



«ТАСБОЛАТ ОЙЛ КОРПОРЕЙШН» ЖШС
Мекенжай: Ғдание 18, Мкг. 4 А Ақтау қ.; Маңғыстау облысы, 130000, Қазақстан
Телефон: +7(747)-628-53-90
Э.поштаның: office@toc-llp.kz

OFFICE HOUR (Monday to Friday 9:00 am – 17:30 pm)
(Saturday 10:00 am to 4:00 pm)
<https://toc-llp.kz/>
ISSUE DATE: JANUARY 2024
VALIDITY: THREE MONTHS
RECIPIENT: END BUYERS OR BUYER REPRESENTATIVE

“TOC” SOFT CORPORATE OFFER

WE THE UNDERSIGNED LLP "TASBULAT OIL CORPORATION" (TOC), IS AN OIL AND GAS EXPLOITING, PRODUCING AND EXPORT COMPANY, WITH FULL LEGAL RESPONSIBILITY, GOVERNING UNDER LAWS AND PENALTY OF PERJURY TO THE REPUBLIC OF KAZAKHSTAN, HEREBY ISSUE THIS SOFT CORPORATE OFFER WITH GIVEN TERMS AND CONDITIONS AS STATED IN THIS OFFER TO CONFIRM OUR READINESS TO EXECUTE THE SALES, PURCHASE AGREEMENT AND DRAFT CONTRACT WITH END BUYER, AND HAVE THE ABILITY TO SUPPLY THE FOLLOWING COMMODITY ACCORDING TO THE TERMS AND CONDITIONS STIPULATED IN THIS SOFT CORPORATE OFFER.

FINANCIAL STATEMENT FROM THE BUYER'S BANK CLARIFYING BUYER'S FINANCIAL CAPABILITY WILL BE REQUIRED TO CONSIDER BUYER'S NEGOTIATIONS.

ONLY DIRECT NEGOTIATIONS FROM END BUYERS AND BUYERS' REPRESENTATIVE WILL BE CONSIDERED.

TRANSACTING TERMS

DELIVERY: CIF ASWP and CIS Countries.

PAYMENT TERM: Standby Letter of Credit (SBLC MT760), T/T Wire, Documentary Letter of Credit (DLC MT700) or MT103.

QUALITY: Q&Q test report has been conducted at the loading port by SGS or the Equivalent on the expense of Seller.

PRODUCTS ORIGIN: Kazakhstan.

AVAILABLE PRODUCTS REPUBLIC OF KAZAKHSTAN

AVIATION KEROSENE TS-1 and JET A1

Quantity: Min 2,000,000 BBL & Max 12,000,000 BBL
SPOT & Annual Contract
Condition of Delivery: **CIF|FOB**
Price: \$90.00 USD Gross \$88.00 USD Net.

GAS OIL D2 LO, 2-62. GOST 305-82.

Quantity: Min 100,000 MT & Max 1,200,000 MT
SPOT & Annual Contract



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Condition of Delivery: **CIF|FOB**
Price: \$400.00 USD Gross \$390.00 USD Net.

EURO 4/5 (EN590 50PPM/10PPM).

Quantity: Min 100,000 MT & Max 1,200,000 MT
SPOT & Annual Contract
Condition of Delivery: **CIF|FOB**
Price: \$450.00 USD Gross \$440.00 USD Net.

MOTOR GASOLINE (A-80, A-92, PR-95)

Quantity: Min 100,000 MT & Max 1,200,000 MT
SPOT & Annual Contract
Condition of Delivery: **CIF|FOB**
Price: \$420.00 USD Gross \$410.00 USD Net.

LIGHT CYCLE OIL (LCO).

Quantity: Min 100,000 MT & Max 1,200,000 MT
SPOT & Annual Contract
Condition of Delivery: **CIF|FOB**
Price: \$380.00 USD Gross \$370.00 USD Net.

HEAVY FUEL OIL MAZUT 100 GOST 10585-75/99.

Quantity: Min 100,000 MT & Max 1,200,000 MT
SPOT & Annual Contract
Condition of Delivery: **CIF|FOB**
Price: \$350.00 USD Gross \$340.00 USD Net.

RESIDUAL FUEL OIL (VIRGIN D6).

Quantity: Min 100,000,000 GAL & Max 400,000,000 GAL
SPOT & Annual Contract
Condition of Delivery: **CIF|FOB**
Price: \$1.00 USD Gross \$0.98 USD Net

PETROLEUM COKE

Quantity: Min 100,000 MT & Max 1,200,000 MT
SPOT & Annual Contract
Condition of Delivery: **CIF|FOB**
Price: \$280.00 USD Gross \$270.00 USD Net.

