



PETROLEUM LTD LLP "KSK"

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Legal address: Almaty, Bostandyk District, Al-Farabi Avenue, 7, Apartment 294

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Date of Issue: 06-01-2025

Expire Date: 05-01-2026

To: Mandate/End Buyer

SOFT CORPORATE OFFER

On behalf of our end Seller/Refinery, LLP "KSK" PETROLEUM LTD is a 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.

PRICE LIST & PRODUCT

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL (JP54)

ORIGIN: KAZAKHSTAN

LIFTABLE QUANTITY: 1,000,000BBL MONTHLY: 2,000,000BBL PRICE

FOB: US \$65 GROSS, US \$61 NET PER BBL COMMISSION: US \$4 PRICE CIF:

US \$58 GROSS, US \$56 NET PER BBL COMMISSION: US \$4 SHARING: \$2

ON THE SELLER SIDE AND US \$2 ON THE BUYER SIDE.

EN590 10PPM

ORIGIN: KAZAKHSTAN

LIFTABLE QUANTITY: 50,000MT MONTHLY: 200,000MT

PRICE FOB: US \$520 GROSS, US \$510 NET PER MT COMMISSION: US \$10 PRICE

CIF: US \$530 GROSS, US \$520 NET PER MT COMMISSION: US \$10 SHARING: \$5

ON THE SELLER SIDE AND US \$5 ON THE BUYER SIDE.

LIQUEFIED PETROLEUM GAS (LPG)

ORIGIN: KAZAKHSTAN

LIFTABLE QUANTITY: 50,000MT MONTHLY: 200,000MT

PRICE FOB: US \$410 GROSS, US \$400 NET PER MT COMMISSION: US \$10 PRICE

CIF: US \$420 GROSS, US \$410 NET PER MT COMMISSION: US \$10 SHARING: \$5

ON THE SELLER SIDE AND US \$5 ON THE BUYER SIDE.

DIESEL GAS OIL (D6)

ORIGIN: KAZAKHSTAN



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LIFTABLE QUANTITY: 50,000,000 MT MONTHLY: 100,000,000 MT

PRICE FOB: US \$0.72 GROSS, US \$0.70 NET PER GALLON COMMISSION: US \$

0.02 PRICE CIF: US \$0.74 GROSS, US \$0.72 NET PER GALLON COMMISSION: US \$

0.02 SHARING: \$ 01 ON THE SELLER SIDE AND US \$01 ON THE BUYER SIDE.

JET A1

ORIGIN: KAZAKHSTAN

LIFTABLE QUANTITY: 1,000,000 BBLS MONTHLY: 2,000,000BBLS PRICE

FOB: US \$65 GROSS, US \$61 NET PER BBL COMMISSION: US \$4 PRICE CIF:

US \$59 GROSS, US \$57 NET PER BBL COMMISSION: US \$4 SHARING: \$2

ON THE SELLER SIDE AND US \$2 ON THE BUYER SIDE

UREA

ORIGIN: KAZAKHSTAN

LIFTABLE QUANTITY: 5,000 MT MONTHLY: 100,000 MT

PRICE CIF: US \$330 GROSS, US \$320 NET PER MT COMMISSION: US \$10

SHARING: \$5 ON THE SELLER SIDE AND US \$5 ON THE BUYER SIDE

DIESEL GAS D2 OIL

ORIGIN: KAZAKHSTAN

LIFTABLE QUANTITY: 50,000MT MONTHLY: 200,000MT

PRICE FOB: US \$520 GROSS, US \$510 NET PER MT COMMISSION: US \$10 PRICE

CIF: US \$530 GROSS, US \$520 NET PER MT COMMISSION: US \$10 SHARING: \$5

ON THE SELLER SIDE AND US \$5 ON THE BUYER SIDE.

