



TO: END BUYER

SOFT CORPORATE OFFER

We **LLC TD ZMTM**, hereby issue this Soft Corporate Offer on behalf of our End Seller/ Refinery with given terms and conditions and confirm Seller/Refinery's readiness and willingness to supplier upon acceptance of our terms and conditions.

ULTRA LOW SULPHUR DIESEL FUEL (EN590 10PPM/50PPM KAZAKHSTAN)

LIFTABLE QUANTITY: 50.000 MT, MAXIMUM 300.000 MT MONTHLY

CIF PRICES: GROSS US \$ 390 / NET US \$ 380 PER MT

FOB PRICES: GROSS US \$ 310 / NET US \$ 300 PER MT

Commission: Buyer \$5 / Seller \$5

KAZAKHSTAN VIRGIN OIL FUEL (D6)

LIFTABLE QUANTITY: 100 000 000 GALLONS

CIF PRICES: GROSS US \$ 2.64 / NET US \$ 2.54 GALLONS

FOB PRICES: GROSS US \$ 2.10 / NET US \$ 2.0 GALLONS

Buyer \$0.5 cent Seller \$0.5cent

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL (JP54)

LIFTABLE QUANTITY: 1,000.000 BBLs

CIF PRICES: GROSS US \$ 88 / NET US \$ 86 BBL

FOB PRICES: GROSS US \$ 68 / NET US \$ 66 BBL

Commission: Buyer \$1 / Seller \$1

AVIATION JET FUEL (JET A1)

LIFTABLE QUANTITY: 1,000.000 BBLs ROLL OVER TO 3,000.000 BBLs MONTHLY

CIF PRICES: GROSS US \$ 70/ NET US \$ 67 BBL

FOB PRICES: GROSS US \$ 65/ NET US \$ 62 BBL

Commission: Buyer \$1.5 / Seller \$1.5

HIGH SPEED DIESEL EURO 4 GRADE (GASOLINE)

LIFTABLE QUANTITY: 50.000 METRIC TONS

FOB PRICES: GROSS US \$ 320 / NET US \$ 310 PER MT

CIF PRICES: GROSS US \$ 380 / NET US \$ 370 MT

Commission: Buyer \$5 / Seller \$5

BITUMEN

LIFTABLE QUANTITY: 50.000 METRIC TONS

FOB PRICES: GROSS US \$ 300 / NET US \$ 290 PER MT

CIF PRICES: GROSS US \$ 260 / NET US \$ 250 MT

Commission: Buyer \$5 / Seller \$5

LIQUEFIED NATURAL GAS (LNG) KAZAKHSTAN

LIFTABLE QUANTITY: 50.000 METRIC TONS

FOB PRICES: GROSS US \$ 320 / NET US \$ 310 PER MT

CIF PRICES: GROSS US \$ 390 / NET US \$ 380 MT

Commission: Buyer \$5 / Seller \$5

(LPG) KAZAKHSTAN

LIFTABLE QUANTITY: 50.000 METRIC TONS

FOB PRICES: GROSS US \$ 300 / NET US \$ 290 PER MT

CIF PRICES: GROSS US \$ 400 / NET US \$ 390 MT

Commission: Buyer \$5 / Seller \$5



TANK TO VESSEL TRANSACTION PROCEDURE: FOB ROTTERDAM / HOUSTON / SINGAPORE

1. The Buyer sends ICPO on receipt and acceptance of the Seller's Soft Offer.
2. Seller issues Commercial Invoice (CI), buyer's signs and returns to seller.
3. The Buyer signs and returns the CI to Seller with Copy of International Passport (Data Page)
4. The Seller issues the readiness to inject and UDTA , ATSC, The buyer extend seller tank for minimum of 5 daysto enable the buyer to conduct Dip test in the seller tank.
5. Buyer makes 5days TSR invoice payment to the seller's Storage Facility via MT103.
6. Upon confirmation of payment via seller's Tank Administrator, The Buyer contacts the Seller Tank Administrator to execute the Quality & Quantity, and to register in the Tank Farm Terminal prior to the Inspection.
7. Upon the Successful Dip Test Inspection in the Sellers Tank, the Buyer Submits the TSR from his Tank Farm orNOR from his Shipping Company, and Seller Injects the product into the Buyer Tank or Vessel. or the Buyer takes over the sellers tanks.
8. The Seller releases the Complete POP Documents to the Buyer, including the following documents:
 - Resource Confirmation Letter (issued by the End-Refinery).
9. The Buyer issues 100% payment for the total product by MT103/TT Wire Transfer to the Seller.
10. The Seller transfers the product title with the complete POP Documents to the Buyer and pays the commission to the Intermediaries as per Master Fee Agreement.

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