

## **NEW YEAR DISCOUNT** **SOFT CORPORATE OFFER**

We on behalf of our End Seller/Refinery with full legal  
responsibility under penalty of perjury hereby issue this Soft Corporate Offer with given terms and conditions as stated in  
this offer to confirm our readiness and to execute a Sales and Purchase Negotiation with the end buyer, with the ability to  
supply the following commodities according to the terms and conditions stipulated in this soft corporate offer.

INFORMATION: **Oil & Gas Commodities**

ORIGIN: **Republic Of Kazakhstan**

PAYMENT TERMS: **MT103/TT Wire Transfer For The Value Of The Goods**

INSPECTION: **SGS/CIQ OR EQUIVALENCE**

TERMS: (F.O.B): **ROTTERDAM, HOUSTON & JURONG**

### **AVAILABLE PRODUCTS AND PRICE**

#### **AVIATION KEROSENE COLONIAL GRADE 54 (JP54)**

- Min Quantity:** 1.000.000 – 2,000,000 BBLs FOR FIRST MONTH
- Max Quantity:** 5.000.000. BBLs CONTRACT X 12 MONTHS WITH POSSIBLE ROLLS AND EXTENSION
- Origin:** Kazakhstan
- Price FOB:** \$76.00 GROSS / \$72.00 NET PER BBLs
- Commission:** ***\$4.00USD PER BBLs ( \$2 Seller Side /\$2 Buyer Side)***

#### **AVIATION JET FUEL A-1 (JETA1)**

- Min Quantity:** 1,000,000 – 2,000,000 BBLs FOR FIRST MONTH
- Max Quantity:** 5.000.000. BBLs CONTRACT X 12 MONTHS WITH POSSIBLE ROLLS AND EXTENSION
- Origin:** Kazakhstan
- Price FOB:** \$76.00 GROSS / \$72.00 NET PER BBLs
- Commission:** ***\$4.00USD PER BBLs (\$2 Seller Side /\$2 Buyer Side)***

#### **DIESEL VIRGIN D6 FUEL OIL (D6)**

- Min Quantity:** 200.000.000 GALLONS FOR FIRST MONTH
- Max Quantity:** 300.000.000 GALLONS CONTRACT X 12 MONTHS WITH POSSIBLE R&E
- Origin:** Kazakhstan
- Price FOB:** \$0.82 GROSS / \$0.78 NET PER GALLONS
- Commission:** ***\$0.04 USD PER GALLONS ( \$0.02 Seller side /\$0.02 Buyer Side)***

#### **DIESEL FUEL EN590 (10PPM)**

- Min. Quantity:** 100.000 MT
- Max. Quantity:** 200.000 MT PER MONTH PRICE
- DISCOUNT PRICE FOB:** **\$400GROSS / \$390 NET PER MT PRICE**
- Commission:** ***\$10USD PER MT TO BE SHARED (\$5 SELLER SIDE/\$5 BUYER SIDE)***

**Note: Prices are subject to change and negotiation due to market price uncertainties. We recommend confirming pricing at the time of order to ensure accuracy.**

