | SEÑORES          |  | FIRMAS                                                                                |  |
|--------------|--|------------------|--|---------------------------------------------------------------------------------------|--|
| GDC H        |  | Jesús Mendoza    |  |  |  |
| COTIZA :     |  | NO SE PRESENTA : |  | NO COTIZA:                                                                            |  |
| 1 COMPAÑÍAS  |  | 68 COMPAÑÍAS     |  | 6 COMPAÑÍAS                                                                           |  |

## COMENTARIOS

Sub Gerente Suministro y Ventas Internacionales  
 de Hidrocarburos  
 Roger Liv Lora  
 Ficha: 59299

Notario Público  
 JORGE LUIS LORA CASTAÑEDA  
 NOTARIO DE LIMA

12

PETROPERU S.A.  
ACTA DE RECEPCIÓN DE PROPUESTAS PARA CONCURSO INTERNACIONAL DE PRECIOS  
CONVOCADOS POR SUB GERENCIA SUMINISTRO Y VENTAS INTERNACIONALES

REF: IMPORTACIÓN DE UN CARGAMENTO DE DIESEL B5-S50 DURANTE FEBRERO 2022

| FECHA RECEPCIÓN: 19/01/2022 |                                                                                                               | N° CONCURSO: SSVI-0007-2022 / TENDER-005-2022 |                 |                |
|-----------------------------|---------------------------------------------------------------------------------------------------------------|-----------------------------------------------|-----------------|----------------|
| HORA INICIO : 10:00:00      |                                                                                                               | HORA TÉRMINO : 11:00:00                       |                 |                |
| No.                         | EMPRESAS INVITADAS                                                                                            | NÚMERO ASIGNADO                               | HORA DE LLEGADA | OBSERVACIONES  |
| 67                          | TAUBER OIL COMPANY                                                                                            |                                               |                 | No se presenta |
| 68                          | TAURUS PETROLEUM LIMITED                                                                                      |                                               |                 | No se presenta |
| 69                          | TESORO REFINING & MARKETING COMPANY LLC / TESORO PANMÁ COMPANY S.A / TESORO REFINING & MARKETING COMPANY LLC. |                                               |                 | No se presenta |
| 70                          | TRAFIGURA PTE. LTD. / TRAFIGURA BEHEER B.V. / TRAFIGURA AG                                                    |                                               |                 | No se presenta |
| 71                          | TRANS-TEC INTERNATIONAL S.R.L.                                                                                |                                               |                 | No se presenta |
| 72                          | UCL ENERGY MIDDLE EAST DMCC                                                                                   |                                               |                 | No se presenta |

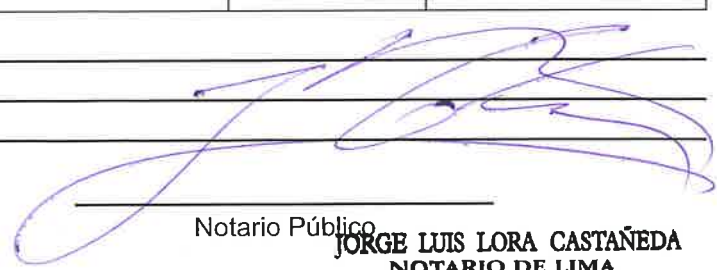
LAS PROPUESTAS DETALLADAS FUERON RECEPCIONADAS VÍA PORTAL WEB, MAIL y FAX EN PRESENCIA DEL REPRESENTANTE DE LA SUB GERENCIA QUE CONVOCÓ EL CONCURSO, PARTICIPANDO EN CALIDAD DE VEEDOR EL NOTARIO PÚBLICO, SUSCRIBIENDO AMBOS LA PRESENTE ACTA.

ASISTENTES A LA RECEPCIÓN DE PROPUESTAS

| SUB GERENCIA |             | SEÑORES          |              | FIRMAS                                                                                |             |
|--------------|-------------|------------------|--------------|---------------------------------------------------------------------------------------|-------------|
| GDCH         |             | Jose Yandaga     |              |  |             |
| COTIZA :     | 1 COMPAÑIAS | NO SE PRESENTA : | 68 COMPAÑIAS | NO COTIZA:                                                                            | 6 COMPAÑIAS |

COMENTARIOS

  
Sub Gerente Suministro y Ventas Internacionales  
Gerente Opco. Compras  
de Hidrocarburos  
Ficha: 59789

  
Notario Público  
JORGE LUIS LORA CASTAÑEDA  
NOTARIO DE LIMA



13

PETROPERU S.A.

# ACTA DE RECEPCIÓN DE PROPUESTAS PARA CONCURSO INTERNACIONAL DE PRECIOS CONVOCADOS POR SUB GERENCIA SUMINISTRO Y VENTAS INTERNACIONALES

REF: IMPORTACIÓN DE UN CARGAMENTO DE DIESEL B5-S50 DURANTE FEBRERO 2022

| FECHA RECEPCIÓN: 19/01/2022 |                               | N° CONCURSO: SSVI-0007-2022 / TENDER-005-2022 |                 |                |
|-----------------------------|-------------------------------|-----------------------------------------------|-----------------|----------------|
| HORA INICIO : 10:00:00      |                               | HORA TÉRMINO : 11:00:00                       |                 |                |
| No.                         | EMPRESAS INVITADAS            | NÚMERO ASIGNADO                               | HORA DE LLEGADA | OBSERVACIONES  |
| 73                          | UNIPEC ASIA COMPANY LIMITED   |                                               |                 | No se presenta |
| 74                          | VALERO MARKETING & SUPPLY CO. |                                               |                 | No se presenta |
| 75                          | WESTPORT PETROLEUM LLC        |                                               |                 | No se presenta |

LAS PROPUESTAS DETALLADAS FUERON RECEPCIONADAS VÍA PORTAL WEB, MAIL y FAX EN PRESENCIA DEL REPRESENTANTE DE LA SUB GERENCIA QUE CONVOCÓ EL CONCURSO, PARTICIPANDO EN CALIDAD DE VEEDOR EL NOTARIO PÚBLICO, SUSCRIBIENDO AMBOS LA PRESENTE ACTA.

## ASISTENTES A LA RECEPCIÓN DE PROPUESTAS

| SUB GERENCIA |             | SEÑORES          |              | FIRMAS                                                                                |             |
|--------------|-------------|------------------|--------------|---------------------------------------------------------------------------------------|-------------|
| G.DCH        |             | Jose Mondago     |              |  |             |
| COTIZA :     | 1 COMPAÑIAS | NO SE PRESENTA : | 68 COMPAÑIAS | NO COTIZA:                                                                            | 6 COMPAÑIAS |

## COMENTARIOS

Sub Gerente Suministro y Ventas Internacionales  
**ROGER LIT L.R.**  
 Gerente Dpto. Compras  
 de Hidrocarburos

Notario Público  
**JORGE LUIS LORA CASTAÑEDA**  
 NOTARIO DE LIMA

⏮ Responder a todos ▼ 🗑 Eliminar ⛔ No deseado Bloquear ...

## Tender 005-2022

LW

**Leoro, Boris W** <boris.w.leoro@exxonmobil.com>

Mié 19/01/2022 10:05

Para: Tenders Petroperu

Tender 005-2022 EMSS ...  
470 KB

TENDER\_005-2022.pdf  
531 KB

2 archivos adjuntos (1001 KB) Descargar todo

Dear Sir/Madam,

Please find attached EMSS offer for Tender 005-2022. Thank you for the opportunity to participate.

Regards,

**BORIS LEORO**

International Products Trader

**ExxonMobil Fuels and Lubricants Company**

22777 Springwoods Village Parkway E3.2B.324

Spring, Texas 77389

Office number 1-832-625-7388

Cellphone (281) 939-3052

ICE ID bleoro

⏮ Responder

➡ Reenviar

JORGE LUIS LORA CASTAÑEDA  
NOTARIO DE LIMA

PROVEER INGRESO POR CORREO  
SE CARGO AL SISTEMA



In response to PETROPERÚ Tender dated January 13<sup>th</sup>, 2022

**Seller:** ExxonMobil Sales and Supply LLC (EMSS)

**Buyer:** PETROPERÚ, S.A

**Quality:** Meeting Petroperú, S.A specifications appended to and identified in the tender

**Quantity:** 1 cargoes of 320kb +0%/-8% as outlined in tender B5 (1)

**Delivery Windows:** as per tender

**Title and Risk of Loss:** Delivery of the product shall be DAP (Incoterms 2010); provided, however, that title to Product and risk of loss shall pass to Buyer immediately upon entering Peruvian territorial waters

**Vessel:** Vessel acceptable to Buyer, acceptance not unreasonably withheld.

**Lightering:** In the event that it becomes necessary to lighter the vessel on arrival, terms of lightering must be agreed by Seller and lightering vessels must be acceptable to Seller, such acceptance not unreasonably withheld.

**NOR Date:** When vessel tenders NOR at 1<sup>st</sup> disport (if in contractual window) If vessel arrives early, then NOR date will be considered 1<sup>st</sup> day of contractual window.

**Quality and Quantity Measurement:** Quality will be based on ship composite at disport. Quantity based on vessel figures at discharge with VEF applied.

**Inspection:** Mutually agreed and split 50/50 for testing at discharge port. Tests done at load port are for seller's account.