LIOUEFIED NATURAL GAS (LNG)

ORIGIN: KAZAKHSTAN

LIFTABLE QUANTITY: 100,000 MT MONTHLY: 200,000MT

PRICE FOB: US \$210 GROSS, US \$200 NET PER BBL COMMISSION: US \$10 PRICE

CIF: US \$420 GROSS, US \$410 NET PER BBL COMMISSION: US \$10 SHARING: \$5

ON THE SELLER SIDE AND US \$5 ON THE BUYER SIDE



DIP & PAY (ROTTERDAM) PROCEDURE

1. Buyer issues official order (ICPO) to seller endorsed with choice price confirming acceptance to Terms, Conditions and Trading Procedure.
2. Seller issues a Commercial Invoice (CI to Buyer), upon buyer's assignment to CI, seller submits Tank Storage Agreement (TSA).
3. Buyer signs, seals & returns (TSA) to seller accompanied with passport copy of buyer/nominated authorized representative to attend seller's Tank Farm for all necessary tasks towards product confirmation on quality and quantity.
4. Seller's Tank Farm management appoints date of survey, SGS and Dip Test conductance, on this agenda, seller shall provide buyer with Authority to Verify (ATV) with specific product storage co-ordinates in order for buyer / authorized representative to visit tank farm for assigned product analytical services.
5. Tank farm shall appoint a date to attend assigned analytical services. Buyer / authorized representative shall accommodate and pay SGS & Dip Test expenses to the authorized tank farm agent. Upon success of services on presence of Buyer / authorized representative at tank farm yard, buyer / authorized representative receives fresh SGS report within 48hours and Dip Test results not longer than 72hours.
6. Upon buyer's satisfaction to quality and quantity, seller shall submit Tank Storage Receipts (TSR) and Product's Injection Report for buyer's management / authorized representative shall register lifting logistics with tank farm and arrange total product payment through MT103/23. [TSR & INJECTION REPORT SHALL NOT BE SUBMITTED to Buyer / authorized Representative before product quality reports and acceptance of buyer on product's quality].
7. Buyer ("Authorized representative And / Or Their Nominees / Assign's") signs ACT of Title Transfer and returns it to seller with letter of acceptance. Upon Title Holder transferred to buyer with complete set of Full POP documents, buyer lifts the product after seller received full product payment Via MT103 or TT-Wire Funds Transfer.
8. Seller and buyer, if necessary, shall sign a twelve (12) Months FOB / CIF-Contract (SPA), immediately after completed execution of Dip & Pay under buyer's issuance of SBLC/MT760 or DLC/MT700 against seller's Performance Bond 2% (PB).



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FOB PROCEDURE ROTTERDAM / HOUSTON / FUJAIRAH

1. Seller issues SCO. Buyer issues ICPO with banking details.
2. Seller issues commercial invoice to Buyer. Buyer sign and return commercial invoice along NCNDA/IMFPA to Seller within 48hrs.
3. Seller issues to Buyer via email:
 - Statement of product availability
 - Q&Q product passport inspection certificate
 - Commitment to supply
 - Product certificate of origin
 - Company certificate of conformity.
 - Tank storage receipt
 - ATV
4. Upon confirmation of seller's Tank Storage Receipt TSR, Buyer finalizes the extension of the Tank Storage for a minimum of 3-5 days' duration required by buyer for the inspection and DIP test analysis by SGS of the product.
5. Upon confirmation of the storage extension, Seller issues Injection Report, DTA and SGS Report from onshore tank accordingly for buyer and its SGS Agents to proceed with the dip Test inspection process on seller's tank.
6. SGS Inspection Company proceeds with the inspection and dip test of product in favor of Buyer at the storage facility. Upon Successful Q&Q Dip Test on the product, SGS issue the inspection report certificate to Buyer.
7. Buyer makes the payment for the Total Value of the Product Injected into the Tanks through the means of MT103-TT. Seller provides all the necessary export documentations to buyer and seller changes the ownership title to buyer company name Buyer commences lifting of the product with its Vessel Tanker.
8. Seller releases payment to all intermediaries involved in the transaction, and subsequently monthly shipment continues as per terms and conditions of the sales and purchase Agreement contract between buyer and seller.