**FOB PROCEDURE | TANK TO TANK 1** LOI/TSA IS REQUIRED BEFORE MOVING FORWARD

1. BUYER ISSUES ICPO TOGETHER WITH TANK STORAGE AGREEMENT (TSA) UPON ACCEPTANCE OF SELLER OFFERS.
2. SELLER ISSUES COMMERCIAL INVOICE (CI) FOR THE AVAILABLE QUANTITIES ON THE GROUND TO BE SOLD TO THE BUYER.
3. BUYER SIGNS AND THEN RETURNS THE COMMERCIAL INVOICE WITH NCNDA/IMFPA SIGNED BY ALL BUYER GROUPS WITH COMMISSION STRUCTURES.
4. SELLER ISSUE INJECTION PROGRAMMING AGREEMENT (IPA) TO BE SIGNED BY END BUYER AND BUYER TANK FARM.
5. SELLER REPRESENTATIVE ARRIVED AT BUYER STORAGE TERMINAL TO PROGRAM THE INJECTION AND THEN ISSUES BUYER THE FOLLOWING DOCUMENTS (MEASURE AND TAKE FULLSCALE CALCULATIONS OF THE INCOMING INJECTION THAT WILL BE PROGRAMMED TO TAKE PLACE AT ITS DUE TIME, AND DURING THIS PROCESS OF PROGRAMMING, MEASURING AND CALCULATING THE INJECTION ON THE STORAGE):
  - UNCONDITIONAL DIP TEST AUTHORIZATION (DTA);
  - FRESH SGS REPORT INSPECTED IN ROTTERDAM;
  - RESERVOIR STORAGE RECEIPT WITH GPS COORDINATES;
  - AUTHORIZATION TO VERIFY (ATV);
  - INJECTION REPORT
  - CERTIFICATE OF ORIGIN;
  - AUTHORIZATION TO SELL AND COLLECT (ATSC).
6. BUYER UPON VERIFICATION AND CONFIRMATION OF THE PRODUCT AND THE PPOP DOCUMENTS, ORDERS SGS TO CONDUCT THE DIP TEST IN THE SELLER RESERVOIR ON BUYER EXPENSES (OPTIONAL IF THE BUYER IS SATISFY WITH THE FRESH SGS).
7. UPON SUCCESSFUL DIP TEST, SELLER COMMENCES INJECTION IMMEDIATELY INTO BUYER TANK AND ISSUES BUYER TITLE OF OWNERSHIP CERTIFICATE TO BE FOLLOWED BY ALL EXPORT DOCUMENTATION.
8. BUYER MAKES PAYMENT BY MT 103 OR TT WIRE TRANSFER FOR THE TOTAL PRODUCT AND LIFTS THE PRODUCT AND SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION.

**FOB PROCEDURE | TANK TO TANK 2**    **LOI/TSA IS REQUIRED BEFORE MOVING FORWARD**

- 1) BUYER ISSUE ICPO CONTAINING THE SELLER'S WORKING PROCEDURE AND BANKING DETAILS ALONG WITH BUYER'S NOMINATED TSA, COMPANY REGISTRATION CERTIFICATE.
- 2) SELLER ISSUES A COMMERCIAL INVOICE OF THE PRODUCT IN TANKS AT THE PORT, BUYER SIGN AND RETURN THE COMMERCIAL INVOICE ALONG WITH AN ACCEPTANCE LETTER.
- 3) BUYER SIGNS AND RETURNS COMMERCIAL INVOICE TO SELLER.
- 4) BUYER PROVIDE AUTHORIZATION TO VERIFY (ATV) FROM IT'S TANK STORAGE COMPANY, TO CONFIRM BUYER STORAGE AVAILABILITY TO RECEIVE THE PRODUCT.
- 5) UPON CONFIRMATION AND VERIFICATION OF BUYER STORAGE AVAILABILITY, SELLER ISSUE TO BUYER.
  - FRESH SGS REPORT
  - VALID TSR
  - INJECTION REPORT
  - ATSC
  - AUTHORIZATION TO VERIFY PHYSICALLY THE PRODUCT IN THE SELLERS' TANK(ATV)
  - CERTIFICATE OF ORIGIN (EUROPEAN ORIGIN)
  - UDTA
  - LETTER OF GUARANTEE
- 6) BUYER EITHER ACCEPTS SELLER SGS AND PROCEED WITH PAYMENT FOR PRODUCTS OR RE-CONDUCT IT'S OWN SGS AT BUYER'S EXPENSE.
- 7) BUYER CONDUCTS A DIP TEST ON THE PRODUCT IN THE SELLER TANK AND MAKES THE PAYMENT FOR THE TOTAL VALUE OF THE PRODUCT VIA MT103 TT WIRE TRANSFER TO ENABLE THE INJECTION PROCESS INTO THEIR NOMINATED TANKS.
- 8) SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND SUBSEQUENTLY MONTHLY SHIPMENTS CONTINUE AS PER TERMS AND CONDITIONS OF THE SALES AND PURCHASE AGREEMENT CONTRACT BETWEEN BUYER AND SELLER

