



REQUEST FOR PROPOSAL - PKN/2/002570/25

Dear Sirs,

On behalf of ORLEN Group, we would like to invite your company to submit an offer in bioethanol sourcing process to ORLEN UNIPETROL in 2026.

The subject of the tender is bioethanol with ultra low, low and medium GHG emission and also advanced bioethanol.

In the tender, bidders have an opportunity to submit an offer for bioethanol denatured by two methods:

- **european denaturation**
- **local denaturation 1B**

Below we present the details of the Request for Proposal - RFP.

I. SUBJECT OF THE REQUEST FOR PROPOSAL AND CONDITIONS:

- **Company:** ORLEN UNIPETROL RPA VAT no. CZ699000139
- **Product:** Bioethanol according to the attached specification (certificated and sustainable).
- **Delivery period:** 01.01.2026 - 31.12.2026
- **Delivery terms:** DDP (INCOTERMS 2020).
- **Total estimated volume:** up to 135 000 m3
- **Places of deliveries:** ORLEN UNIPETROL Litvinov / Kralupy (Czech Rep.)
- **Mode of transport:** RTC

II. METHOD OF SUBMITTING OFFERS:

Bidders are requested to submit bids only via Connect Purchasing Platform. The offer must consist of a formal and commercial part.

III. FORMAL OFFER - FORMAL CRITERIA

The formal offer should include the documents and statements required in the formal part on Connect Platform. Please note, failure to formal criteria confirmation may results in the offer rejection. The requirements described in formal criteria are essential for evaluating and qualifying suppliers to further trade negotiations. Please be informed that ORLEN will invite for negotiation only those suppliers meeting formal requirements 0/1.

IV. COMMERCIAL OFFER - COMMERCIAL CRITERIA

The commercial offer must contain all the elements required in the commercial part on Connect Platform.



The pricing formula based on Platt's Ethanol Rotterdam T2 low daily quotations [EUR/m3] + **Premium/Discount [EUR/m3] + Cost of denaturation [EUR/m3] + Transport costs [EUR/m3]**

- Please quote:
 - Components of pricing formula specified in commercial part
 - Offered based volume in m3
 - Offered volume flexibility in Buyer option: expected +/-30%
 - Payment term: expected 60 days after delivery month
 - Please provide max. monthly weighted average GHG emissions in grams and min. annual weighted average GHG reduction level in % for the European Union.
- Tender currency: **EUR**.
- The subject of the bid evaluation is the **DDP price**, which consists of T2 quotations, premium / discount, denaturation cost, transport cost and cost of money over time resulting from the payment term. Please note that the payment term affects the value of your bid.
- The value of maximum **GHG emissions** and volume flexibility, among other commercial parameters, will affect the attractiveness of the offer and the company's ranking in Supplier selection.

V. THE VALIDITY OF THE OFFER

- Bidders are asked to confirm the **validity of the offer until 30.09.2025**.
- During the offer validity period, the offer is irrevocable, Bidder is not allowed to withdraw the offer and/or modify the offer to the detriment of Buyer. Modification to the detriment of Buyer is in particular reduction in volume and/or increase in price.

VI. SOURCING PROCESS STAGES

- Firstly, offers are evaluated based on formal requirements. The commercial negotiation will follow. Please note that there can be one stage of process with one round of negotiation only.
- Please attach all documents in the Formal section in point "PLACE OF ATTACHING DOCUMENTS" and the excel file with the Commercial Offer in the commercial section next to payment term.
- Please confirm all the formal criteria related to the ORLEN UNIPETROL in offers submission.

VII. DEADLINE FOR SUBMISSION OF OFFERS

Bidders may submit offers until **18.07.2025, at 6:00 PM (CEST)**.



VIII. QUESTIONS AND CONTACT:

In case of any questions during the preparation of offers, please contact us via the Connect Purchasing Platform - the Questions/Answers functionality. Responses will be sent as soon as possible, subject to the following reservation. ORLEN Group reserves the right not to answer the questions if the question is asked less than 24 hours after the closing date for submission of offers specified in the Request for Proposal.

Please direct any questions regarding registration or functionality of the CONNECT Purchasing Platform in accordance with the information at the bottom of the page <https://connect.orlen.pl/>, telephone number to the website's Help Desk administrator +48 22 576 87 95.

Any questions regarding the subject of the inquiry as well as the details of the purchasing procedure should be directed to:

Kamila Michalska: Kamila.Michalska@orlen.pl

Karolina Noga: Karolina.Noga@orlen.pl

We invite you to submit the offer.

Kind regards,
Purchasing Team

ORLEN reserves the right to reject an incomplete offer, or if, at the stage of offer evaluation, it finds after data verification that the data provided by the Bidder are untrue and this may influence the outcome of the procurement procedure. ORLEN reserves the right to select at its sole discretion the company/companies with whom ORLEN will conclude the agreement and reserves the right to conclude the agreement with more than one Supplier, selected through negotiations. The scope of the agreement can cover a part or a total scope of the presented quotation. Moreover ORLEN reserves the right to cancel this invitation for tenders and withdraw from negotiations without giving any reason. Bidders are not eligible for any claims against the Inviting Party in this connection. This letter is an invitation for negotiations in the understanding of Art. 72 of the Polish Civil Code, and thus does not apply provisions regarding offer in the understanding of Art. 66 of the Polish Civil Code. The offer is valid for the period agreed upon the parties and cannot be withdrawn by the Bidder before the end of this period or changed to the detriment of the Buyer. ORLEN stipulates that confirmation of the agreed terms of the contract may be made only by persons with appropriate powers of attorney.