

ATTN: BUYER/BUYER'S MANDATE
DATE ISSUED: March 2nd, 2025
VALID THROUGH: June 5TH 2025

SOFTCORPORATEOFFER

We **KAZAKHSTAN LUBRICANTS REFINERY LLP** with full corporate and legal authority and responsibility and under penalty of Perjury, confirms availability of petroleum products stated below. All the supply is guaranteed to meet the standard specifications and to pass the stringent requirements of SGS or equivalent in compliance with ICC international regulations.

PRICE LIST

DIESEL FUEL (EN590-10PPM)

Minimum Quantity: Buyer request not less than 100,000 per MT
Maximum Quantity: 200,000,000 per MT
Monthly Price CIF ASWP: Gross \$ 510 USD / NET \$ 500 USD per MT
Price FOB: Gross \$ 500 USD/NET \$ 490 USD per MT
COMMISSION: \$ 5.00 Seller Side / \$ 5.00 Buyer Side per MT

JET FUEL (AVIATION KEROSENE COLONIAL GRADE A1)

Quantity: 500,000BBLs– 10,000,000BBLs
FOB Price: \$76 GROSS/\$74 NET.
CIF Price: \$78 GROSS/\$76 NET.
Commission: \$1.00 Seller Side / \$ 1.00 Buyer Side per bbl.

AVIATION KEROSENE COLONIAL GRADE 54

Quantity First Trial Lift: 500.000 – 10,000,000 BBLs
MONTHLY QUANTITY: 1.000.000 Barrels x 12 Months
FOB Price: \$76 GROSS/\$74 NET.
CIF Price: \$78 GROSS/\$76 NET.
Commission: \$1.00 Seller Side / \$ 1.00 Buyer Side per bbl.

VIRGIN FUEL OIL (D6)

Quantity: 50,000,000 -800,000,000 Gallons
FOB Price: GROSS \$0.88.00 / NET \$0.84.00
CIF Price: GROSS \$0.92.00 / NET \$0.96.00
Commission: \$0.2/\$0.2

AUTOMOTIVE GAS OIL

Quantity: 50,000MT– 1,000,000MT
FOB Price: \$420 GROSS/\$410 NET.
CIF Price: \$440 GROSS/\$430 NET.
Commission: \$5/\$5.

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LIQUIDIFIED PETROLEUM GAS [LPG] GOST: 20448 - 90

Quantity: 50,000 - 500,000 MT
FOB Price: Gross 410 / Net 400
CIF Price: Gross 430 / Net 420.
COMMISSION STRUCTURE: \$ 5 / \$ 5

LIQUEFIED NATURAL GAS.GOST5542-87

Quantity: 50,000MT- 500,000MT
FOB Price: \$420 GROSS/\$410 NET.
CIF Price: \$440 GROSS/\$430 NET.
Commission: \$5/\$5

EXPORT BLEND CRUDE GOST: 51858-2002

Quantity: From 500,000 -5,000,000 Barrels
FOB Price: Gross \$98 / Gross/ Net \$96.
CIF Price: GROSS 104 / NET 100
COMMISSION STRUCTURE: \$ 2 / \$ 2

DIESEL ULTRA-LOW SULPHUR (ULSD 500 PPM)

Quantity: 50.000 - 1.000.000 mt
Fob price: \$420 gross/ \$410 net per mt
Cif price: \$440 gross/ \$430 net per mt

UREA 46% PRILLED & GRANULAR

Available Quantity: 50,000Metric Tons
FOB Price: Gross / 320\$/ NET 410\$.
CIF Price: Gross / 430\$/ NET 420\$.
Destination Port: Rotterdam
Payment: T/T, MT103.
COMMISSION STRUCTURE: \$5 / \$5

LIGHT CYCLE OIL (LCO)

Minimum Quantity: Buyer request not less than 50,000 per MT
Maximum Quantity: 500,000 per MT Monthly
Price CIF ASWP: Gross \$ 500 USD / NET \$ 490 USD per MT
Price FOB: Gross \$ 480 USD/NET \$ 470 USD per MT
COMMISSION: \$ 5.00 Seller Side / \$ 5.00 Buyer Side per MT

AUTOMOTIVE DIESEL FUEL (EN590-50PPM)

Minimum Quantity: Buyer request not less than 50,000 per MT
Maximum Quantity: 100,000 per MT Monthly
Price CIF ASWP: Gross \$ 500 USD / NET \$ 490 USD per MT
Price FOB: Gross \$ 490 USD/NET \$ 480 USD per MT
COMMISSION: \$ 5.00 Seller Side / \$ 5.00 Buyer Side per MT

ORIGIN: KAZAKHSTAN/ QATAR/AZERBAIJAN

INCOTERMS: FOB /CIF/TT0

LAYCAN: 1 WEEK TO 2 WEEKS.

LOADING PORT: ROTTERDAM / HOUSTON / FUJAIRAH/ JURONG / BAKU / ASWP

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PAYMENT TERMS: T/T TELEGRAPHIC TRANSFER, BG OR SBLC, MT103.