#### Pricing

|       |   |                                   |   |                                                                  |   |                                    |     |                                              |
|-------|---|-----------------------------------|---|------------------------------------------------------------------|---|------------------------------------|-----|----------------------------------------------|
| PRICE | = | 95%( ARGUS ULSD PL-<br>ARGUS RVO) | + | 5% (ARGUS HEATING<br>OIL NYMEX<br>FUTURES+1.5x<br>ARGUS D4 RINS) | + | ARGUS FREIGHT<br>DIVIDED BY 310 KB | +/- | FIXED AMOUNT OF<br>USD DOLLARS PER<br>BARREL |
|-------|---|-----------------------------------|---|------------------------------------------------------------------|---|------------------------------------|-----|----------------------------------------------|

| N°<br>CARGO | PRODUCT | DELIVERY WINDOW         | PORTS                     | DIFFERENTIAL -<br>PAYMENT<br>30 DAYS AFTER NOR<br>(US\$/BBL) |
|-------------|---------|-------------------------|---------------------------|--------------------------------------------------------------|
| 1           | B5      | FEB 24TH TO FEB<br>28TH | STS CALLAO/ETEN/SALAVERRY | 5.45                                                         |
|             |         |                         | CONCHAN/ETEN/SALAVERRY    | 5.55                                                         |

**BIDDER MUST INDICATE THE COST FOR EACH ADDITIONAL 30 DAYS OF PAYMENT AFTER NOR DATE (US\$/BBL) UP TO A MAXIMUM OF 60 DAYS**

| DAYS     | US\$/BBL    |
|----------|-------------|
| 30 TO 60 | <u>0.22</u> |

**Pricing window is 2-1-2; 5 days around NOR**

**Cost for second entry into a Peruvian Port: 30,000 USD**

**If Petroperu is willing to price using deem dates of Feb 17,18,19,20,21 then a discount of 1.30 \$/BBL can be applied to the premiums above. Decision to be made at the time of award.**

**Payment Terms:** NOR + 30 days. Open Credit

JORGE LUIS LORA CASTAÑEDA  
NOTARIO DE LIMA

PROTESTA INCERPO POR CORREO  
SE CARGO AL SISTEMA



16

**Law:** Peru Law

**General Terms and Conditions:** Petroperu GTCs

**Clause 3 tender.** EMSS does not accept exposure to direct or consequential damages, loss of profits, or any other type of damage due to delays in the delivery of the products. EMSS limits penalties due to delays to be equal to the daily charter party demurrage rate on the delivering vessel times the number of days the vessel was delayed past its agreed laycan.

**Laytime and Demurrage:** Laytime is 36 hrs + 6 hrs; Demurrage as per Petroperu GTCs; however given the port rotation of Conchan/Eten/Salaverry or Callao Bay/Eten/ Salaverry the 50/50 demurrage split between Seller and Buyer in case of weather delays does not apply; all demurrage inclusive of weather delays shall be on the BUYER's account.

All other terms and conditions not specifically referenced here or covered by GTCs will be as per tender.

JORGE LUIS LORA CASTAÑEDA  
NOTARIO DE LIMA

PROPUESTA INGRESO  
POR CORREO SE CARGO AL SISTEMA





GDCH-JCEH-0007-2022  
TENDER-005-2022  
JANUARY 13<sup>TH</sup>, 2022

PETROPERU S.A. IS PLEASED TO INVITE YOUR COMPANY TO BID FOR OUR FOLLOWING **DAP PURCHASE**:

1. **PRODUCTS:**

ULTRA LOW SULFUR DIESEL (ULSD) AND DIESEL B5-S50 (95% ULTRA LOW SULFUR DIESEL – ULSD + 5% BIODIESEL B100 /FATTY ACID METHYL ESTER)

2. **QUANTITY, DISPORTS AND DELIVERY DATES:**

PETROPERU S.A. INTENDS TO PURCHASE THE FOLLOWING CARGO:

| CARGO | PRODUCT       | VOLUME           | FLASH POINT, CD (Min) | VISCOSITY AT 40 CD, CST (Min) | PORTS (*)                                                                   | DELIVERY WINDOW (**)                                |
|-------|---------------|------------------|-----------------------|-------------------------------|-----------------------------------------------------------------------------|-----------------------------------------------------|
| 1     | DIESEL B5-S50 | 320 KB (+0%/-8%) | 52                    | 2.1                           | LIGHTERING OPERATION IN CALLAO BAY/ETEN/SALAVERRY OR CONCHAN/ETEN/SALAVERRY | FEBRUARY 24 <sup>TH</sup> / 28 <sup>TH</sup> , 2022 |

NOTES:

(\*) DELIVERY WINDOW WILL BE NARROWED TO A 3-DAY WINDOW BY SELLER AT LEAST WITH SEVEN (07) DAYS PRIOR TO THE FIRST LAYCAN DAY.

(\*\*) PETROPERU S.A. WILL NOTIFY THE GEOGRAPHICAL ROTATION (1ST PORT AND/OR 2ND PORT) EIGHT (08) DAYS BEFORE THE FIRST DAY OF THE CORRESPONDING 5-DAY DELIVERY WINDOW. IN CASE THE DISCHARGE BE IN TWO PORTS, IMMEDIATELY AFTER FINISHING THE DISCHARGE AT THE FIRST PORT, SHIP SHALL SAIL TO THE SECOND PORT.

- PETROPERU COULD ADVANCE OR DELAY THE DELIVERY WINDOWS AND CHANGE PORTS DESTINATION, BY MUTUAL AGREEMENT BETWEEN BOTH PARTIES.

**VESSEL'S LIGHTERING:**

LIGHTERING COSTS GENERATED OUT OF NECESSITY AND UPON REQUEST OF PETROPERU S.A. SHALL BE AT THE ACCOUNT AND RISK OF PETROPERU S.A. FOR PURPOSES OF THE LAYTIME, TIMES OF LIGHTERING OPERATIONS WILL BE CONSIDERED AS IF THEY HAD BEEN INCURRED AT A PORT OR TERMINAL. (AS PER ITEM 6.7 OF PETROPERU'S GENERAL TERMS AND CONDITIONS FOR FOB EXPORTS AND CFR/DAP/FOB IMPORTS OF CRUDE OIL, PETROLEUM PRODUCTS AND BIOFUELS).

PETROPERU S.A. WILL HIRE THE SERVICE CONCERNING TO THE LIGHTERING ACTIVITIES.

THE POTENTIAL VESSELS THAT COULD BE ASSIGNED FOR THE LIGHTERING ARE: ALEJANDRO AND URUBAMBA.

IF THERE ARE ANY QUESTIONS REGARDING TO THE LIGHTERING OPERATION, PLEASE CONTACT THE COMPANIES IN CHARGE OF THE OPERATION, MENTIONED BELOW:

| Contacts      | Email                                                                | Management                       |
|---------------|----------------------------------------------------------------------|----------------------------------|
| Diego Florez  | <a href="mailto:dflorez@navitranso.com">dflorez@navitranso.com</a>   | Vessel owners/Lighterage company |
| Alonso Burgos | <a href="mailto:aburgos@transgas.com.pe">aburgos@transgas.com.pe</a> | Lighterage company               |

3. **PENALTIES:**

IN CASES OF UNJUSTIFIED DELAYS OF THE VESSEL CARRYING THE CARGO, WHICH ARE THE RESULT OF CAUSES IMPUTABLE TO THE SELLER, AND NOT QUALIFIED AS FORCE MAJEURE, PETROPERU S.A. WILL INVOICE THE SELLER FOR THE EQUIVALENT 0.2% OF THE AMOUNT OF THE CARGO IN AMERICAN DOLLARS PER DAY OR PRO RATA FOR ANY PART OF A OF DELAY UP TO 6% MAXIMUM. FOR PENALTY CALCULATION PURPOSES, THE TIME OF THE VESSEL ARRIVAL (NOR) WILL BE ROUNDED TO THE NEXT HOUR, **I.E. IF THE VESSEL ARRIVES AT 10:42 HRS IT WILL BE CONSIDERED AS 11:00 HRS.**

PENALTY DAILY CALCULATION SHALL START AS FROM 00:00 HOURS OF THE DAY FOLLOWING THE LAST DAY OF THE CONTRACTUAL LAYCAN UP TO THE ARRIVAL OF THE VESSEL AT THE FIRST DISCHARGE PORT AND ISSUANCE OF NOTICE OF READINESS (NOR). PAYMENT OF THIS PENALTY DOES NOT EXCLUDE THE COMPENSATION CORRESPONDING IN FAVOR OF PETROPERU S.A. DUE TO DAMAGES, INCLUDING LOSS OF PROFIT, CONSEQUENTIAL DAMAGES, LOSSES OR ANY OTHER TYPE OF DAMAGE, OPERATING COSTS OR ANY OTHER CONCEPT BECAUSE OF THE DELAY. IT DOES NOT EXCLUDE EITHER THE RESPONSIBILITIES ARISING FROM APPLICATION OF COMPENSATION OR PENALTY CLAUSES ESTABLISHED FOR EACH OPERATION IN PARTICULAR.



JORGE LUIS LORA CASTAÑEDA  
NOTARIO DE LIMA

PROVISTA INGRESO POR CORREO SE CARGO AL SISTEMA





THE SELLER ACCORDING TO THE INVOICE ISSUED BY PETROPERU S.A. WILL PAY PENALTY FOR BREACH.

REGARDING THE SECOND PARAGRAPH FROM CLAUSE N° 04: DURING THE FIRST 05 DAYS OF THE LATE ARRIVAL, PETROPERU S.A. DOESN'T APPLY THE FOLLOWING CONDITION: "THE COMPENSATION CORRESPONDING IN FAVOR OF PETROPERU S.A. DUE TO DAMAGES, INCLUDING LOSS OF PROFIT, CONSEQUENTIAL DAMAGES, LOSSES OR ANY OTHER TYPE OF DAMAGE, OPERATING COSTS OR ANY OTHER CONCEPT BECAUSE OF THE DELAY".

FROM THE SIXTH DAY OF LATE ARRIVAL AND FORWARD, PETROPERU S.A. WILL EVALUATE THE APPLICATION OF A COMPENSATION (AS SAID ON THE PARAGRAPH ABOVE) FOR LATE ARRIVAL.

4. COUNTRY OF ORIGIN: BIDDER MUST DECLARE THE INTENDED ORIGIN AND LOAD PORT FOR THE CARGOES. BIDDER MUST BE AWARE THAT SINCE JANUARY 01, 2006 CUSTOM TAXES FOR PETROLEUM PRODUCTS WILL BE ZERO WITHOUT CONSIDERING COUNTRY OF ORIGIN.

