



SOFT CORPORATE OFFER

We LLC "KAZNEFTEKHIM-KOPA" is a Republic of Kazakhstan Based oil and gas exploration, development production and exporting company, with full legal responsibility, due hereby issue this Soft Corporate Offer with given terms and conditions as stated in this offer to confirm our readiness to execute a Sales and Purchase Agreement with end buyer, with the ability to supply the following commodity according to the terms and conditions stipulated in this soft corporate offer.

DIESEL GAS OIL GOST 305-82 (D2)

Minimum Quantity: Buyer request not less than 10,000 Per MT

Maximum Quantity: 100,000 per MT Monthly

Price CIF: Gross \$ 330 USD / NET \$ 320 USD per MT

Price FOB: Gross \$ 310 USD / NET \$ 300 USD per MT

COMMISSION: \$ 5.00 Seller Side / \$ 5.00 Buyer Side

DIESEL ULTRA-LOW SULPHUR (ULSD 500 PPM)

Min. Quantity: 15,000 MT

Max. Quantity: 1,000,000 MT per Month

Price: \$330 Gross/ \$320 Net per MT on CIF

Price: GROSS \$320 USD / NET \$310 USD on FOB

COMMISSION STRUCTURE: \$5 USD per MT Buyer Side / \$5 USD per MT Seller Side.

DIESEL FUEL EN 590 (ULSD 10 PPM/50PPM)

Min. Quantity: 15,000 MT

Max. Quantity: 1,000,000 MT per Month

Price: \$360 Gross/ \$350 Net per MT on CIF

Price: GROSS \$350 USD / NET \$340 USD on FOB

COMMISSION STRUCTURE: \$5 USD per MT Buyer Side / \$5 USD per MT Seller Side.

VIRGIN FUEL D6:

Quantity: From 500,000,000 -800,000,000 Gallons per Month

Price: GROSS \$0.95 USD / NET \$0.90 USD on CIF.

Quantity: Above 800,000,000 Gallons per Month

Price: GROSS \$0.90 USD / NET \$0.85 USD on FOB.

COMMISSION STRUCTURE: \$0.025 USD per Gallon Buyer Side / \$0.025 USD per Gallon Seller Side.

MAZUT- M100 GOST -10585-75 & 10585-99:

Quantity: From 20,000 -200,000 Metric Tons per Month

Price: Gross 360 USD / Net 350 USD on CIF.

Quantity: Above 200,000 -500,000 Metric Tons

Price: GROSS 350 USD / NET 340 USD on CIF.

FOB Price: 340 USD Gross / 330 USD Net.

COMMISSION STRUCTURE: \$5 USD per MT Buyer Side / \$5 USD per MT Seller Side.

AVIATION KEROSENE COLONIAL GRADE JP54:

Quantity: From 50,000 -500,000 Barrels per Month

Price: GROSS 72 USD / NET 68 USD per Barrels on CIF.

Quantity: Above 500,000 -1,000,000 Barrels





ТОО "КАЗНЕФТЕХИМ-КОПА"

Адрес: 050066, Республика Казахстан, Алматы г.,
Жетысуский район, Микрорайон ул. Кулагера, дом 26.

Телефон: +7 (778) - 685-68-35 / Факс: +7 (778) - 685-69-45 | БИН: 010940000658

Эл. почта: info@kazneftekhim-kopa.com

sales@kazneftekhim-kopa.com

kazneftekhim-kopa@yandex.kz

PETROLEUM COKE:

Minimum Quantity: Buyer request not less than 10,000 Metric Ton

Maximum Quantity: 100,000 Metric Ton per Monthly

Price CIF ASWP: Gross \$90 / NET \$ 80 USD per MT

Price FOB: Gross \$ 80 USD / NET \$ 70 USD per MT

COMMISSION: \$ 5 Seller Side / \$ 5 Buyer Side per MT

NOTE: Product payments are also acceptable in other currencies, i.e.: RUBLE/ RMB/ EURO/ CNY/ KZT/ Equal to USD.

SPECIFICATIONS: STANDARD EXPORT QUALITY.

Country of Origin: RUSSIAN FEDERATION / KAZAKHSTAN.

Trading Mode: - FOB (FREE ON BOARD), TTO (TITLE TAKE OVER) & CIF (COST OF INSURANCE AND FREIGHT)

PRICE: Negotiable (send your sensitive/target price during ordering).

