



EXPIRY DATE: 10TH DECEMBER 2023
RECIPIENT: BUYER/BUYER'S MANDATE

SOFT CORPORATE OFFER

We OAO TUAPSNEFT & GAS on behalf of our end Seller/Refinery, with full legal responsibility under penalty of perjury hereby issue this Soft Corporate Offer with given terms and conditions as stated in this offer to confirm our readiness and to execute a Sales and Purchase Agreement with the end buyer, with the ability to supply the following commodities according to the terms and conditions stipulated in this soft corporate offer.

AVAILABLE PRODUCTS AND PRICES

DIESEL D2 GASOIL L-0.2-62 GOST 305-82

Price: Gross \$295.00 USD / \$285.00 USD Net per Metric Ton - CIF

DIESEL D6 VIRGIN LOW POUR FUEL OIL

Price: Gross \$1.05 USD / \$1.00 USD Net per GLN – CIF

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL (JP54)

Price: Gross \$88.00 USD / \$86.00 USD Net per Barrel – CIF

JET FUEL A1

Price: Gross \$87.00 USD/ \$85.00 USD Net per Barrel – CIF

MAZUT M100 GOST-10585/75

Technical Standard: GOST 10585-75

Price: Gross \$385.00 USD / \$375.00 USD Net per Metric Ton – CIF

MAZUT M100 GOST-10585/99

Technical Standard: GOST 10585-99

Price: Gross \$365.00 USD / \$355.00 USD Net per Metric Ton – CIF

LNG (LIQUEFIED NATURAL GAS) mixed grade Technical Standard: GOST 5542-87

Price: \$275 Gross / \$265 Net per Metric Ton – CIF



BITUMEN / PETROLEUM ASPHALT

Min. Quantity: 15.000 MT Max. Quantity: 750.000 MT per Month

30/40 - \$345 Gross/ \$340 Net per MT

40/50 - \$345 Gross/ \$340 Net per MT

50/70 - \$370 Gross/ \$360 Net per MT

60/70 - \$375 Gross/ \$370 Net per MT

COMMISSION: \$10 per MT/ \$2 per Bbl. End seller shall be responsible for paying commission to both parties after buyer receives commodity and buyer's bank release fund to seller bank.

TRANSACTION PROCEDURE CIF **(KAZAKHSTAN ORIGIN)**

1. Buyer issues ICPO with Company Profile and End Buyer Passport Copy, Company's registration Copy.
2. Seller issues Draft Contract for buyer open for amendment and sign, and send back to Seller within 3 working days.
3. Seller registers and legalizes the SPA with the Kazakhstan ministry through Seller attorney, on seller's cost and sends registered and legalized Contract along with partial POP to Buyer Via Email as stated below:
 - a) Certificate of Origin of the product.
 - b) Company Registration
 - c) Export License.
 - d) Seller Commitment Letter to produce the product and Supply.
 - e) Commercial Invoice (CI).
 - f) Seller representative passport copy.
4. In receipt and confirmation of the above partial POP documents, the Buyer issues the agreed Irrevocable, Transferable, or Non-Transferable, Operative SBLC-MT 760 or DLC MT 700, from top 50 rated banks equivalent to monthly invoice value as a guarantee of payment. If Buyer Fail to issue SBLC -MT760 or DLC-MT700 within 7 working days, in alternative, buyer shall make guarantee deposit of 3% TT Wire Transfer from total value of the Monthly supply to seller's nominated fiduciary bank account as performance to secure the allocation, which will be deducted from the first shipment.



OAO Tuapseneft & Gas

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5. Seller swift 2% PB to buyer's bank along with full POP with shipping documents as lists below via bank to bank and Email, as the loading commence immediately.

- a) Approved (Atpcc),
- b) Product Passport (Quantity & Quality Dip Test Analysis Report).
- c) Certificate of Origin.
- d) Bill of Lading.
- e) Vessel Q88 Document.
- f) E.T.A. (Estimated Time of Arrival) Of Vessel.
- g) Vessel (N.O.R) Notice of Readiness.
- h) Ullage Report.
- i) Freight/Cargo Manifest.
- j) Invoice.
- k) Fresh SGS.
- l) NCNDA/IMFPA Endorsement via Seller Bank.
- m) CPA.

6. Within 3~5 banking days of the Vessel arrival at Buyer Destination Port, Buyer make payment to Seller via TT/MT103 upon receipt of the Shipping Documents from the captain and confirmation of the Q&Q by CIQ/CCIC at the Destination Port.

7. Seller release commission payment to all intermediaries (parties) involve in this transaction in accordance to the signed NCNDA \IMFPA within 48 hours of receipt full payment of the product from the buyer.

We look forward to your usual co-operation and understanding.



**ENGR. IGORY LUCHENKOV.
PRESIDENT OAO TUAPSENEFT.**