5. PRICE:

**DIESEL B5 S-50**

| PRICE | = | 95% (ARGUS ULSD PL-<br>ARGUS RVO) | + | 5% (ARGUS HEATING<br>OIL NYMEX<br>FUTURES+1.5x<br>ARGUS D4 RINS) | + | ARGUS FREIGHT<br>DIVIDED BY 310 KB | +/- | FIXED AMOUNT OF<br>USD DOLLARS PER<br>BARREL |
|-------|---|-----------------------------------|---|------------------------------------------------------------------|---|------------------------------------|-----|----------------------------------------------|
|-------|---|-----------------------------------|---|------------------------------------------------------------------|---|------------------------------------|-----|----------------------------------------------|

ARGUS FREIGHT: ARGUS FREIGHT CLEAN USGC-PERU 38 KT (PA CODE: PA0017651) CONVERTED INTO US DOLLARS

ARGUS ULSD PL: ARGUS MEAN DIESEL 62 (ULSD) COLONIAL PIPELINE PROMPT CYCLE (PA CODE: PA0011936) CONVERTED INTO US DOLLARS PER BARREL

ARGUS RVO: ARGUS RENAWABLE VOLUME OBLIGATION (RVO) (PA CODE: PA0012358) CONVERTED INTO US DOLLARS PER BARREL

ARGUS HEATING OIL NYMEX FUTURES (DATA CODE: PA0002807) CONVERTED INTO US DOLLARS PER BARREL

ARGUS RIN BIOMASS-BASED DIESEL (D4) (DATA CODE: PA0010070) CONVERTED INTO US DOLLARS PER RIN

6. PRICING:

IT WILL BE DEFINED RELATION TO THE NOR TENDER AT THE FIRST PERUVIAN PORT.

WHETHER THE CARGO ARRIVES BEFORE THE CONTRACTUAL WINDOW, PETROPERU S.A. WILL CONSIDER AS THE NOR DATE (FOR PRICING PURPOSE/ PAYMENT) THE FIRST DAY OF THE CONTRACTUAL WINDOW. OTHERWISE, PETROPERU S.A. WILL CONSIDER THE NOR.

PRICING DATES WILL BE DETERMINED UPON THE AVERAGE OF THE MEAN POSTINGS AS PUBLISHED BY ARGUS + CONVERTED INTO US DOLLARS IN EFFECT ON THE DAY OF NOR, TWO PUBLICATIONS IMMEDIATELY BEFORE THE NOR AND TWO PUBLICATIONS IMMEDIATELY AFTER NOR (2-1-2).

IN THE EVENT THE NOR DAY FALLS ON A DAY WHEN ARGUS IS NOT PUBLISHED, THEN FOR PRICING PURPOSES ONLY, THE PRICE WILL BE CALCULATED UTILIZING THE THREE EFFECTIVE PUBLISHED PRICE QUOTATIONS IMMEDIATELY BEFORE THE NOR DATE AND TWO EFFECTIVE PUBLISHED PRICE QUOTATIONS IMMEDIATELY AFTER NOR DATE (3-0-2). IN ALL CASES, FIVE SEPARATE AND CONSECUTIVE QUOTATIONS SHALL BE USED.

7. PAYMENT TERMS:

PAYMENT TERMS TO BE CONSIDERED FOR THIS TENDER WILL BE OPTIONS "A" OR "B".

**OPTION "A"**

IN U.S. DOLLARS BY TELEGRAPHIC TRANSFER AT 30, 60, 90, 120, 150 AND 180 DAYS AFTER NOR DATE OF THE CARGO OR ANY OTHER TERM, FREE OF INTERESTS, GUARANTEED BY IRREVOCABLE AND CONFIRMED DOCUMENTARY LETTER OF CREDIT TO BE OPENED AND CONFIRMED BEFORE DISCHARGE THE CARGO, IN THE USUAL PETROPERU FORMAT. IF THE DUE DATE FALLS ON A FRIDAY OR A SATURDAY OR A SUNDAY OR A MONDAY OR A TUESDAY OR A WEDNESDAY, PAYMENT SHALL BE MADE ON THE NEXT THURSDAY.

THE LETTER OF CREDIT MAY BE OPENED BY A BANK DESIGNATED BY PETROPERU AND CONFIRMED BY A FIRST CLASS BANK DESIGNATED BY THE OPENING BANK. IT MAY BE OPENED AND ALSO CONFIRMED BY A FIRST CLASS BANK DESIGNATED BY PETROPERU. IN ANY CASE, THE BENEFICIARY MAY HAVE THE OPTION, AT ITS COST, TO REQUEST PETROPERU THAT THE CONFIRMED LETTER OF CREDIT BE ADDITIONALLY ADVISED BY A PARTICULAR BANK.

PETROPERU WORKS WITH THE FOLLOWING BANKS:

Av. Enrique Canaval Moreyra 150, Lima 27 - Perú  
Central telefónica: (511) 614-5000  
Portal empresarial: [www.petroperu.com.pe](http://www.petroperu.com.pe)



JORGE LUIS LORA CASTAÑEDA  
NOTARIO DE LIMA

PROPOSTA, INGRESO POR CORREO  
SE CARGO AL SISTEMA



1. DEUTSCHE BANK, 2. SUMITOMO BANKING, 3. BLADEX, 4. BNP PARIBAS, 5. NATIXIS, 6. ITAU BBA S.A., 7. JP MORGAN CHASE, 8. CAF, 9. CITIBANK, 10. BANCO SANTANDER, 11. ITAU BBA S.A.

#### OPTION "B"

IN U.S. DOLLARS BY TELEGRAPHIC TRANSFER AT 30, 60, 90, 120, 150 AND 180 DAYS AFTER NOR DATE OF THE CARGO OR ANY OTHER TERM, FREE OF INTERESTS, IN AN OPEN LINE CREDIT BASIS. THE BIDDER MUST EXPLICITLY DECLARE THE OPTION OF PAYMENT EITHER BY LETTER OF CREDIT OR OPEN LINE. IF THE DUE DATE FALLS ON A FRIDAY OR A SATURDAY OR A SUNDAY OR A MONDAY OR A TUESDAY OR A WEDNESDAY, PAYMENT SHALL BE MADE ON THE NEXT THURSDAY.

WHETHER THE CARGO ARRIVES BEFORE THE CONTRACTUAL WINDOW, PETROPERU WILL CONSIDER AS THE NOR DATE (FOR PAYMENT PURPOSE) THE FIRST DAY OF THE CONTRACTUAL WINDOW. OTHERWISE, PETROPERU WILL CONSIDER THE NOR.

**IMPORTANT NOTE:** THE BIDDER COULD OFFER A DIFFERENTIAL FOR EACH PERIOD OF PAYMENT AT 30, 60, 90, 120, 150 AND 180 DAYS (FORMAT IN ITEM 15). IT IS NOT MANDATORY TO QUOTE ALL PAYMENT PERIODS.

PETROPERU S.A. WILL INCORPORATE IN THE EVALUATION A COST OF AVAILABILITY OF CASH FLOW FOR THE DIFFERENT PAYMENT PERIODS.

BY THE TERMS ESTABLISH IN THE AWARD, PETROPERU S.A. AND THE SELLER COULD AGREE TO EXTENT PAYMENT TERMS FOR "X" DAYS. IN THIS REGARD, PETROPERU S.A. SHALL PAY INTEREST TO THE SELLER AT THE RATE OF [...] % PER YEAR FROM INITIAL DATE [...] (TO COUNT AS DAY ZERO (0) UNTIL THE DAY PAYMENT IS RECEIVED INTO SELLER'S ACCOUNT (MATURITY DATE), CALCULATED ON THE BASIS OF A 360 DAYS PER YEAR, PRO RATA TEMPORIS, ON THE CARGO VALUE [USD ...].

INTEREST PAYMENT SHALL BE REVEALED ON A DESAGGREGATE BASIS WITH REGARD THE CARGOES VALUE IN THE FINAL INVOICE.

#### 8. DOCUMENTATION REQUIREMENTS:

FOR DAP PURCHASES, THE SUPPLIER MUST SUBMIT TO PETROPERU S.A. THE ORIGINAL DOCUMENTS LISTED BELOW (ACCORDING TO THE DOCUMENTATION INSTRUCTIONS FROM PETROPERU S.A.), WITHIN TEN (10) CALENDAR DAYS AS FROM THE TIME DISCHARGE IS FINISHED.

- COMMERCIAL INVOICE OR E-COMMERCIAL INVOICE
- 3/3 BILLS OF LADING
- CARGO MANIFEST
- CERTIFICATE OF ORIGIN

#### IMPORTANT NOTES:

- PRESENTATION OF PROVISIONAL COMMERCIAL INVOICE AND BILL OF LADING (ORIGIN) ARE ACCEPTABLE ONLY FOR DISCHARGE THE PRODUCT. THE SELLER'S COMMERCIAL INVOICE OR ELECTRONIC SIGNED INVOICE DULY ISSUED TO PETROPERU S.A., SHOWING FULL PRICE CALCULATION, NET BARRELS AND PAYMENT INSTRUCTIONS. A PROVISIONAL INVOICE MAY BE ISSUED IF THE PRICING PERIOD HAS NOT BEEN COMPLETED BY THE TIME BUYER NEEDS TO PRESENT VESSEL TO CUSTOMS.
- IF THE PROVISIONAL COMMERCIAL INVOICE AND BILL OF LADING ARE NOT PRESENTED IN DUE TIME, PETROPERU S.A. MAY ONLY AUTHORIZE THE DISCHARGE OF HYDROCARBONS UNDER RESPONSIBILITY OF THE SELLER, GUARANTEED BY A LETTER OF INDEMNITY (LOI) IN PETROPERU S.A. FORMAT. THE SELLER SHALL BE RESPONSIBLE FOR ALL INHERENT COSTS AND RISKS GENERATED BY THE CUSTOMS AUTHORITIES OR THIRD COMPANIES.
- THE B/L, PROVISIONAL COMMERCIAL INVOICE OR E-COMMERCIAL INVOICE, CERTIFICATE OF QUALITY, CERTIFICATE OF ORIGIN AND OTHERS MUST BE SEND TO PETROPERU FIVE (05) WORKING DAYS BEFORE THE VESSEL ARRIVAL TO THE FIRST PORT.
- THE FINAL COMMERCIAL INVOICE MUST BE SUBMITTED ONCE THE PRICE OF THE CARGO IS ESTABLISHED.