PAYMENT: By an Irrevocable Non - operative Irrevocable non-transferable Letter of Credit via IRDLC MT700 / SBLC MT760 / LC, MT103 for the monthly quantity of the product to Seller fiduciary account.

CONTRACT: 12 Months with possible rollovers and Extension / Spot.

INSPECTION: SGS or similar by Seller

LOADING PORT: PORT OF AKTAU / PORT OF BAUTINO/ PORT OF SEMEY/ PORT OF ATYRAU/ PORT OF PAVLODAR/ VLADIVOSTOK PORT/ NOVOROSSIYSK PORT/ ROTTERDAM/ HOUSTON.

DESTINATION: Any Safe World Port (ASWP).

SPECIFICATION: Annexed within Contract (TBA).

PB: 2% Operative Performance Bond, by the Seller

TRANSACTION PROCEDURES CIF (BANK GUARANTEE BASIS):

1. Buyer's issues Irrevocable Corporate Purchase Order (ICPO), with banking details address to LLC "KAZNEFTEKHIM-KOPA" on buyer's official company letterhead with letter of Acknowledgement, scanned copies of the buyer's company registration and international passport of the authorized representative.
2. Seller issue Draft Contract / Sales & Purchase Agreement (SPA Open for amendments if any) both parties sign and seal the Present contract and exchange the copies electronically.
3. Seller registers and legalizes contract officially with the appropriate authority MINISTRY OF ENERGY OF THE REPUBLIC OF KAZAKHSTAN, to facilitate booking of allocation and securing a legitimate approval for the Transfer of Ownership Title/Allocation to buyer's Company name at seller's expense.
4. Seller releases to the Buyer the legalized contract & Partial POP Documents via electronic mail as listed below.
 - Copy of Tax Registration Certificate (Certificate of Incorporation),
 - Certificate of origin
 - Product Passport,
 - Refinery commitment to supply
 - Statement of availability of product.
 - Performa Invoice.
5. On confirmation of the receipt of the partial POP, buyer must within five (5) banking days issue the Bank Guarantee in the form of (SBLC MT760 / DLC MT700 of the trial quantity to Seller fiduciary account), failure to issue the said bank guarantee within the stipulated days, buyer make 5% down payment as Performance security financial guarantee or Legal Action will be taken against the Buyer for Default. This is to enable the seller secure the service of the Vessel For the transportation of the product to buyer's destination port.





ТОО "КАЗНЕФТЕХИМ-КОПА"

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If our terms and procedure are acceptable by the intending purchaser, kindly with the issuance of your LOI/ICPO address to LLC "KAZNEFTEKHIM-KOPA" with our corporate procedure stated in it for our review and proceeding.

It is mandatory for all ICPO/LOI carry the refinery official terms and procedures.

WARNING & INSTRUCTIONS!

We have listed above the acceptable PROCEDURES from LLC "KAZNEFTEKHIM-KOPA", for all FOB Rotterdam, Houston and Vladivostok including CIF AWSP. There are 2 FOB procedures and 1 CIF procedure and 1 TTO ON BOARD CARGO procedure and the buyer can select the one suitable for their ability to perform. The following rules apply to any of the procedures. Buyer can select only one of them for any FOB transaction. Buyer cannot mix and match nor negotiate anything in the seller's procedure, if procedures are not acceptable by buyer, please don't issue an ICPO.

Buyer cannot change a word in any of the chosen procedures outlined in the received offer. LLC "KAZNEFTEKHIM-KOPA" does not sign buyer's ICPO. LLC "KAZNEFTEKHIM-KOPA" does not endorse buyers ICPO. If buyer's ICPO is up to standard & acceptable, from LLC "KAZNEFTEKHIM-KOPA" and we proceed. We have NCNDA policy strictly in place for execution as at when due. We expect the buyer to copy and paste exactly their chosen procedures to their ICPO without alterations.

All ICPO's must contain the contact details of the buyers CEO/Director/ who endorsed the ICPO for proper check, therefore we expect buyers to cooperate and issue ICPO's in accordance to avoid rejection!.

ON BEHALF OF LLC "KAZNEFTEKHIM-KOPA"



MR. MURAT ZAKHAROV
Deputy General Director for Oil Refining, Sales & Marketing.

