

ZHULDYZ MUNAI TOO

Address: Mikroraiion Karatau, 46 Taraz; Zhambyl region, kazakhstan

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INN 061240011382

ISSUED ON 2 MARCH, 2023,
VALID 30 JULY 2023

SOFT CORPORATE OFFER

We, acting on behalf of our Principal Sellers, with full legal corporate authority and under penalty and perjury hereby confirm our interest and that we are ready, willing and able to sell the products as described below and enter into Sales and Purchase Agreement with the Buyer for Immediate Spot and Contract Sales. The supply is guaranteed to meet the Specifications and pass through the stringent requirements of SGS or Equivalent. 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, representative and mandates will be considered.

Origin: Kazakhstan / Russia

Destination: ASWP

Loading Port Novorossiysk / Rotterdam / Antwerp / Houston

Payment Terms: Telegraphic Transfer, SBLC MT760, DLC 700, MT103.

Inspection SGS, CIQ or similar

Commission: Seller's Mandate on Seller Side 50% & Buyer's Mandate on Buyer Side – 50%

PRODUCT: ULTRA LOW SULPHUR DIESEL FUEL (EN590) 10PPM,50PPM

ORIGIN: KAZAKHSTAN

LIFTABLE QUANTITY: 50.000 MT-100,000 MT

FOB PRICES: GROSS US \$ 280 / NET US \$ 270 PER MT

CIF PRICES: GROSS US \$ 290/ NET US \$ 280 PER MT

COMMISSION: BUYER \$5 / SELLER \$5

RUSSIAN VIRGIN OIL FUEL (D6)

ORIGIN: KAZAKHSTAN

LIFTABLE QUANTITY: 50 000 000 GALLONS

FOB PRICES: GROSS US \$ 0.88 / NET US \$ 0.86 GALLONS

BUYER \$0,02 CENT /SELLER \$0,02 CENT MT

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL (JP54)

ORIGIN: KAZAKHSTAN

LIFTABLE QUANTITY: 1,000.000 BBLs

FOB PRICES: GROSS US \$ 84 / NET US \$ 82 BBL

COMMISSION: BUYER \$1 / SELLER \$1

AVIATION JET FUEL (JET A1)

ORIGIN: KAZAKHSTAN

LIFTABLE QUANTITY: 1,000.000 BBLs

FOB PRICES: GROSS US \$ 86/ NET US \$ 84 BBL

COMMISSION: BUYER \$1 / SELLER \$1

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STANDARD PROCEDURE TTO

1. Buyer issues an official ICPO with acceptance letter and company registration certificate.
2. Seller issue buyer MOU, buyer sign back the MOU and seller issue the following PPOP documents to buyer,;
 - a) Product Passport Analysis test report
 - b) Certificate of Origin
 - c) Bill of Lading
 - d) Tanker Vessel Q88 Document
 - e) Vessel (NOR) Notice of Readiness
 - f) Ullage Report
 - g) Cargo Manifest
 - h) Invoice for title ownership transfer procurement guarantee which amount to USD 250,000
3. Upon the receipt of the documents, buyer pays USD 250,000 of the total product value as procurement guarantee to Sellers nominated bank by MT 103 /TT within 48 hours of receiving the above documents also this payment will be deducted out of the total cost of product value.
4. Upon receipt confirmation above payment, vessel will proceed for re-rout to the buyers destination discharge port (storage in buyer), seller issues Authorization to board vessel (ATB) and Dip Test Authorization (DTA) to the buyers nominated inspection team to commence on the product test for quality & quantity analysis (Q&Q).

And seller re-issue the below documents;

- (a) Certificate of Origin
- (b) Bill of Lading
- (c) Vessel Q88
- (d) Ullage Report
- (e) Cargo Manifest

With additional other PPOP documents to the potential buyer's company's name, such as;

- a. Approval Export License certificate,
- b. Authorization to board the vessel (ATB);
- c. Date of Arrival (DOA)
- d. Authorization to Sell and Collect (ATSC);
- e. Title Transfer Ownership Certificate (TTOC);
- f. NS Code Number;
- g. Letter of Entrustment

6. Upon arrival of the vessel at buyers discharge port, buyer pays balance payment after successful CIQ/SGS or equivalent inspectiovia TT/MT103 and pumping and title of product ownership transferred to buyer.

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7. Seller pays commission to Agencies, Broker and intermediary as per signed NCNDA/IMFPA

Guidelines for preparing documents ICPO or LOI

1. The ICPO /LOI must be addressed to the mandate
2. The information's must be detailed
3. You can provide your required specification
4. Freshly dated (not older than 7 working days)
5. Bankers information must be the same as the to the company ordering and as stated in the letter Head, if different, then it must be accompanied by a letter of the owners of the bank account attached to the ICPO stating their authorization of the purchase
6. The documents must be signed and sealed

NOTE:

Minimum Quantity: 50,000 MT per month per contract, order over 1 Million MT/month – US \$ 10 discount
Contract Term: 12 months minimum (with rolls and extensions)

Listed Products: Can be extended with the buyer target price

Payments Term: Documentary letter of credit as agreed between seller and buyer, established by a top Prime bank for 100% invoice value, payable at sight against shipping documents.

Performance Bond: 2% by the Seller

Commission: 10usd (50% buyers side / 50% sellers side)

POP: Provided Bank to Bank as per documents list in contract Inspection: By SGS

Tukubaev Bolat Kydyruly

Authorized Signatory



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