JORGE LUIS LORA CASTAÑEDA  
NOTARIO DE LIMA

PROPUESTA INGRESO POR CORREO  
DE CARGO AL SISTEMA







9. QUALITY:

**DIESEL B5-S50**

| PROPERTIES                                    | MIN.                                                 | MAX. | ASTM METHOD                    | OTHERS              |
|-----------------------------------------------|------------------------------------------------------|------|--------------------------------|---------------------|
| APPEARANCE                                    | CLEAR, BRIGHT, FREE OF WATER AND SUSPENDED PARTICLES |      | D4176                          | Visual              |
| COLOR ASTM                                    |                                                      | 1.5  | D-1500, D-6045                 |                     |
| VOLATILITY                                    |                                                      |      |                                |                     |
| API GRAVITY AT 60°F                           | REPORT                                               |      | D-1298, D-4052                 |                     |
| DISTILLATION AT 760 mmHg, CD                  |                                                      |      | D-86                           | ISO 3405            |
| INITIAL BOILING POINT, °C                     | REPORT                                               |      |                                |                     |
| 5%V REC.                                      | REPORT                                               |      |                                |                     |
| 10%V REC.                                     | REPORT                                               |      |                                |                     |
| 20%V REC.                                     | REPORT                                               |      |                                |                     |
| 50%V REC.                                     | REPORT                                               |      |                                |                     |
| 90%V REC.                                     | 282                                                  | 360  |                                |                     |
| 95%V REC.                                     | REPORT                                               |      |                                |                     |
| FINAL BOILING POINT, °C                       | REPORT                                               |      |                                |                     |
| FLASH POINT, CD                               | 52 (1)                                               |      | D-93, D-3828, D-7094           | ISO 2719            |
| FLUIDITY                                      |                                                      |      |                                |                     |
| KINEMATIC VISCOSITY, 40°C, CST                | 2.1 (2)                                              | 4.1  | D-445                          | ISO 3104            |
| POUR POINT, CD                                |                                                      | +4   | D-97, D-5949, D-5950           | ISO 3016            |
| CLOUD POINT, CD                               | REPORT                                               |      | D-2500, D-5771, D-5772, D-5773 |                     |
| COMBUSTION                                    |                                                      |      |                                |                     |
| CETANE NUMBER                                 | 45                                                   |      | D-613                          | ISO 5165            |
| CETANE INDEX (3)                              | 40                                                   |      | D-4737, D-976                  | ISO 4264            |
| COMPOSITION                                   |                                                      |      |                                |                     |
| ASHES, %WT                                    |                                                      | 0.01 | D-482                          | ISO 6245            |
| CARBON RESIDUE, 10% DISTILLATION              |                                                      | 0.35 | D-4530, D-524, D-189           | ISO 4262, ISO 6615  |
| RESIDUE, % MASS                               |                                                      |      |                                |                     |
| AROMATICS, % VOL.                             | REPORT                                               |      | D-6591                         | UNE-EN 12916        |
| CORROSION                                     |                                                      |      |                                |                     |
| COPPER STRIP CORROSION, 3H, 50°C, N°          |                                                      | 3    | D-130                          | ISO 2160            |
| SULPHUR, MG/KG                                |                                                      | 15   | D-5453, D-2622, D-7039, D-7220 | ISO 14596, ISO 4260 |
| CONTAMINANTS                                  |                                                      |      |                                |                     |
| WATER AND SEDIMENTS, %V                       |                                                      | 0.05 | D-2709                         | ISO 3734            |
| PARTICULATE CONTAMINATION, MG/L               | REPORT                                               |      | D-7321                         |                     |
| STABILITY TO OXIDATION                        |                                                      |      |                                |                     |
| OXIDATION STABILITY, MG/100 ML                |                                                      | 1.0  | D-2274, D-5304                 |                     |
| LUBRICITY                                     |                                                      |      |                                |                     |
| LUBRICITY, HFRR@60 °C, MICRON                 |                                                      | 520  | D6079, D7688                   | ISO 12156           |
| OPERATIONAL REQUIREMENTS                      |                                                      |      |                                |                     |
| COLD FILTER PLUGGING POINT (CFPP OR POFF), CD |                                                      | -8   | D-4539, D-6371                 | UNE EN 116, IP-309  |
| CONDUCTIVITY                                  |                                                      |      |                                |                     |
| CONDUCTIVITY, PS/M                            | 25                                                   |      | D-2624, D-4308                 |                     |
| FAME (4)                                      |                                                      |      |                                |                     |
| CONTENT, % VOL                                | 5                                                    | 5.5  | D-7371                         | UNE EN 14078        |

**NOTES:**

- (1) CONSIDER A MINIMUM OF 60°C FOR DISCHARGES IN CALLAO
- (2) CONSIDER A MINIMUM OF 2.4 cSt FOR DISCHARGES IN MOLLEND
- (3) USE ASTM METHOD D976, FOR CETANE NUMBERS BETWEEN 56.5 TO 60.0
- (4) THE QUALITY OF THE BIODIESEL USED FOR BLENDING FOR OBTAIN THE DIESEL B5-S50, MUST TO COMPLY THE FOLLOWING QUALITY

- THE NOMENCLATURE IN THE COA FOR THE BIODIESEL B100 COULD BE ESTABLISHED AS B99 FAME/SME.
- IF THE SELLER SHOWS THE BIODIESEL B100 AS B99 FAME/SME. THEY MUST REPORT FAME CONTENT IN COA AND COMPLY STRICTLY COLD PROPERTIES AS PER OUR CONTRACT SPECIALY CFPP

JORGE LUIS LORA CASTAÑEDA  
NOTARIO DE LIMA

PROPUESTA INGRESO POR  
CORREO SE CARGO AL SISTEMA





- THE METHOD TO DETERMINATE THE FAME CONTENT TO BE REPORTED IN COA OF B99 FAME/SME MUST BE EN 14103.

(4) THE QUALITY OF THE BIODIESEL USED FOR BLENDING FOR OBTAIN THE DIESEL B5-S50, MUST TO COMPLY THE FOLLOWING QUALITY

#### BIODIESEL B100

COMPOSITE VESSEL TANK SAMPLE MUST COMPLY WITH ALL OF THE FOLLOWING SPECIFICATIONS:

| TEST                                                          | SPECIFICATIONS (A)                                                |       | METHOD                                      | OTHERS                                                    |
|---------------------------------------------------------------|-------------------------------------------------------------------|-------|---------------------------------------------|-----------------------------------------------------------|
|                                                               | MIN.                                                              | MAX.  |                                             |                                                           |
| APPEARANCE                                                    | FREE OF UNDISSOLVED WATER AND SUSPENDED OR PRECIPITATED PARTICLES |       |                                             | VISUAL                                                    |
| VOLATILITY                                                    |                                                                   |       |                                             |                                                           |
| DENSITY @ 15°C                                                | REPORT                                                            |       | D-4052                                      | UNE EN ISO 12185                                          |
| API GRAVITY 60°F                                              | REPORT                                                            |       | D4052                                       | UNE EN ISO 12185                                          |
| DISTILLATION                                                  |                                                                   |       | D-1160                                      |                                                           |
| EQUIVALENT TEMP. 90% RECOVERED, °C (B)                        |                                                                   |       |                                             |                                                           |
| FLASH POINT, °C                                               | 93                                                                | 360   | D-93                                        |                                                           |
| ALCOHOL CONTROL (ONE OF THE FOLLOWING MUST BE COMPLIED WITH): |                                                                   |       |                                             |                                                           |
| 1. METHANOL CONTENT % VOL                                     |                                                                   |       |                                             | EN 14110                                                  |
| 2. FLASH POINT, °C                                            | 130                                                               | 0.2   | D-93                                        |                                                           |
| FLUENCY                                                       |                                                                   |       |                                             |                                                           |
| KINEMATIC VISCOSITY AT 40°C, CST                              | 1.9                                                               | 6.0   | D-445                                       |                                                           |
| CLOUD POINT, °C                                               | REPORT                                                            |       | D-2500<br>D-5771, D-7689,<br>D-5772, D-5773 | UNE EN 23015                                              |
| COLD SOAK FILTRATION                                          | REPORT                                                            |       | D-7501                                      |                                                           |
| COMBUSTION                                                    |                                                                   |       |                                             |                                                           |
| CETANE NUMBER                                                 | 47                                                                |       | D-613<br>D-6890, D-7668                     |                                                           |
| COMPOSITION                                                   |                                                                   |       |                                             |                                                           |
| FATTY ACID METHYL ESTER(S) CONTENT (FAME), % M/M              | 96.5                                                              |       | -                                           | EN-14103                                                  |
| CARBON RESIDUE, % M/M (C)                                     |                                                                   | 0.050 | D-4530                                      | IP-398                                                    |
| ACID NUMBER, MG KOH/G                                         |                                                                   | 0.50  | D-664                                       | IP-177                                                    |
| FREE GLYCERINE, % M/M                                         |                                                                   | 0.020 | D-6584                                      | EN-14105                                                  |
| TOTAL GLYCERINE, % M/M                                        |                                                                   | 0.240 | D-6584                                      | EN-14105                                                  |
| PHOSPHORUS CONTENT, % M/M                                     |                                                                   | 0.001 | D-4951                                      |                                                           |
| CALCIUM AND MAGNESIUM CONTENT, COMBINED, MG/KG                |                                                                   | 5     |                                             | EN-14538                                                  |
| SODIUM AND POTASSIUM CONTENT, COMBINED, MG/KG                 |                                                                   | 5     |                                             | EN-14538                                                  |
| CORROSIVITY                                                   |                                                                   |       |                                             |                                                           |
| COPPER STRIP CORROSION, 3H, 50°C, N°                          |                                                                   | 3     | D-130                                       | IP-154                                                    |
| TOTAL SULFUR, MG/KG                                           |                                                                   | 15    | D-5453                                      | IP-336                                                    |
| CONTAMINANTS                                                  |                                                                   |       |                                             |                                                           |
| WATER & SEDIMENTS, %VOL                                       |                                                                   | 0.05  | D-2709                                      |                                                           |
| WATER CONTENT, MG/KG                                          |                                                                   | 500   | D-6304                                      | UNE-EN ISO 12937                                          |
| PARTICULATE CONTAMINANT, MG/KG                                |                                                                   | 24    | D-7321                                      | UNE-EN 12662                                              |
| SULFATED ASH CONTENT, % M/M                                   |                                                                   | 0.020 | D-874                                       | IP-163                                                    |
| MONOGLYCERIDE CONTENT, % M/M                                  |                                                                   | 0.70  | D-6584                                      | EN-14105                                                  |
| DIGLYCERIDE CONTENT, % M/M                                    |                                                                   | 0.20  | D-6584                                      | EN-14105                                                  |
| TRIGLYCERIDE CONTENT, % M/M                                   |                                                                   | 0.20  | D-6584                                      | EN-14105                                                  |
| SATURATED MONOGLYCERIDES (MGS), MG/KG                         |                                                                   | 1591  |                                             | NTP 3231, 125-2019,<br>Anexx E y F<br>EN 14214 Anexx C, 2 |
| OXIDATION STABILITY                                           |                                                                   |       |                                             |                                                           |
| OXIDATION STABILITY, HOURS                                    | 3                                                                 |       |                                             | EN-15751, EN-14112                                        |