**FOB PROCEDURE | TANK TO TANK 3** **LOI/TSA IS REQUIRED BEFORE MOVING FORWARD**

1. UPON ACCEPTANCE OF SELLER'S OFFER, BUYER PROVIDE IRREVOCABLE CORPORATE PURCHASE ORDER (ICPO), TANK STORAGE AGREEMENT (TSA), CERTIFICATE OF INCORPORATION/COMPANY REGISTRATION, CORPORATE PROFILE, BUYER CONTACT /BANKING INFORMATION, COPY OF PRINCIPAL/SIGNATORY'S PASSPORT DATA PAGE.
2. UPON ACCEPTANCE OF BUYER ICPO AND TANK STORAGE AGREEMENT, SELER APPROVED AND SEND THE COMMERCIAL INVOICE (CI) FOR THE AVAILABLE QUANTITY IN THE STORAGE TANKS FOR BUYER COMPLETION,BUYER REVIEW CI ,SIGN WITHIN 48 HOURS OF RECEIPT AND RETURN BACK.
3. SELLER SEND TANK TO TANK INJECTION AGREEMENT (TTTIA) TO BUYER, BUYER SIGN/SEAL ALONGSIDE WITH IT'S TANK STORAGE COMPANY AND RETURN BACK TO SELLER.
4. SELLER SENDS THE ENDORSED DOCUMENTS ALONGSIDE WITH THE BELOW LISTED POP DOCUMENTS TO BUYER Seven (7) DAYS UNCONDITIONAL TEST AUTHORIZATION FOR SGS DIP TEST & REPORT FROM INSPECTION OF SELLER SHORE TANK.
  - Q&Q REPORT - ULLAGE REPORT
  - TANK STORAGE RECEIPT
  - TANK INJECTION REPORT
  - AUTHORIZATION TO VERIFY
  - AUTHORITY TO SELL AND COLLECT (ATSC)
  - NOTARIZED AND ENDORSED NCNDA/IMFPA BY THE SELLER AND ITS BANK
  - CERTIFICATE OF APPROVAL
  - FRESH SGS REPORT CONDUCTED 24 HOURS UPON RECEIVAL OF SIGNED TTTIA
5. BUYER INSPECT BY SGS (DIP TEST IN SELLER TANKS) TO RE-CONFIRM THE QUALITY AND QUANTITY ANALYSIS OF THE PRODUCT.UPON SUCCESSFUL COMPLETION OF THE ABOVE VERIFICATION, SGS DIP TEST AND BUYER APPROVAL OF THE SGS REPORT. SELLER ISSUE (AUTHORIZATION TO TRANSFER THE PRODUCT FROM SELLER TANK TO BUYER TANK IN ACCORDANCE WITH THE SIGNED/SEALED TTTIA).
6. UPON BUYER'S ACCEPTANCE, SELLER WILL IMMEDIATELY INJECT THE PRODUCT TO BUYER'S TANK AND SEND THE INJECTION RECEIPT TO BUYER IN ACCORDANCE WITH THE SIGNED/SEALED TTTIA.
7. THE BUYER BEGINS PRODUCT PAYMENT VIA BANK TRANSFER OF MT103 OR TT FOR THE TOTAL AMOUNT OF THE PRODUCT PURCHASE TO THE DESIGNATED SELLER BANK/BANK ACCOUNT UPON COMPLETION OF PRODUCT INJECTIONAND RECEIVING OF ALL SHIPPING DOCUMENTS FROM SELLER,. SELLER PAY BENEFICIARY FEE AS PER AGREEMENT (NCNDA/IMFPA), UPON BUYER PRODUCT PAYMENT CONFIRMATION.
8. SELLER ISSUES DRAFT SPA TO BUYER TO REVIEW FOR ROLLS & EXTENSION MONTHLY DELIVERIES.
9. BUYER REVIEWS AND APPROVES THE SPA FOR LENGHT OF CONTRACT AND FOR EACH LIF PER SCHEDULE. BUYER PAYS AFTER DIP TEST BY MT103 WIRE TRANSFER ON EACH MONTHLY QUANTITY.
10. THE SUBSEQUENTY DELIVERY SHALL COMMENCE ACCORDING TO THE TERMS AND CONDITIONS OF THE CONTRACT.