EXPORT BLEND CRUDE.

Quantity: Min 2,000,000 BBL
SPOT & Annual Contract
Condition of Delivery: **CIF|FOB**
Price: \$67.00 USD Gross \$65.00 USD Net



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LIQUEFIED NATURAL GAS.

Quantity: Min 20,000 MT

SPOT & Annual Contract

Condition of Delivery: **CIF|FOB**

Price: \$440.00 USD Gross \$430.00 USD Net

LIQUEFIED PETROLEUM GAS.

Quantity: Min 20,000 MT

SPOT & Annual Contract

Condition of Delivery: **CIF|FOB**

Price: \$410.00 USD Gross \$400.00 USD Net

NOTE: THE ABOVE STATED PRICES FOR CIF|FOB IS OPENED TO NEGOTIATIONS AND IT IS SUBJECT TO CHANGE AS PER THE CURRENT WAVE ON THE MARKET PRICE.

STANDARD PROCEDURE FOR FOB

- 1: Buyer issues ICPO and Tank storage company detailed information's.
- 2: Seller issues to Buyer the Draft Purchase Agreement (Executed Commercial Invoiced), buyer signs and return.
- 3: Seller issue to the buyer commitment assurance letter to transport and inject the product from the loading port (Vysotsk/ Primorsk/ Ust-luga/ Novorossyisk [RU]) Fujairah [AE], to the discharge port terminal (Rotterdam [NL]).
- 4: Buyer sends to seller an authorization to inject, tank details to receive the product as per the seller's commitment assurance letter to transport and inject; (either by pipeline, vessel tanker or rail transport).
- 5: Seller issues logistics service invoice for ATB and UDTA for SGS analysis test report; Buyer Conduct its own Dip Test (Q&Q) via SGS and Buyer makes payment for the trial shipment as per quality and quantity.
- 6: The Product is loaded on-board buyer leased tanks and seller releases full set of POP. Seller Pays All Intermediaries involved in the Transaction.
- 7: After the Successful Delivery of the Trial Shipment, buyer issue SBLC or DLC for Monthly Shipment and Seller issue 2% P.B and Loading for each monthly continues and buyer Release Payment via MT103 or T/T Wire Transfer for each Shipment Delivered

STANDARD PROCEDURE FOR CIF ASWP

- 1) Buyer issues ICPO with banking details and confirmation letter of acceptance to seller terms and conditions for sales and supply.
- 2) Seller sends draft S.P.A to the buyer for signing and opens for amendments, if any both parties endorse the final wording of signed S.P.A / contract.



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3) Within 21 banking days, buyer's bank shall issue to seller fiduciary partners bank a transferable letter of credit as agreed for the face value of the contract the bank payment instrument. LC must be from top 50 prime banks. If the buyer fails to open the LC, buyer pays Ten 10% percent of cargo cost to cover for logistics bills.

4) Upon confirmation of LC, cargo documents will be sent to buyer. Seller confirms buyer's instrument and seller issues both ETA and NOR.

5) Copies of CIF standard shipping documents will be made available to both buyer and buyer's bank with the following documents in buyer's name which includes:

- | | |
|---------------------------------------|------------------------------|
| ➤ Clean on-board ocean Bill of Lading | ➤ Vessel Ullage Report |
| ➤ Questionnaire 88 | ➤ Receipt of Samples |
| ➤ Certificate of Quality | ➤ Cargo Manifest |
| ➤ Certificate of Quantity | ➤ Authority to Sell (ATS) |
| ➤ Certificate of Origin | ➤ Seller Commercial Invoice. |

6) Loaded vessel sails to buyer's port of discharge.

7) Upon arrival of tanker vessel at discharge port, seller's vessel captain issues NOR to tender the vessel's arrival and issues Marine ATB from his vessel domain via e-mail to the buyer.

8) Buyer's appointed super cargo and inspectors board the vessel and conduct Quality and Quantity analysis test and the Result is tendered to both the buyer and seller.

9) Upon positive Q & Q Result, the crude oil is discharged into the buyer's tanks.

10) Payment is made within three banking days by MT103 directly to seller's account by SWIFT for the total value of the crude oil and agents nominated accounts as stipulated in the SPA per out-turn barrel upon presentation at the counter of buyer's bank all the originals of the shipping documents in the buyer's name and seller's commercial invoice.

“THE END BUYER IS EXPECTED TO INSERT THE SELLERS TERMS & PROCEDURES AS STATED ABOVE, IN THEIR ICPO/ LOI FOR SELLER'S LEGITIMATE APPROVAL AND IMMEDIATE PROCEEDINGS”

“LLP TASBULAT OIL CORPORATION”

Mr. Zarko Bautovic
(Sales Director)