#### OBSERVATIONS:

- (A) IN ACCORDANCE WITH THE PERUVIAN TECHNICAL STANDARD NTP 321, 125-2019, ASTM D-6751 Y UNE EN 14214.  
 (B) EQUIVALENT TEMPERATURE TO ATMOSPHERIC DISTILLATION.  
 (C) THE TEST MUST BE PERFORMED ON 100% OF THE SAMPLE.

#### GENERAL CONDITIONS FOR THE CARGOES:

- THE QUALITY OF THE PRODUCT (DIESEL B5-S50) MUST BE DETERMINATE ON BOARD OF VESSEL TANK AFTER COMPLETE LOAD THE TWO PRODUCTS (ULSD AND B100 OR THE BLENDING).



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TORGE LUIS LORA CASTAÑEDA  
 NOTARIO DE LIMA

PROTESTA INGRESO POR CORREO, SE CARGO AL SISTEMA



- THE QUALITY OF THE PRODUCT (DIESEL B5-S50) MUST BE DETERMINATE BY A COMPOSITE VESSEL'S TANKS SAMPLE.
- FOR GUARANTEE THE BIODIESEL B100 CONTENT IN THE BLENDING ( AT SELLER COST), WILL BE TAKE A SAMPLE OF EACH VESSEL TANKS AND ANALYSE THE CONTENT OF FAME.
- SELLER MUST ENSURE ALL VESSEL'S TANKS COMPLY ALL SPECIFICATIONS AND MUST COMPLY ALL SPECIFICATION.
- COMPOSITE VESSEL'S TANKS SAMPLES AND EACH VESSEL TANKS MUST COMPLY THE SPECIFICATION.
- THE HAND BLEND FOR THE SAMPLE IS NOT ALLOWED.
- THE SELLER MUST SEND THE QUALITY CERTIFICATE OF BIODIESEL B100 USED FOR THE CARGO AS WELL AS THE SENDING OF AN SWORN DECLARATION INDICATING THAT THE BIODIESEL B100 ON BOARD THE VESSEL COMPLIES WITH THE SPECIFICATIONS INDICATED UN THE QUALITY CERTIFICATE.
- PETROPERU RESERVES THE RIGHT TO REFUSE THE CARGO IF THE QUALITY ON COMPOSITE VESSEL'S TANKS OR EACH VESSEL TANK ARRIVES AT PERUVIAN PORTS OUT SPECIFICATION.

#### 10. MEASUREMENT / INSPECTION

THE SUPPLIER MUST SEND PETROPERU S.A. THE QUALITY OF THE PRODUCT FIVE (05) DAYS BEFORE THE DISCHARGE OF THE PRODUCT (ALL SPECIFICATIONS DETAIL IN ITEM N° 08), THE QUALITY WILL BE DETERMINED BY THE INDEPENDENT INSPECTOR OF RECORD, THIS COST IS ASSUME BY SELLER.

FOR THE DISCHARGE OF THE CARGOES, PETROPERU S.A. WILL BE VERIFIED THE MAIN SPECIFICATIONS AND WHAT PETROPERU S.A. CONSIDERS CONVENIENT ACCORDING TO THE COMPOSITE SAMPLE OF ALL COMPARTMENTS IN THE SHIP WHERE THE CARGO IS STORED BEFORE STARTING DISCHARGE OPERATION AT FIRST PERUVIAN PORT.

ALSO, THE QUALITY SHALL BE MEASURED ON VESSEL COMPOSITE SAMPLE IN DISCHARGE AT FIRST PERUVIAN PORT ASCERTAINED BY A MUTUALLY AGREED INDEPENDENT INSPECTOR. IF QUALITY IS DETERMINED TO BE OFF-SPEC, THEN SELLER WILL BE RESPONSIBLE FOR ANY AND ALL DIRECT COSTS INCURRED TO CORRECT THE CARGO. IF CARGO CANNOT BE CORRECTED OR ACCEPTED AS-IS, THEN BUYER SHALL BE ENTITLED TO REJECT CARGO AND TERMINATE THE CONTRACT, IN EITHER CASE SELLER SHALL COMPENSATE BUYER OF ALL DIRECT COSTS ACTUALLY AND REASONABLY INCURRED BY SUCH BREACH.

INVOICE QUANTITY SHALL BE BASED ON VESSEL FIGURES IN DISCHARGE AT FIRST PERUVIAN PORT WITH VEF APPLIED, AS CERTIFIED BY THE INDEPENDENT INSPECTOR OF RECORD.

- THE INSPECTION COSTS (AS OBSERVERS) AT LOAD AND DISCHARGE PORT(S) SHOULD BE SHARED BETWEEN PETROPERU'S ACCOUNT AND SELLER (50 % EACH).
- PETROPERU S.A. WILL CONSIDER ADDITIONAL TESTS TO ENSURE THE QUALITY IF ITS CONVENIENT.

#### 11. PORT RESTRICTIONS:

| PORT                       | DRAFT (m) | LOA (m) | MAXIMUM DISPLACEMENT | DWT    |
|----------------------------|-----------|---------|----------------------|--------|
| Callao (Pier N° 07 -A)     | 10.67     | 228.55  | -----                | 30,000 |
| Callao (Pier N° 07 - B)    | 10.67     | 228.55  | -----                | 30,000 |
| Conchán (Submarine Line)   | 13.41     | 228.55  | -----                | 69,989 |
| Eten                       | 10.97     | 213.32  | -----                | 35,000 |
| Mollendo                   | 13.90     | 213.32  | -----                | 60,000 |
| Salaverry                  | 7.62      | 182.84  | -----                | 25,000 |
| Talara (Liquid cargo dock) | 10.67     | 193.00  | 45,000 MT            | -----  |
| Talara (Submarine Line)    | 10.35     | 228.55  | 65,000 MT            | -----  |

#### 12. LAYTIME: 36 + 6 HRS.

#### 13. VESSEL NOMINATION AND DISCHARGE/LOADING PROCEDURES:

DAP PURCHASE: BIDDER MUST COMPLY WITH ITEM 06.1 OF PETROPERU'S GENERAL TERMS AND CONDITIONS FOR FOB EXPORTS AND CFR/DAP/FOB IMPORTS OF CRUDE OIL, PETROLEUM PRODUCTS AND BIOFUELS (OPERATING CONDITIONS).



JORGE LUIS LORA CASTAÑEDA  
 NOTARIO DE LIMA  
 PROPUESTA INGRESO POR CORREO  
 SE CARGO AL SISTEMA



23



14. DEMURRAGE:

AS PER ITEM 06.5 OF PETROPERU'S GENERAL TERMS AND CONDITIONS FOR FOB EXPORTS AND CFR/DAP/FOB IMPORTS OF CRUDE OIL, PETROLEUM PRODUCTS AND BIOFUELS.  
DEMURRAGE AND POST DEAL EXPENSE CLAIMS

PLEASE CONTACT PETROPERU'S DEMURRAGE TEAM WITH SUBJECT LINE TO READ: TYPE OF CLAIM  
E.G. PETROPERU S.A. DEMURRAGE, DEVIATION CLAIM. VESSEL NAME/ B/L DATE/ LOADPORT  
AND/OR DISPORT.

| Email                       |
|-----------------------------|
| demurrage1@petroperu.com.pe |

NOTE: CLAIMS WILL NOT BE VALID IF SENT TO OTHER EMAIL ADDRESS.

15. COVID-19: SELLERS ARE RESPONSIBLE FOR THE GOOD HEALTH CONDITION OF THE OFFICERS, CREW OF THEIR VESSELS. ALSO, SELLERS ARE RESPONSIBLE FOR TAKING THE MEASURES NEEDED TO PREVENT THE CORONAVIRUS'S PROPAGATION THRU THEIR OWN OR CHARTERED VESSELS. SO, ANY DELAY, COSTS, OR EXPENSES CAUSED OR INCURRED CONCERNING CORONAVIRUS, OR SUSPECTED CORONAVIRUS, ONBOARD THE VESSEL SHALL BE FOR THE OWNER'S / SELLERS ACCOUNT, WITH EXCEPTION TO A LOCAL PORT/FACILITIES CLOSURE BY THE PERUVIAN HEALTH AUTHORITY.

