



REQUEST FOR PROPOSAL

Dear Sirs,

On behalf of ORLEN Group, we would like to invite your company to submit an offer in **BIOETHANOL** sourcing process to ORLEN Group – ORLEN S.A. (ORL), ORLEN Unipetrol (OUP) and ORLEN Lietuva (OLT) in 2027.

The estimated bioethanol demands in ORLEN GROUP: ~ **654 k m³**.

Below we present the details of the RFP.

I. SUBJECT OF THE REQUEST FOR PROPOSAL AND CONDITIONS:

1. Company:

- ORLEN S.A., VAT no. PL7740001454
- ORLEN UNIPETROL RPA, VAT no. CZ699000139
- ORLEN LIETUVA, VAT no. LT664517219

2. Product: Bioethanol according to the attached specifications (certificated and sustainable).

- **ORLEN S.A.:** Conventional bioethanol 1G and 2G: both in compliance with attached specification.
- **ORLEN Unipetrol:** Conventional bioethanol with attached specification.
Deliveries possible with:
 - a) denaturation 1B with sAD document or EMCS code S400-22072000
 - b) denaturation 1:1:1 with sAD document
- **ORLEN Lietuva:** Conventional bioethanol 1G and 2G: both in compliance with attached specification.

Bidders must have the valid certificate of a scheme recognized by the European Commission through the decision for demonstrating compliance with the sustainability during the contract period, ie. 01.01.2027 - 31.12.2027 (according the local regulations).

3. Delivery period: 01.01.2027 - 31.12.2027

4. Offer validity: 15th December 2026

5. Deliveries places: ORLEN S.A., ORLEN Unipetrol, ORLEN Lietuva.

6. Transport: trucks, RTC, vessel

7. Delivery basis: DDP/FCA/CIF/FOB (INCOTERMS 2020).

Please calculate transport costs for the indicated terminals. The Buyer reserves the right to arrange transportation on its own (in which case FCA parity will apply).



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 result 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.

ORLEN S.A.:

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

ORLEN UNIPETROL and ORLEN LIETUVA:

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

V. THE VALIDITY OF THE OFFER

- Bidders are asked to confirm the **validity of the offer until 15.12.2026**.



- 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 be informed that ORLEN Group will invite for negotiation only those suppliers meeting formal requirements
- 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 in offers submission.

VII. DEADLINE FOR SUBMISSION OF OFFERS

Bidders may submit offers until **05.10.2026, at 13:00** (CEST).

The offer validity period expires on 15.12.2026. 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.

In case of any questions please do not hesitate to contact:

Kamila Michalska: e-mail: Kamila.Michalska@orlen.pl

Zuzanna Zalińska: e-mail: Zuzanna.Zalinska@orlen.pl

ORLEN Capital Group reserves the right to select at its sole discretion the company/companies with whom ORLEN Capital Group 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 Capital Group 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 Supplier before the end of this period or changed to the detriment of the Buyer. The confirmation of agreed terms of the contract may be made only by an ORLEN OG authorized person.