



Expired: 25/08/2024

## SOFT CORPORATE OFFER

MTK-RESURS LLC' an authorized seller mandate hereby confirms under penalty of perjury, under international law that we are ready willing and able to negotiate the sell and purchase the following commodity as per the specification and quantity/price as specified in the terms and conditions stated below.

**NOTE:** Our prices are negotiable. Our commission structure is \$8 PER MT and \$5 PER BBL. Our commission structure can also be negotiated between the seller and authorized buyer mandates or intermediaries.

ORIGIN: KAZAKHSTAN/RUSSIAN  
 QUALITY: EXPORT STANDARD  
 LOADIND PORTS: Aktau/Doha/Ras Laffan/Al fujarah/Rotterdam/Houston  
 DESTINATION PORTS: ASWP  
 INCOTERMS: CIF/FOB/TTO  
 PAYMENT TERMS: MT103, T/T  
 CONTRATUAL PERIOD: SPOT/12 MONTHS CONTRACT + ROLLS/EXTENTION

### PRODUCT QUANTITY AND PRICE

QUANTITY	AVIATION FUEL JET A1	FOB/CIF
SPOT BASIS	CONTRACT BASIS	FOB/CIF
1,000,000 BBL - 3,000,000 BBL	3,000,000 BBL - 8,000,000 BBL	\$75.00 GROSS / \$70.00 NET FOB
1,000,000 BBL - 3,000,000 BBL	3,000,000 BBL - 8,000,000 BBL	\$80.00 GROSS / \$78.00 NET CIF

QUANTITY	MAZUT 100 GOST 10585-99	FOB/CIF
SPOT BASIS	CONTRACT BASIS	FOB/CIF
100,000 MT - 100,000 MT	50,000 MT - 300,000 MT	\$360.00 GROSS / \$340.00 NET FOB
100,000 MT - 100,000 MT	50,000 MT - 300,000 MT	\$380.00 GROSS / \$360.00 NET CIF

QUANTITY	VIRGIN FUEL OIL D6	FOB/CIF
SPOT BASIS	CONTRACT BASIS	FOB/CIF
50,000,000 - 100,000,000 GAL	50,000,000 - 100,000,000 GAL	\$0.80.00 GROSS / \$0.78.00 NET FOB
50,000,000 - 100,000,000 GAL	50,000,000 - 100,000,000 GAL	\$0.85.00 GROSS / \$0.80.00 NET CIF

QUANTITY	JP54	FOB/CIF
SPOT BASIS	CONTRACT BASIS	FOB/CIF
1,000,000 BBL - 3,000,000 BBL	3,000,000 BBL - 8,000,000 BBL	\$78.00 GROSS / \$74.00 NET FOB
1,000,000 BBL -- 3,000,000 BBL	3,000,000 BBL -- 8,000,000 BBL	\$80.00 GROSS / \$75.00 NET CIF
<b>DISCOUNT PLATTS \$9 PER BBL GROSS / DISCOUNT PLATTS-\$7 PER BBL NET</b>		

QUANTITY	GAS OIL (DIESEL) D2	FOB/CIF
SPOT BASIS	CONTRACT BASIS	FOB/CIF
50,000 MT - 100,000 MT	50,000 MT - 400,000 MT	\$330.00 GROSS / \$320 NET FOB
50,000 MT - 100,000 MT	50,000 MT - 400,000 MT	\$350.00 GROSS / \$345 NET CIF

**CIF CONTRACT FOR (PIPLINE)**

1. THE BUYER ISSUES ICPO WITH ACCEPTANCE LETTER ON BUYER LETTERHEAD.
2. SELLER ISSUES DRAFT SPA FOR AMENDMENT AND COUNTERSIGNING.
3. SELLER ISSUES THE PARTIAL POP DOCUMENTS TO THE BUYER VIA MAIL:
  - (A) EXPORT LICENSE.
  - (B) PRODUCT PASSPORT.
  - (C) COMMITMENT TO SUPPLY.
  - (D) COMPANY REGISTRATION CERTIFICATE.
  - (E) NOTARIZED STATEMENT OF AVAILABILITY OF PRODUCT.
4. SELLER SIGNS CHARTER PARTY AGREEMENT WITH THE BUYER AND THE SHIPPING COMPANY. SELLER PAYS 90% AND BUYER PAYS 10% TO THE SHIPPING COMPANY FOR TRANSPORTING THE PRODUCT TO THE BUYER'S DISCHARGE PORT.  
**NOTE:** THE COST OF TRANSPORTATION BEING PAID BY THE BUYER WILL BE DEDUCTED FROM THE TOTAL PRODUCT VALUE.
5. SHIPMENT VIA PIPELINE TO COMMENCES IMMEDIATELY PAYMENT OF THE TRANSPORTATION COST HAS BEEN CONFIRMED BY SELLER.
6. SELLER SWIFTS THE FULL POP DOCUMENTS TO THE BUYER'S BANK BUYER'S BANK SWIFT IN RETURN, THE IRREVOCABLE NON-TRANSFERABLE DOCUMENTARY LETTER OF CREDIT TO SELLER'S BANK.
7. UPON ARRIVAL OF THE CARGO AT THE DISCHARGE PORT AND AFTER SGS/CIQ OR EQUIVALENT INSPECTION FIRM IMMEDIATELY BUYER'S BANK RELEASES THE TOTAL VALUE OF THE SHIPPING COST TO THE BUYER'S BANK WITHIN 48 HOURS (TWO BANKING DAYS) BY MT103.
8. BUYER/SELLER PAYS ALL THE INTERMEDIARIES INVOLVED IN THE TRANSACTION AS PER NCNDA/IMPFA WITHIN 48 HOURS.