16. PRODUCT OFFERS: TO BE RECEIVED IN OUR PETROPERU'S TENDER WEBSITE AND/OR PETROPERU'S EMAIL: [TENDERSPETROPERU@PETROPERU.COM.PE](mailto:TENDERSPETROPERU@PETROPERU.COM.PE) BETWEEN 10:00 (NOT EARLIER) AND 11:00 HRS. ON JANUARY 19<sup>TH</sup>, 2022 WITH VALIDITY UNTIL 18:00 HRS ON JANUARY 20<sup>TH</sup>, 2022 (LIMA TIME: UTC-05:00).

IN THE EVENT THAT A PROBLEM OCCURRED WHILE SUBMITTING YOUR OFFER, PLEASE CONTACT US DURING THE SCHEDULE INDICATED.

OFFERS WILL BE SUBMITTED BY THE BIDDERS UNDER THE FOLLOWING FORMAT:

| Cargo | PORTS                                                | DIFFERENTIAL (D) - PAYMENT<br>30 DAYS AFTER NOR<br>(US\$/BBL) |
|-------|------------------------------------------------------|---------------------------------------------------------------|
|       |                                                      | 95% (ULSD-RVO)+5%(HO NYMEX+1.5 x D4)+FREIGHT/310 KB+D         |
| 1     | LIGHTERING OPERATION IN<br>CALLAO BAY/ETEN/SALAVERRY |                                                               |
|       | CONCHAN/ETEN/SALAVERRY                               |                                                               |

BIDDER MUST INDICATE THE COST FOR EACH ADDITIONAL 30 DAYS OF PAYMENT AFTER NOR  
DATE (US\$/BBL)

| DAYS      | US\$/BBL |
|-----------|----------|
| 30 TO 60  |          |
| 30 TO 90  |          |
| 30 TO 120 |          |
| 30 TO 150 |          |
| 30 TO 180 |          |

COST FOR SECOND ENTRY IN PERUVIAN PORT

| US\$/BBL |
|----------|
|          |

17. LAW AND JURISDICTION: AS PER ITEM N°12 OF PETROPERU'S GENERAL TERMS AND CONDITIONS FOR FOB EXPORTS AND CFR/DAP/FOB IMPORTS OF CRUDE OIL, PETROLEUM PRODUCTS AND BIOFUELS (REVISION OF 2017).
18. PREVENTION OF MONEY LAUNDERING AND FINANCING OF TERRORISM, CORRUPTION AND BRIBERY FELONIES: AS PER APPENDIX N° 01
19. INTEGRITY SYSTEM CLAUSE: AS PER APPENDIX N° 02
20. POLICIES:
- INTEGRATED MANAGEMENT POLICY OF QUALITY, ENVIRONMENT, SAFETY AND HEALTH AT WORK:



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 PROPUESTA INGRESO POR CORREO  
 SE CARGO AL SISTEMA



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- POLICY FOR PREVENTION OF MONEY LAUNDERING AND FINANCING OF TERRORISM, FELONIES OF CORRUPTION AND ANTI-BRIBERY MANAGEMENT:

([https://www.petroperu.com.pe/Storage/tbl\\_documentos\\_varios/fid\\_1160\\_Documento\\_file/559-m9Jd0Ef2Jv0lr1F.pdf](https://www.petroperu.com.pe/Storage/tbl_documentos_varios/fid_1160_Documento_file/559-m9Jd0Ef2Jv0lr1F.pdf))

21. **OTHER TERMS AND CONDITIONS:** AS PER PETROPERU'S GENERAL TERMS AND CONDITIONS FOR FOB EXPORTS AND CFR/DAP/FOB IMPORTS OF CRUDE OIL, PETROLEUM PRODUCTS AND BIOFUELS (REVISION OF 2017).
22. **IMPORTANT NOTES:**
  - A. ANY INFORMATION GIVEN BY WINNER AFTER AWARD THAT MODIFIES THE CONDITIONS OF THIS INVITATION AND/OR OUR AWARD WILL BE CONSIDERED A MATERIAL UNFULFILLMENT OF THE CONTRACT. UNDER THIS SITUATION, PETROPERU S.A. RESERVES THE RIGHT TO CANCEL THE CONTRACT AND REQUIRE AN INDEMNITY FROM THE WINNER FOR ANY AND ALL COSTS, DAMAGES, OR EXPENSES INCURRED BY PETROPERU S.A. AS A RESULT OF WINNER'S FAILURE TO FULFILL ITS CONTRACTUAL OBLIGATIONS. ADDITIONALLY, PETROPERU S.A. RESERVES THE RIGHT TO SUSPEND OR EXCLUDE THE WINNER FROM OUR TENDER LIST.
  - B. PETROPERU S.A. REQUIRES THAT THE WINNER OF THIS TENDER PERFORM ITS CONTRACTUAL OBLIGATIONS IN A PROFESSIONAL AND RESPONSIBLE WAY, OTHERWISE PETROPERU S.A. RESERVES THE RIGHT TO SUSPEND THE WINNER AND REQUIRE AN INDEMNITY FROM THE WINNER FOR ANY AND ALL COSTS, DAMAGES OR EXPENSES INCURRED BY PETROPERU S.A. AS A RESULT OF WINNER'S FAILURE TO FULFILL ITS CONTRACTUAL OBLIGATIONS, INCLUDING SENDING THE DOCUMENTATIONS AS PER PERUVIAN AND ANDEAN PACT REGULATIONS.
  - C. IF THE WINNER FAILS TO COMPLY WITH THE THREE DAY LAYCAN, AS PER ITEM 2, PETROPERU S.A. RESERVES THE RIGHT TO CONSIDER IT A MATERIAL UNFULFILLMENT OF THE CONTRACT. UNDER THIS SITUATION PETROPERU S.A. MAY APPLY ITEM 22.A OF THIS INVITATION.
23. PETROPERU S.A. RESERVES THE RIGHT TO CANCEL THE CARGOES UNDER THIS INVITATION BEFORE AWARDED THIS TENDER. PETROPERU S.A. ALSO HAS THE RIGHT TO AWARD THE CARGOES TO DIFFERENT BIDDERS OR TO AWARD THE CARGOES TO ONLY ONE BIDDER. FURTHERMORE, PETROPERU S.A. RESERVES THE RIGHT TO AWARD OR NOT AWARD THIS TENDER. PETROPERU S.A. RESERVES THE RIGHT TO AWARD NONE OR UP TO ONE CARGO UNDER THIS TENDER.

YOUR OFFER WILL BE HIGHLY APPRECIATED.

BEST REGARDS,



Firmado digitalmente por:  
PINEDO RAMÍREZ Ramon Segundo  
PETROLEOS DEL PERU PETROPERU SA  
PE  
Lima-Lima  
Motivo: Aprobado  
Fecha: 13/01/2022 15:56:20-0500

**RAMÓN PINEDO RAMÍREZ**  
HEAD OF TRADING  
PETROPERU S.A.

JORGE LUIS LORA CASTAÑEDA  
NOTARIO DE LIMA

PROPUESTA INGRESO POR CORREO  
SE CARGO AL SISTEMA







# APPENDIX No. 1

## Prevention of Money Laundering and Financing of Terrorism, Corruption and Bribery felonies:

By virtue of this clause, the Contractor declares to have received and read the Policy for the Prevention of Money Laundering and Financing of Terrorism, Felonies of Corruption and Anti-Bribery Management of PETROPERÚ attached to this contract; stating that they understand it and agree to comply with it, together with their partners or associates, directors, members of the administrative bodies, legal representatives, attorneys-in-fact, and any natural or legal person acting for their account or benefit, and on their behalf; with emphasis on the following aspects:

1. Use resources in the execution of this contract and all payments or any other transfer of resources, including real guarantees, made in favor of PETROPERÚ S.A., which come from legal funds.
2. Not incur in felonies of Money Laundering, Terrorism Financing, or Corruption under the forms of: Generic, Specific or Transnational Active Bribery, influence peddling, Simple or Aggravated Collusion, among other felonies that the law establishes, such as Law No. 30424 and its amending regulations, in relation to the celebration and execution of this contract.
3. Not to make, offer, authorize, request, or accept any undue or illegal payment or, in general, any undue or illegal benefit or bribery, in relation to the celebration and execution of this contract.
4. That neither it, nor its partners or associates (with ownership of 10% or more of shares or participation), directors and managers: a) Have a sentence, by final judgment, for the crime of Money Laundering, Terrorism Financing, Precedent felonies such as Drug Trafficking, Tax or Customs Felonies, Illegal Mining, Corruption or others that generate illegal profits; Generic, Specific and Transnational Active Bribery, Influence Peddling, Simple and Aggravated Collusion or Bribery; at the national or international level; b) They are included in the OFAC List (Office of Foreign Assets Control of the Treasury Department of the United States of America), List of Terrorists of the United Nations Security Council, List related to the Financing of the Proliferation of Arms of Mass Destruction issued by the United Nations Security Council.
5. Prevent bribery, adopting appropriate technical, organizational or personnel measures to avoid improper acts or practices or illegal conducts; in the matter on which this contract deals.
6. Make available to PETROPERÚ S.A. truthful and complete information, and in case it suffers variations, present the updated information within a period of fifteen (15) business days. PETROPERÚ S.A. can request the information they consider pertinent in compliance with the legislation on money laundering and financing of terrorism.
7. Notify PETROPERÚ S.A. and the competent authorities, in a direct and timely manner, any improper act or practice or illegal conduct of which it becomes aware in relation to the celebration and execution of this contract.

PETROPERÚ S.A. can terminate this Contract at any time by right, by written notification to the Contractor if, supported by evidence, it considers that the Contractor has breached any of the commitments mentioned in this clause, placing PETROPERÚ S.A. in the face of a legal, patrimonial or reputational risk or that may generate administrative, civil, criminal sanctions; without prejudice to the fact that PETROPERÚ S.A. provide information to the competent authorities and initiate the pertinent legal actions, including the compensation that may be applicable".

