



To: Principal BUYER
Att. Head of Enterprise

COMMERCIAL SALES OFFER

We "AST- Munai Petroleum LLC represented by the undersigned – Zaripov Ashat- Director of Commerce under full corporate responsibility and penalty of perjury hereby certifies that we are able to supply the commodity as described in this commercial offer.

1. PRODUCT DESCRIPTION, PRICE QUOTATION:

Table with 9 product offers including Diesel-Gas Oil, Mazut, Jet A1, Jet Fuel, HSD2, RFO, Diesel EN590, and HSD2 Gas Oil with columns for product name, quantity, and price.

Table with 2 rows: PRODUCT OFFER and LIQUEFIELD PETROLEUM GAS (PROPANE (C3H8) 50%+ BUTANE (C4H10) – LPG



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| |
| PRODUCT OFFER |
| ESPO |
| QTY MIN: 800,000.00 BL QTY MAX: 3000,000.00 BL |
| PRICE: GROSS\$ 60/NET\$ 55 |

2. CONDITIONS, DELIVERY BASIS, INSPECTION

- ORIGIN** : Kazakhstan
- CONTRACT TYPE** : Annual contract (12) months
- PORT OF LOADING** : Black sea & Caspian ports /Rotterdam
- DELIVERY BASIS** : CIF &FOB discharge port **INCOTERMS 2010**
- PAYMENT ATTRIBUTES** : To be negotiated between buyer and seller
- DISCOUNT** : Negotiated between end buyer/seller
- INSPECTION** : SGS/ INTERTEK or equivalent independent surveyor at sellers expense

2.1 Shipping documentation.

- (a) The Seller sends to the Buyer/bank shipping documents (the Goods accompanying documentation) on the Goods, simultaneously with Goods delivery.
- (b) The accompanying documentation on the Goods is made in English.

2.2 Obligations of the Seller:

- (a) The seller, in assistance with the Port Operator at Loading Port co-ordinates the customs clearance and injection schedule with the Refinery chartered tanker at the period of vessel's arrival into the port of loading.
- (b) On arrival of the tanker in the port, this is Coordinated with the Port Operator, the seller carries out the shipment on CIF- discharge port.

2.2 Obligations of the Buyer:

- a) The buyer issues a genuine payment guarantee covering each month's lot of delivery (15 000 - 30 000 tons per month).
- b) Buyer must ensure port facilities for reception of fuel at discharge port are neither lacking nor constrained.

FOB PROCEDURE

1. Buyer issues irrevocable corporate purchase order (ICPO) with international passport copy (Data Page) to seller.
- 2 Seller issues commercial invoice (CI) and company registration certificate, passport copy (Data Page), and agreement for allocation premium and terminal access permit for dip test, Buyer sign and return to seller the signed CI and agreement for allocation premium and terminal access permit for dip test on the product.
- 3 The seller company within 48-72 hours seller send to the buyer the clearance sheet and permits code with the following documentation not limited to:
 - a. Certificate of Origin;
 - b. Fresh SGS Analysis Report (Not Older than 48 hours);



- c. NOR (Notice of Readiness);
 - d. DTA – Dip Test Authorization;
 - e. Quality Certificate;
 - f. ATSC
5. Buyer conducts Dip Test and upon successful SGS/Intertek inspection, the Seller commences injection of the product into the buyer leased storage tanks or rented vessel. Seller proceeds with injection of product and seller issues the injection report for the quantity transferred tank to tank.
6. Buyer pays the final commercial invoice with deductions based on Q&Q for the injected product by SWIFT MT103 and seller transfers full title to buyer with all export and title documents within 24 hours.
7. Seller pays commission to all involved Mandates Intermediaries.
8. The Seller issues annual Contract on CIF for the Buyer's review and execution. Buyer signs the contract and issues IRDLC in favor of the seller for regular deliveries.

BUSINESS PROCEDURE CIF NON-RUSSIA ORIGIN

BUSINESS PROCEDURE

- 13.1. Buyer issues ICPO with corporate registration certificate and Client Information Sheet (CIS), passport copy of authorized representative and full banking details.
- 13.2. Within 5 working days, end-seller issues the sales and purchase agreement and Annexes, in favor of buyer.
- 13.3. buyer sign and seal the sales and purchase agreement and pay for product allocation and registration of contract with the ministry arm of government which thereby automatically becomes a full recourse commercial contract.
- 13.4. Seller issues in favor of buyer the following documents:
(a) Performa- Invoice
(b) Allocation Letter
(c) Company certificate
- 13.5 The bank of Buyer, not later than 10 banking days from the date of receiving Performa-invoice, issues in favor of the nominated Seller bank, the coordinated SWIFT MT 700/MT760 format of operative, irrevocable, transferable, fully funded Letter of Credit for the sum equal to 100% cost of average monthly shipment of the goods in US dollars on validity term of 120 days.
Note* The Advising, Negotiating and Executing Bank is Seller's Bank.
- 13.6. Delivery commences within 14-21 days after signing buyer's delivery order and Seller hence will forward the cargo documents after compliance before sailing of the vessel to the buyer's discharge port: the document not limited to:
- a) Copy of the beneficiary's unpaid final Commercial Invoice, duly signed
 - b) Bill of Lading
 - c) Certificate of Quality and Quantity issued by SGS, Intertek, Saybolt or equivalent
 - d) Marine Insurance Certificate
 - e) Packing list
 - f) Certificate of Origin
- 13.7. Upon arrival of the product at buyer's destination port, the buyer conducts inspection of the product by SGS/CIQ or similar and Buyer transfers the payment for the sellers commercial invoice, and with respect to Q/Q reports issued at the **loading port**. Seller transfers title and ownership to the buyer.
- 13.8. Seller pays commission to intermediaries as per IMFPA within fifty (3) banking days after confirming the remittance of full payment for the contract.
- 13.9. After acceptance of the first monthly shipment of the Product the seller issues a Performance bond to maintain the DLC which continues for subsequent months subject to extending terms of a Contract.



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Note: This offer is not a sales commitment but serves as a basis with honorable intent to commence negotiations for export sales contract.



..... Represented by Zaripov Ashot
(Commercial sales Director) Department of Export