**FOB PROCEDURE | TANK TO TANK 4** **LOI/TSA IS REQUIRED BEFORE MOVING FORWARD**

1. BUYER ISSUES ICPO AND COMPANY REGISTRATION CERTIFICATE OR ANY I.D. WITH TSA FOR SELLER'S VERIFICATION
2. SELLER ISSUE DRAFT COMMERCIAL INVOICE, BUYER SIGNS AND RETURNS TO SELLER WITH HIS TANK STORAGE AGREEMENT
3. SELLER VERIFY BUYER TSA AND PROCEED TO PAYS THE BUYER'S TANK COMPANY FOR 4 DAYS FOR THE INJECTION PROCESS, BUYER PAYS 2 DAYS AND ONLY AFTER HIS TANK FARM COMPANY HAS RECEIVED THE PAYMENT FROM SELLER COMPANY.
4. SELLER PROVIDES BUYER WITH FULL POP DOCUMENTS
  - FRESH SGS REPORT LESS THAN 48 HOURS
  - DIP TEST AUTHORIZATION-UNCONDITIONAL
  - INJECTION REPORT
  - TANK STORAGE RECEIPT WITH GPS COORDINATES
  - TANK FARM BAR-CODE INFORMATION
  - LETTER OF COMMITMENT TO SUPPLY.
  - REGISTRATION CERTIFICATE & EXPORT LICENSE COPY
  - AUTHORITY TO SELL & COLLECT (ATSC)
  - ENDORSED INJECTION SCHEDULE BY THE BUYER & BUYER TANK FARM
  - ATV – FOR PHYSICAL VERIFICATION.
  - IRREVOCABLE COMMITMENT TO SUPPLY FOR SPOT AND 12 MONTHS CONTRACT.
  - INJECTION SCHEDULE SIGNED BY BUYER & BUYER'S TANK FARM.
5. BUYER CONDUCTS DIP-TEST IN SELLER'S TANK, VIA SGS ON BUYER'S EXPENSE, SELLER INJECTS THE FUEL TO BUYER'S TANK AND BUYER MAKES PAYMENT BASED ON Q&Q BY MT103 WIRE TRANSFER / TT ACCORDING TO THE FINAL COMMERCIAL INVOICE.
6. SELLER TRANSFERS THE TITLE OF OWNERSHIP AS PER BUYER'S INSTRUCTION. BUYER LIFTS THE PRODUCT.
7. SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND SUBSEQUENTLY MONTHLY CONTRACT SHIPMENT CONTINUES AS PER TERMS AND CONDITIONS OF THE SALES AND PURCHASE AGREEMENT CONTRACT BETWEEN BUYER AND SELLER MONTHLY SHIPMENT COMMENCES TO THE BUYER'S DISCHARGE PORT AS STIPULATED IN THE CONTRACT.

**FOB PROCEDURE | TANK TO TANK 5**    **LOI/TSA IS REQUIRED BEFORE MOVING FORWARD**

1. BUYER ISSUES ICPO CONTAINING THE SELLER' WORKING PROCEDURE WITH BANKING DETAILS AND SCANNED COPY OF BUYER'S PASSPORT ALONG WITH TSA.
2. SELLER ISSUES COMMERCIAL INVOICE (CI) OF THE PRODUCT IN TANKS AT THE PORT, BUYER AND BUYER'S LOGISTICS SIGN AND RETURN BANK COMMERCIAL INVOICE TO SELLER.
3. THE SELLER ISSUES TO BUYER PPOP LISTED BELOW:
  - GPS COORDINATES-TANK STORAGE RECEIPT (TSR)
  - INJECTION REPORT
  - UNCONDITIONAL DIP TEST AUTHORIZATION LETTER (DTA)
  - AUTHORIZATION TO SELL AND COLLECT(ATSC)
  - AUTHORIZATION TO VERIFY (ATV) F. FRESH SGS REPORT IN SELLER'S TANK
  - CERTIFICATE OF ORIGIN
4. SELLER ISSUES NCNDA/IMFPA TO ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND BUYER FOR SIGNING
5. BUYER INSPECTS BY SGS AT BUYER'S EXPENSE AND SENDS TSR
6. UPON SUCCESSFUL DIP TEST IN TANKS, PRODUCT WILL IMMEDIATELY BE INJECTED INTO BUYER'S TANKS. BUYER MAKES PAYMENT FOR THE PRODUCT VIA MT103 AND SELLER TRANSFERS' TITLE OWNERSHIP TO BUYER.
7. BUYER AND SELLER PAY COMMISSIONS TO THEIR INTERMEDIARIES.

**Note: If an Irrevocable Corporate Purchase Order (ICPO) is to be issued, the buyer must adhere to the seller's procedures in full, without any deviations or changes. Any alterations may render the ICPO unacceptable to the seller.**