JORGE LUIS LORA CASTAÑEDA  
NOTARIO DE LIMA

PROPUESTA NOTARIO POR CORREO  
DE CARGO AL SISTEMA



APPENDIX No. 2INTEGRITY SYSTEM CLAUSE

The purpose of the Integrity System is to manage ethics and integrity in PETROPERÚ, assuming a commitment to the system's norms, as well as to strengthen the ethical culture based on the zero-tolerance policy against fraud, corruption and any irregular act, thus providing the guidelines to follow to develop preventive actions and detect irregular acts.

In this sense, the CONTRACTOR / CLIENT undertakes to comply with the provisions of:  
i) the PETROPERÚ Integrity Code; ii) the Corporate Anti-Fraud and Anti-Corruption Policy of PETROPERÚ S.A. and, iii) the guidelines of the Integrity System, in what is applicable to the obligations in charge.

The PETROPERÚ Integrity Code, the Corporate Anti-Fraud and Anti-Corruption Policy, as well as the Integrity System Guidelines are published on the PETROPERÚ portal, at the following link:  
<https://www.petroperu.com.pe/buen-gobierno-corporativo/nuestro-sistema-de-integridad/>

JORGE LUIS LORA CASTAÑEDA  
NOTARIO DE LIMA

PROPUESTA INGRESO POR CORREO  
DE CARGO AL SISTEMA





PETROPERU S.A.  
 REPORTE DE DISCULPAS

|                  |            |                              |                  |
|------------------|------------|------------------------------|------------------|
| FECHA RECEPCIÓN: | 19/01/2022 | N° CONCURSO: SSVI- 0007-2022 | TENDER- 005-2022 |
| HORA INICIO:     | 10:00:00   | HORA FIN:                    | 11:00:00         |

| Participante                                                | Fecha               | Comentario                                                                                                                                                                                                                                                               |
|-------------------------------------------------------------|---------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| MITSUI & CO. ENERGY<br>MARKETING AND SERVICES<br>(USA), INC | 19/01/2022 10:00:18 | SIRS,<br><br>WE REGRET WE ARE UNABLE TO MAKE AN OFFER<br>DUE TO LACK OF DIESEL B5 AVAILABLE FOR EXPORT.<br><br>WE LOOK FORWARD TO BID IN YOUR FUTURE<br>TENDERS.<br><br>BEST REGARDS,                                                                                    |
| MACQUARIE COMMODITY<br>TRADING US LLC                       | 19/01/2022 10:01:31 | DEAR SIR/MADAM,<br>WE REGRET THAT AT THIS TIME WE ARE UNABLE TO<br>MAKE A COMPETITIVE OFFER/BID.<br><br>WE HOPE WE WILL BE ABLE TO OFFER/BID AT YOUR<br>NEXT TENDER AND WE LOOK FORWARD TO YOUR<br>FUTURE REQUIREMENTS.<br><br>BEST REGARDS                              |
| FREEPOINT COMMODITIES LLC                                   | 19/01/2022 10:02:16 | DEAR SIR/MADAM,<br>WE REGRET THAT AT THIS TIME WE ARE UNABLE TO<br>MAKE A COMPETITIVE OFFER/BID.<br><br>WE HOPE WE WILL BE ABLE TO OFFER/BID AT YOUR<br>NEXT TENDER AND WE LOOK FORWARD TO YOUR<br>FUTURE REQUIREMENTS.<br><br>BEST REGARDS<br>FREEPOINT COMMODITIES LLC |
| MARUBENI CORPORATION                                        | 19/01/2022 10:26:12 | DEAR SIR/MADAM,<br>WE REGRET THAT AT THIS TIME WE ARE UNABLE TO<br>MAKE A COMPETITIVE OFFER/BID.<br><br>WE HOPE WE WILL BE ABLE TO OFFER/BID AT YOUR<br>NEXT TENDER AND WE LOOK FORWARD TO YOUR<br>FUTURE REQUIREMENTS.<br><br>BEST REGARDS                              |



JORGE LUIS LORA CASTAÑEDA  
 NOTARIO DE LIMA

|                  |            |                              |                  |
|------------------|------------|------------------------------|------------------|
| FECHA RECEPCIÓN: | 19/01/2022 | N° CONCURSO: SSVI- 0007-2022 | TENDER- 005-2022 |
| HORA INICIO:     | 10:00:00   | HORA FIN:                    | 11:00:00         |

| Participante                    | Fecha               | Comentario                                                                                                                                                                                                                                             |
|---------------------------------|---------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| TARTAN OIL LLC                  | 19/01/2022 10:38:18 | <p>DEAR SIR/MADAM,<br/>WE REGRET THAT AT THIS TIME WE ARE UNABLE TO<br/>MAKE A COMPETITIVE OFFER/BID.</p> <p>WE HOPE WE WILL BE ABLE TO OFFER/BID AT YOUR<br/>NEXT TENDER AND WE LOOK FORWARD TO YOUR<br/>FUTURE REQUIREMENTS.</p> <p>BEST REGARDS</p> |
| GEORGE E. WARREN<br>CORPORATION | 19/01/2022 10:48:33 | <p>DEAR SIR/MADAM,<br/>WE REGRET THAT AT THIS TIME WE ARE UNABLE TO<br/>MAKE A COMPETITIVE OFFER/BID.</p> <p>WE HOPE WE WILL BE ABLE TO OFFER/BID AT YOUR<br/>NEXT TENDER AND WE LOOK FORWARD TO YOUR<br/>FUTURE REQUIREMENTS.</p> <p>BEST REGARDS</p> |



JORGE LUIS LORA CASTAÑEDA  
NOTARIO DE LIMA

Responder a todos Eliminar No deseado Bloquear ...

**RE: TENDER ONE CARGO OF DIESEL B5 S-50 DURING FEBRUARY 2022**

R

**Rodrigo.DeAguirre@SHELL.com**

Mié 19/01/2022 11:09

Para: Tenders Petroperu; Rony Vilcapoma Lozano

CC: Jose Rafael Martinez Roman

Petroperu Jan22.pdf  
403 KB

Fallamos por un minuto, mandando esto por acá por si nos pueden aceptar la oferta aun.

Gracias!

**Rodrigo De Aguirre****Shell Trading US Company**

1000 Main St, Houston, TX 77002

Tel: +1 713 230 4003

Cel: +1 713 503 5844

Email: [rodrigo.deaguirre@shell.com](mailto:rodrigo.deaguirre@shell.com)

ICE ID: rodrigo\_deaguirre\_SWST

**From:** tenderspetroperu@petroperu.com.pe <tenderspetroperu@petroperu.com.pe>**Sent:** Thursday, January 13, 2022 3:10 PM**To:** De Aguirre, Rodrigo STUSCO-STP/41 <Rodrigo.DeAguirre@SHELL.com>**Subject:** TENDER ONE CARGO OF DIESEL B5 S-50 DURING FEBRUARY 2022

Think Secure. This email is from an external source.

SSVI-0007-2022

TENDER-005-2022

JANUARY 13, 2022

**SHELL TRADING (US) COMPANY****RODRIGO DE AGUIRRE**

DEAR SIR / MADAM,

PETROPERU S.A. INVITES YOUR COMPANY TO SUBMIT A BID/ OFFER UNDER THE TERMS AND CONDITIONS PROVIDED WITH THIS INVITATION, FOR THE SALE/PURCHASE OF:

- DIESEL B5-S15

**BIDS/OFFERS MUST BE UPLOADED ON PETROPERUS WEBSITE AT THE FOLLOWING ADDRESS:**<https://scdp.petroperu.com.pe/tender>**FOR REGISTERING ADDITIONAL CONTACTS:**<https://scdp.petroperu.com.pe/tender>

BIDS/OFFERS SENT TO OTHER PETROPERU RECIPIENTS MAY BE DISCARDED.

**DATE AND TIME OF SUBMISSION OF BID/OFFER:** JANUARY 19, 2022, BETWEEN 10:00 AND 11:00 HOURS (LIMA TIME: UTC-05:00)**BID/OFFER VALIDITY:** JANUARY 20, 2022, UNTIL 18:00 HOURS (LIMA TIME: UTC-05:00)

NON-COMPLIANCE WITH BIDDING INSTRUCTIONS AND/OR THE LATE ARRIVAL OF YOUR BID/OFFER MAY NOT BE CONSIDERED FOR THE REFERRED TENDER. REQUESTS FOR BID/OFFER EXTENSIONS SHALL NOT BE GRANTED.



*Handwritten notes in purple ink:*  
TORGE LUIS LORA CASTAÑEDA  
NOTARIO DE LIMA  
PROMESA INCORPORADA FOR  
CORREO 11:09

1000 Main St  
Houston, Texas 77002  
+1 713 230 4003  
+1 713 503 5844

Shell Trading US Co.