TANK TO VESSEL / DIP & PAY FOB ROTTERDAM PORT AND HOUSTON.



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1. Buyer issues official ICPO addressed to the refinery or representative with buyer vessel details.
2. Seller issues Commercial Invoice (CI), buyer signs and returns the signed invoice to seller with NCNDA / IMFPA
3. Seller provide buyer with the below listed PPOP.
 - Product Passport (product analysis report)
 - Authorization to verify (ATV)
 - Tank Storage Receipt (TSR)
 - Statement of Product Availability (Notarized)
 - Commitment and Assurance Letter to supply (Notarized)
 - Authority to sell and collect (ATSC).
4. Buyer to extend seller's tank and dip test is conducted immediately with buyer's team to obtain fresh SGS report.
5. After successful Dip Test in Seller's tanks, Buyer takes over seller's tank or Seller injects product into buyer's vessel / Tank and buyer conducts its own DIP TEST Inspection for Q & Q of the Petroleum Products aboard vessel / Tank.
6. After successful Q & Q Dip test on the product, buyer makes the payment for the total value of product injected into the Vessel/tanks through the means of MT103 - TT.
7. Upon seller receives the payment for the product from the buyer, seller issues to buyer the Title ownership of the product and all exporting document of the Product.
8. Seller pays all intermediaries involved in the transaction.

VESSEL TO VESSEL PROCEDURE

1. Buyer issues an official ICPO with full buyer banking details & company registration certificate.
2. Seller issues a commercial invoice for first lift quantities for both party's signatures and endorsement.
3. Buyer provides Charter Party Agreement [CPA].
4. Seller verifies buyers CPA and issues the below-listed Document:
 - (a) Freight cargo manifest.
 - (b) Commitment to Supply
 - (c) Product Passport Dip Test Report.
 - (d) Authorization to Sell (ATS).
 - (e) Bill Of Lading (B/L).



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5. Within 48 hours' buyer contact seller vessel company and obtain access permit and issues his vessel details where the product will be injected at the discharge port. Seller verifies the vessel position and issues NOR_ ETA ATE_ DTA.
6. On arrival at the discharge port: the vessels transfer the fuel to the Buyer's nominated vessel.
7. After fuel injection is completed; Buyer conducts DIP TEST Inspection for Quantity and Quality of the fuel.
8. Upon Successful DIP TEST Inspection Q&Q by the Buyer, within 24-48 Hours Maximum Buyer makes payment via MT103 Wire Transfer for the Total Value of the Product Delivered into the Buyer Tank and Simultaneously Title to the Product is Transfer to the Buyer and Seller hand over all Exportation Documentation in relation to the petroleum product.
9. Commission is paid to Intermediaries involve in the Transaction.
10. Buyer issues non-operative IRDLC for the value of one month's deliveries. Seller issues a 2% performance bond which activates the Buyers bank instrument.
11. Deliveries per contracted delivery schedule begins.

CIF TRANSACTION PROCEDURE

1. Buyer issues ICPO along the following documents Buyer Company certificate of registration or Company's Profile.
2. Seller issues to buyer the Sales and Purchase Agreement Contract with Commercial Invoice, Buyer sign with initials and return to Seller, alongside Proof of Fund (POF).
3. Seller send to Buyer the below Partial POP documents via Fax/Email;
 - Authority/Authorization to Sell (ATS)
 - Letter of Commitment to supply
 - Product Quality Passport (Dip Test result of product)
4. Within seven (7) banking days upon receipt and confirmation of the PPOP Documents, Buyer issues Pre-Advice via MT799 to seller's nominated fiduciary bank to announce readiness to issue the financial instrument SBLC/MT-760.



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5. Within seven (7) banking days upon response from seller's fiduciary bank with readiness to receive the instrument via SWIFT, Buyer issues a Standby Letter of Credit (SBLC MT760) of First Trial shipment value, valid for 366 days as per Seller's approved verbiage.