**CIF CONTRACT PROCEDURES**

1. THE BUYER ISSUES THE PURCHASE ORDER AND ACCEPTANCE LETTER AFTER RECEIVING THE SOFT QUOTATION FROM THE SELLER.
2. THE SELLER ISSUES THE DRAFT SALES AGREEMENT AND CONTRACT.
3. THE BUYER SIGNS THE SALES AGREEMENT AND CONTRACT.
4. THE SELLER SHALL REGISTER AND LEGALIZE THE SIGNED SALES AGREEMENT AND CONTRACT.
5. THE SELLER SHALL SEND THE LEGALIZED CONTRACT AND THE FOLLOWING POP DOCUMENTS TO THE BUYER, AS FOLLOWS:
  - 5.1) CERTIFICATE OF ORIGIN.
  - 5.2) SUPPLY COMMITMENT.
  - 5.3) PRODUCT PASSPORT.
  - 5.4) PRODUCT AVAILABILITY STATEMENT.
  - 5.5) EXPORT LICENSE.
6. THE BUYER SHALL DEPOSIT A NEGOTABLE 2-5% OF THE TOTAL VALUE OF THE GOODS INTO SELLER DESIGNATED FIDUCIARY BANK ACCOUNT AS THE SECURITY DEPOSIT. THE BUYER & THE SELLER SHALL SIGN A REFUND AGREEMENT. THE PAYMENT FOR GOODS WILL BE DEDUCTED FROM THE TOTAL PRODUCT VALUE AT THE DISCHARGE PORT.
7. THE SELLER SHALL COMMENCE SHIPMENT OF THE GOODS AND PROVIDE COMPLETE POP DOCUMENTS TO THE BUYER VIA EMAIL AND HARD COPIES WILL BE SENT FROM SELLER'S BANK TO BUYER'S BANK VIA COURIER ON THE SELLER'S EXPENSES, TTM WILL BE HELD IN BUYER'S DESIGNATED SAFE LOCATION UPON BUYER'S REQUEST.
  - 8.1) PRODUCT DISTRIBUTION EXPORT LICENSE.
  - 8.2) ASSIGN OWNERSHIP CERTIFICATE.
  - 8.3) TRANSNEFT CONTRACT FOR TRANSPORTING PRODUCTS TO THE LOADING PORT.
  - 8.4) PORT STORAGE AGREEMENT.
  - 8.5) CHARTER PARTY AGREEMENT FOR THE TRANSPORTATION OF PRODUCTS TO THE PORT OF DISCHARGE.
  - 8.6) TANK RECEIPT.
  - 8.7) SGS QUALITY AND QUANTITY CERTIFICATE.



- 8.8) LANDING ORDER.  
8.9) PRE-VALUED COMMERCIAL INVOICE.  
8.10) NOR/ETA READINESS NOTICE/SHIPPING DATE NOTICE.  
8.11) DIP AUTHORIZATION TEST LETTER.  
8.12) THE POWER OF ATTORNEY GIVEN BY THE SHIPPING COMPANY TO THE SHIPPING AGENCY COMPANY AT THE PORT OF DESTINATION, AND THE SHIP INFORMATION DOCUMENTS NECESSARY FOR MARITIME REPORTING SUBMITTED BY THE CAPTAIN OF THE SHIP AT THE ANCHORAGE OF THE PORT OF DESTINATION ON TIME  
8.13) SHIP QUESTIONNAIRE 88.  
8.14) POWER OF ATTORNEY (AUTHORIZING SALES AND COLLECTING PAYMENT FOR GOODS)
9. AT THE BEGINNING OF SHIPMENT, WHEN THE TANKER ARRIVES AT THE UNLOADING PORT, THE BUYER SHALL REFER THE SHIP TO THE CHINESE CUSTOMS FOR APPROVAL. UPON SUCCESSFUL CUSTOMS APPROVAL, THE SELLER SHALL UNLOAD THE OIL PRODUCTS INTO CHINA BONDED WAREHOUSE, THE BUYER SHALL CONDUCT CIQ INSPECTION, AND THE BUYER SHALL PAY ALL THE REMAINING PAYMENT THROUGH TT TELEGRAPHIC TRANSFER OR MT103 WITHIN 72-120 HOURS.
10. AFTER THE BUYER PAYS THE FULL PAYMENT, THE SELLER SHALL HAND OVER THE HARD COPIES OF THE ORIGINAL POP DOCUMENT (CARGO RIGHT DOCUMENT) TO THE BUYER.



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