To: Rafael Martinez Roman  
External Marketing Department  
PETROPERU

From: Scott Shill  
Trading- Middle Distillates

Fax: +511 6145020  
+511 614 5021

Pages: 3

Phone: +511 211 7800

Date: Jan 13, 2022

Re: Shell Offer Tender-005-2022

☐ Urgent

☐ For Review

☐ Please Comment

☐ Please Reply

☐ Please Recycle

JORGE LUIS LORA CASTAÑEDA  
NOTARIO DE LIMA

PROPOSTA INGRESO POR  
CORREO 11:09







31

|                         |                                                                                                                                                                                                                                                                                                                                                                |
|-------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Seller:</b>          | Shell Trading US Co                                                                                                                                                                                                                                                                                                                                            |
| <b>Buyer:</b>           | Petroleos del Peru (Petroperu)                                                                                                                                                                                                                                                                                                                                 |
| <b>Grade/Quantity:</b>  | ULSD B5 as per tender document.                                                                                                                                                                                                                                                                                                                                |
| <b>Delivery:</b>        | CFR Peru as per tender document in geo rotation North to South (any deviation from that rotation to be for Petroperu's account). Should buyer want delivery to happen DAP, Risk and title to be passed at International waterline before entering Peruvian waters<br>Cargoes: 320,000 barrels max/-10% at Seller's Option or less due to operational tolerance |
| <b>Delivery Window:</b> | As per tender document                                                                                                                                                                                                                                                                                                                                         |
| <b>Vessel</b>           | To be nominated by seller and acceptable to buyer. Any lightering vessel must be approved by Shell.                                                                                                                                                                                                                                                            |
| <b>Price:</b>           | Please see below price premia fixed amount (\$/bbl) per cargo.                                                                                                                                                                                                                                                                                                 |

**ALTERNATIVE I ONLY**  
Premium in USD/Bbl (Fixed Differential to price formula)

| Month     | Lot - Premium in USD/Bbl |                |
|-----------|--------------------------|----------------|
|           | Concha/Callao            |                |
| Feb 24-28 | 3.57                     | April NYMEX HO |

**PRICE:**

**DIESEL B5 S-50**

|              |          |                                       |          |                                                                |          |                                        |            |                                               |
|--------------|----------|---------------------------------------|----------|----------------------------------------------------------------|----------|----------------------------------------|------------|-----------------------------------------------|
| <b>PRICE</b> | <b>=</b> | <b>95%( ARGUS ULSD PL- ARGUS RVO)</b> | <b>+</b> | <b>5% (ARGUS HEATING OIL NYMEX FUTURES+1.5x ARGUS D4 RINS)</b> | <b>+</b> | <b>ARGUS FREIGHT DIVIDED BY 310 KB</b> | <b>+/-</b> | <b>FIXED AMOUNT OF USD DOLLARS PER BARREL</b> |
|--------------|----------|---------------------------------------|----------|----------------------------------------------------------------|----------|----------------------------------------|------------|-----------------------------------------------|

ARGUS FREIGHT: ARGUS FREIGHT CLEAN USGC-PERU 38 KT (PA CODE: PA0017651) CONVERTED INTO US DOLLARS  
 ARGUS ULSD PL: ARGUS MEAN DIESEL 62 (ULSD) COLONIAL PIPELINE PROMPT CYCLE (PA CODE: PA0011936) CONVERTED INTO US DOLLARS PER BARREL  
 ARGUS RVO: ARGUS RENAWABLE VOLUME OBLIGATION (RVO) (PA CODE: PA0012358) CONVERTED INTO US DOLLARS PER BARREL  
 ARGUS HEATING OIL NYMEX FUTURES (DATA CODE: PA0002807) CONVERTED INTO US DOLLARS PER BARREL  
 ARGUS RIN BIOMASS-BASED DIESEL (D4) (DATA CODE: PA0010070) CONVERTED INTO US DOLLARS PER RIN

|                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
|------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Pricing Period:</b> | 5 days around NOR to the first Peruvian port<br>WHETHER THE CARGO ARRIVES BEFORE THE CONTRACTUAL WINDOW, NOR DATE FOR PRICING PURPOSES BE THE FIRST DAY OF THE CONTRACTUAL WINDOW. ELSE PRICING BASIS NOR.<br><br>IN THE EVENT THE NOR DATE FALLS ON A DAY WHEN ARGUS IS NOT PUBLISHED, THE PRICE WILL BE CALCULATED UTILIZING THE THREE EFFECTIVE PUBLISHED PRICE QUOTATIONS IMMEDIATELU BEFORE THE NOR DATE (3-0-2). IN ALL CASES, FIVE SEPARATE CONSECUTIVE QUOTATIONS SHALL BE USED. |
|------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

|                       |             |
|-----------------------|-------------|
| <b>Payment Terms:</b> | NOR+30 days |
|-----------------------|-------------|

| DAYS      | US\$/BBL |
|-----------|----------|
| 30 TO 60  | 0.5      |
| 30 TO 90  | 1.2      |
| 30 TO 120 | NA       |



JORGE LUIS LORA CASTANEDA  
 NOTARIO DE LIMA  
 PROPUESHA INVERSO POR  
 CORREO 11:09

32

PROCESO 106180 FOR COPIAS 11:09

JORGE LUIS LORA CASTANEDA  
NOTARIO DE LIMA

|                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |            |                                                                                                                                                  |            |                                                                                                |
|-------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|--------------------------------------------------------------------------------------------------------------------------------------------------|------------|------------------------------------------------------------------------------------------------|
|                                     | <table border="1"> <tr> <td>30 TO 150</td><td>NA</td></tr> <tr> <td>30 TO 180</td><td>NA</td></tr> </table>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 30 TO 150  | NA                                                                                                                                               | 30 TO 180  | NA                                                                                             |
| 30 TO 150                           | NA                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |            |                                                                                                                                                  |            |                                                                                                |
| 30 TO 180                           | NA                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |            |                                                                                                                                                  |            |                                                                                                |
| Origin:                             | Intention is to load in <b>US/EUROPE/SINGAPORE</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |            |                                                                                                                                                  |            |                                                                                                |
| Laytime:                            | 36 + 6 hrs                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |            |                                                                                                                                                  |            |                                                                                                |
| Demurrage rate and terms:           | Demurrage rate per vessel charter party.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |            |                                                                                                                                                  |            |                                                                                                |
| Penalties:                          | <p>IN CASES OF UNJUSTIFIED DELAYS OF THE VESSEL CARRYING THE CARGO, WHICH ARE THE RESULT OF CAUSES IMPUTABLE TO THE SELLER, AND NOT QUALIFIED AS FOREC MAJEURE, BUYER WILL INVOICE THE SELLER FOR THE EQUIVALENT 0.2% FO THE AMOUNT OF THE CARGO IN AMERICAN DOLLARS FOR EACH DAY/FRACTION OF THE DAY OF THE DELAY UP TO 6% MAXIMUM. PENALT DAILY CALCULATION SHALL START AS FROM 00:00 HOURS OF THE DELAY FOLLOWING THE LAST DAY OF THE CONTRACTUAL LAYCAN UP TO THE ARRIVAL OF THE VESSEL AT THE FIRST DISCHARGE PORT AND ISSUANCE OF THE NOTICE OF READINESS (NOR). PAYMENT OF THIS PENALTY DOES NOT EXCLUDE THE COMPENSATION CORRESPONDING IN FAVOR OF BUYER DUE TO DAMAGES, INCLUDING LOSS OF PROFIT, CONSEQUENTIAL DAMAGES, LOSSES OR ANY OTHER TYPE OF DAMAGE, OPERATING COSTS OR ANY OTHER CONCEPT BECAUSE OF THE DELAY. IT DOES NOT EXCLUDE EITHER THE RESPONSIBILITIES ARISING FROM APPLICATION OF THE COMPENSATION OR PENALTY CAUSES ESTABLISHED FOR EACH OPERATION IN PARTICULAR.</p> <p>DURING THE FIRST 5 DAYS OF THE LATE ARRIVAL, THE FOLLOWING CONDITION DOES NOT APPLY: "THE COMPENSATION CORRESPONDING IN FAVOR OF THE BUYER DUE TO DAMAGES, INCLUDING LOSS OF PROFIT, CONSEQUENTIAL DAMAGES, LOSSES OR ANY OTHER TYPE OF DAMAGE, OPERATING COSTS OR ANY OTHER CONCEPT BECAUSE OF THE DELAY".</p> <p>FROM THE SIXTH DAY OF THE LATE ARRIVAL AND FORWARD, BUYER WILL EVALUATE THE APPLICATION OF THE A COMPENSATION (AS SAID ON THE PARAGRAPH ABOVE) FOR LATE ARRIVAL.</p> |            |                                                                                                                                                  |            |                                                                                                |
| Inspection:                         | 50/50% at Disport. <b>Seller to procure the Vessel Comp COA no later than 6 days before estimated discharge of the product.</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |            |                                                                                                                                                  |            |                                                                                                |
| Law/ Dispute Resolution             | As per item 12 of Petroperu's tender terms and conditions for FOB exports and CFR/FOB imports of crude oil and petroleum products (revision 2017)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |            |                                                                                                                                                  |            |                                                                                                |
| Title/Risk:                         | Loadport                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |            |                                                                                                                                                  |            |                                                                                                |
| Quantity and Quality Measurement:   | The quantity and quality of the product shall be determined by measurement, sampling and testing in the manner customary at the loading port. However if shore tank(s) are (i) active, (ii) in the critical zone, (iii) the roof is not in floatation, or (iv) unable to measure manually, quantity shall be based upon the vessel's loaded figure with vef (if available) applied, except for fraud or manifest error.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |            |                                                                                                                                                  |            |                                                                                                |
| Other General Terms and Conditions: | <p>Petroperu's tender terms and conditions for FOB exports and CFR/FOB imports of crude oil and petroleum products (revision 2017)</p> <p><b>Penalty clause still under revision/waiver. To be confirmed if acceptable to Shell.</b></p> <table border="1"> <tr> <td>APPENDIX 2</td><td>Delete and replace with below <i>Anti-Bribery and Corruption/ Anti-Money Laundering &amp; Facilitation Payments and Anti-Corruption</i> clauses.</td></tr> <tr> <td>APPENDIX 3</td><td>Delete and replace with below <i>Trade Controls &amp; Trade Controls and Boycotts</i> clauses.</td></tr> </table>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | APPENDIX 2 | Delete and replace with below <i>Anti-Bribery and Corruption/ Anti-Money Laundering &amp; Facilitation Payments and Anti-Corruption</i> clauses. | APPENDIX 3 | Delete and replace with below <i>Trade Controls &amp; Trade Controls and Boycotts</i> clauses. |
| APPENDIX 2                          | Delete and replace with below <i>Anti-Bribery and Corruption/ Anti-Money Laundering &amp; Facilitation Payments and Anti-Corruption</i> clauses.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |            |                                                                                                                                                  |            |                                                                                                |
| APPENDIX 3                          | Delete and replace with below <i>Trade Controls &amp; Trade Controls and Boycotts</i> clauses.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |            |                                                                                                                                                  |            |                                                                                                |
| Validity                            | As per tender document, <b>still pending management approval.</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |            |                                                                                                                                                  |            |                                                                                                |



  
ROGER LIY LION  
Petroperu  
Ficha: 59289