OR

In alternative buyer pays refundable \$457,850.00 USD via MT103 TT Wiring as a guarantee performance within 72 hours if buyer's bank fails to issue Standby Letter of Credit (SBLC MT760) within the stipulated seven (7) banking days which will be deducted from the first shipment value.

6. NCNDA/IMFPA will be signed by all parties to secure payment commissions.

7. Seller and buyer sign Chartered Party Agreement (CPA) with the assigned Shipping Company and conclude booking of vessel, shipping schedule preparation with port authority.

8. After confirmation of the buyer's financial commitment or SBLC MT760, Seller will issue to Buyer's bank within five (5) working days the full shipment documents proof of Product (POP) Plus 2% Performance Bond via swift bank-to-bank;

- Copy of Approval to Export,
 - Copy of License/Permit to Export
 - Copy of Statement of Availability of Product.
 - Copy of the Refinery Commitment to Produce the Product.
 - Copy of Vessel Questionnaire 88.
 - Refinery Certificate of Product Ownership.
 - Copy of Fresh SGS.
 - Copy of Bill of Lading.
 - Copy of the Port Storage Agreement.
 - Copy of the Charter Party Agreement(S) To Transport the Product to Discharge Port.
9. Buyer/Buyer's Bank officer verifies the swift of full POP and the 2% Performance Bond.
10. Delivery commence as per schedule.
11. Upon arrival at the discharge port, the cargo will be subject to CIQ/SGS inspection at the buyer's expense. Upon completion of CIQ/SGS inspection buyer makes 100% payment via MT103-T/T wire transfer within 5 Working Days from issuance of CIQ/SG certificate at discharge port.
12. Upon receipt of buyer's T/T wire payment, seller pays all intermediaries within 24 hours.

PROCEDURE TANK TAKE OVER



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Buyer issues an official ICPO inserting seller's terms and procedures.

Seller issues Memorandum of Understanding (MOU) TITLE TANKER TAKE OVER for buyer's review and signing.

Buyer signs the Memorandum of Understanding (MOU) TITLE TANKER TAKE OVER and returns to seller the signed MOU contract, and seller issues the POP Documents as shown below: Product Passport (Quantity & Quality Dip Test Analysis Report)

Certificate of Origin Bill of Lading Vessel Q88

E.T.A. (Estimated Time of Arrival) Of Vessel

Upon receipt confirmation of the above PPOP documents by the buyer, Buyer conducts due diligence on the product availability via Q88 or via the vessel IMO Number upon tracking the vessel current location on the sea.

After a successful satisfactory verification of the products and vessel availability, buyer makes a guarantee deposit of \$450,000 USD Via MT103 T.T Wire Transfer to seller's nominated bank account as Transaction Guarantee Deposit (TGD) in-order to get the vessel secured to buyer company name (This is Compulsory).

Upon buyer payment confirmation for the Transaction Guarantee Deposit (TGD), seller make contact to the necessary office to make the possible changes on the products pop documents from the previous failed buyer company name to the new potential buyer company name which will be processed by the office of the Legal Advisory Department (LAD) of the head of petroleum sector Kazakhstan, so as for buyer obtaining original pop documents on their company name and get the Products Conformity Permit (PCP) in- order to give the vessel captain a direct instruction to sail the vessel to the new buyer designated port of discharge. (This is Compulsory).

Vessel re-rout and arrive new buyer's desired port, and new buyer conduct DIP Test inspection on the products with SGS or Intertek.

Upon a successful Inspection, buyer pays for the full products value via MT103 T/T Wire Transfer which all necessary cost borne by the buyer earlier will be deducted from the total cost of products Buyer / Seller pays commission to all intermediaries involved as per signed NCNDA / IMFPA within 48 hours

Possible contracts begin for one or more years' interval.

Mr. Viktor Alibekov
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