

«КАЗРУС-НЕФТЕПРОДУКТ» ЖАУАПКЕРШІЛІГІ ШЕКТЕУЛІ СЕРІКТЕСТІГІ

ПАВЛОДАР ОБЛЩСЫ, ПАВЛОДАР К.А., ПАВЛОДАР К., УЛИЦА ТОРГОВАЯ, 8 БИН: 120640020614 PHH: 451500278630 Тел/Факс: +7 747 8362428 e-mail: kazrus-nefteprodukt@mail.kz

To: End Buyer / Buyer's Representatives

SOFT CORPORATE OFFER

We "LLP Kazrus-nefteprodukt" acting as authorized mandate to major refinery in Republic of Kazakhstan and Russia, with full corporate and legal authority and responsibility under penalty of perjury, confirms the availability of below listed petroleum products for immediate sales to capable buyers under the specified terms and conditions below. All supply is guaranteed to meet the standard specifications;

Conditions of Sales:

Origin: Kazakhstan and Russia

Port: Russia, Rotterdam and Houston

Incoterm: FOB and CIF
Method of Delivery: Pipeline - Vessel

Payment Term: 1st lift by MT103 after successful Dip Test + 12 contract by SBLC/IRDLC

Inspection:SGSInsurance:110%Mark UpAllowed

Commission: \$10 MT, \$2 BBL, \$0.02 GL

Proof of Product: Provided as per documents in the Contract

Quality: ISO Standard

Specification: International export standard

Jet Fuel A1 / JP54

Trial Quantity: 2,000,000 Barrel Monthly Quantity: 10,000,000 Barrel Price FOB: \$66 Gross / \$64.00 Net

Loading Port: Kazakhstan, Rotterdam and Houston

Virgin Fuel D6

Trial Quantity: 100,000,000 Gallon Monthly Quantity: 500,000,000 Gallon Price FOB: \$0.72 Gross / \$0.70 Net

Loading Port: Kazakhstan, Rotterdam and Houston

Diesel EN590 -10PPM / D2

Trial Quantity: 50,000 Metric Ton Monthly Quantity: 100,000 Metric Ton Price FOB: \$370 Gross / \$360 Net Price CIF: \$380 Gross / \$370 Net

Loading Port: Kazakhstan, Rotterdam and Houston



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FOB Procedure

- 1. Buyer accepts seller working procedure and issue ICPO addressed to the seller refinery.
- 2. Seller issues commercial invoice, buyer signs and returns back commercial invoice and tank storage agreement (TSA).
- 3. Seller provide buyer with the below listed PPOP Documents.
 - A) Irrevocable Commitment Letter to Supply
 - B) Statement of Product Availability
 - C) Inspection Approval Letter to be signed by buyer logistics storage company
- 4. Seller provides buyer with full POP Documents below:
 - A. Fresh SGS Report not older than 24hrs.
 - B. Injection Report
 - C. Unconditional Dip Test Authorization (DTA)
 - D. Certificate of Origin of the Product
- 5. (NCNDA/IMFPA) will be signed, buyer within 24 hours after successful dip test in sellers tanks injection commenced and seller provide buyer with the injection report of the product into buyers tanks.
- 6. Buyer makes payment for total cost of product injected into buyer tanks via MT103, seller transfer title ownership to buyer with all export documents required of buyer for the transaction. Upon conclusion of first transaction seller pays all intermediaries involved in the transaction and proceeds with the signing of contract with buyer.

CIF Procedure

- 1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) to seller along with Company Profile and Soft Probe, International Scanned Passport Copy, Company Certificate of Incorporation.
- 2. Seller issues Draft Contract "Sales and Purchase Agreement" open for amendment along with seller Certificate of Incorporation.
- 3. Buyer returns the signed copy of the Draft Contract to the seller.
- 4. Seller register's and legalizes the final Contract SPA with the appropriate Ministry of Energy at seller cost and issues to the buyer the following partial POP documents.



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ПАВЛОДАР ОБЛЩСЫ, ПАВЛОДАР К.А., ПАВЛОДАР К., УЛИЦА ТОРГОВАЯ, 8 БИН: 120640020614 PHH: 451500278630 Teл/Факс: +7 747 8362428 e-mail: kazrus-nefteprodukt@mail.kz

- A. Seller's Company Registration Certificate
- B. Bill of Lading (in the name of Buyer as Consignee)
- C. Vessel Tanker Details VTD
- D. Product Passport Dip-Test Report
- E. Certificate of Origin
- F. Performa Invoice
- G. 3% Deposit Invoice
- H. Cargo Manifest
- I. Cargo Ullage Report
- J. Cargo's Q88
- 5. Within 2 days after signing Entrustment letter as approved in advance on Buyers/Consignee name, the buyer makes the required deposit of 3% TTO guarantee Performance Payment, to enable buyer secure the Customs Declaration Certificate, to complete the pre-registration with the China Customs and Maritime Safety Administration on ship report entry notice & unloading at discharge port.
- 6. Seller releases Dip-Test Authorization-DTA to buyer to enable buyer order SGS/CIQ inspection team for Q & Q conformity analysis inspection upon goods/cargo arrival at the discharge port.

Signed and Sealed

KASPYCO WESTERFOODST AS A SAXCTAN A FRABRODASO

LLP "Kazrus-Nefteprodukt" Gostev Pavel Anatolyevich Director