PRICES: NEGOTIABLE

INSPECTION: SGS, CIQ OR SIMILAR

FOB TRANSACTION PROCEDURE 1

1. Buyer issues ICPO and Company Registration Certificate or any I.D. With TSA and 5 registered TSR and copy of change of name invoice to be paid directly to the buyer's tank farm for Seller's verification.
2. Seller issues Commercial Invoice, Buyer signs and returns to Seller.
3. Seller provides Buyer with FULL POP Documents:
 - A. SGS Report
 - B. Dip Test Authorization- Unconditional
 - C. Injection Report
 - D. Tank Storage Receipt with GPS Coordinates
 - E. Tank Farm Bar-code Information
 - F. Letter of Commitment to Supply.
 - G. Registration Certificate & Export License Copy
 - H. Authority to Sell & Collect (ATSC)
 - I. Endorsed Injection Schedule by the buyer & buyer Tank Farm
 - J. ATV – For Physical Verification.
 - K. Irrevocable Commitment to Supply for Spot and 12 months Contract.
4. Buyer conducts Dip-Test in Seller's tank, via SGS on Buyer's expense (optional).
5. TTIA is issued and completed by all parties,(note the new TSR will be issued and ready at this point with the Sellers name on it)
6. Buyer makes payment by MT103 wire transfer / TT according to the final injection report within 48h.
7. Seller transfers the title of ownership as per Buyer's instruction.
8. Seller Inject the product to buyer tank farm.

FOB TRANSACTION PROCEDURE

1. UPON ACCEPTANCE OF SELLER'S OFFER, BUYER ISSUES PURCHASE ORDER (ICPO) AND PASSPORT COPY.
2. THE SELLER ISSUES A COMMERCIAL INVOICE (CI) FOR THE QUANTITY AVAILABLE IN THE ROTTERDAM STORAGE TANK + ICC WARNING LETTER. BUYER WILL SIGN AND RESEND TO THE SELLER WITHIN 24 HOURS.
3. THE SELLER ISSUES PAYMENT INVOICE FOR THE EXTENSION OF SELLER TANK STORAGE, TOGETHER WITH BELOW PPOP DOCUMENTS:
 - ❖PRODUCT PASSPORT.
 - ❖SUPPLY COMMITMENT.
 - ❖PRODUCT AVAILABILITY STATEMENT.

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- ❖ TANK STORAGE RECEIPTS (TSR)
- ❖ PAYMENT INVOICE FOR SELLER TANK EXTENSION

❖ SGS

4. BUYER WILL PAY THE STORAGE EXTENSION WITHIN 48 HOURS AND SEND THE SWIFT COPY OF THE PAYMENT TO THE SELLER AS PROOF.

5. SELLER LEGALIZES THE COMMERCIAL INVOICE AND SENDS THE FINAL APPROVED TO BUYER BY OFFICE E-MAIL, ALONG WITH THE POP DOCUMENTS WHICH INCLUDE:

- ❖ FRESH SGS NOT OLDER THAN 72 HOURS.
- ❖ TANK STORAGE RECEIPT (TSR) WITH GPS COORDINATES.
- ❖ INJECTION REPORT
- ❖ DIP TEST AUTHORIZATION (DTA)
- ❖ AUTHORIZATION / SALES AUTHORITY (ATSC)

6. BUYER INSPECTS BY SGS OR INTERTEK, UPON A SUCCESSFUL DIP TEST IN SELLERS' TANKS, THE PRODUCT WILL IMMEDIATELY BE INJECTED INTO BUYER'S TANKS/VESSEL.

7. THE BUYER MAKES FULL PAYMENT FOR THE PRODUCT VIA MT103/TT, FROM THE BANK, TO THE BANK. AFTER CONFIRMING THE PAYMENT BY THE BANK, THE SELLER ISSUES TO THE BUYER, THE TITLE OF OWNERSHIP, ON THE GOODS.

8. SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION.

9. SELLER LEGALIZES THE CONTRACT R&E X 12 MONTHS AND SENDS THE FINAL APPROVED CONTRACT TO BUYER.



NON-NEGOTIABLE CI DIP AND PAY PROCEDURE TANK TO TANK

1. Buyer Issues ICPO, And Company Registration Certificate and Data Page of Buyer's Passport or Any I.D Along With Their TSA.
2. Seller Issues Commercial Invoice (CI) & Warning Letter, Buyer's Signs and Returns To Seller. Seller Will Complete Verification on the Tank Farm of the Buyer before Making Their Three (3) Days Tank Lease Payment.
3. Upon Final Approval of the Endorsed Commercial Invoice (CI) and ICC Warning Letter, the Seller Issues To the Buyer the Below PPOP Documents:
 - Refinery Commitment and Assurance Letter to Supply the Product
 - Statement of Product Availability
 - Product Passport (Quantity & Quality Analysis)
4. Seller Leases and Pays the Buyer's Tank for 3 Days for the Injection Process. Buyer Pays His Tank Farm Company for His Three (3) Days Tank Storage Costs, (Totaling A Six (6) Days TSR with the Hub and TAC Information). Depending On the Product and Quantity The Required Number Of Days Might Need To Be Increased.
5. Seller Issues Following POP Documents:
 - Injection Report
 - Certificate of Origin
 - Tank Storage Receipt from the Sellers Tank Farm
 - Authorization to Verify the Product in Seller's Tank (ATV)
 - Dip Test Authorization Letter (UDTA) – Unconditional
6. Buyer to Arrange Dip Test to Obtain Fresh SGS Report or Equivalent.

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7. Seller Then Provides The Remaining Document:

- Authorization to Sell and Collect (ATSC)

8. Buyer Conducts Dip Test on the Product at Buyers Expenses and Makes the Payment for the total Value of Product Injected into the Tanks through the Means of Mt103-TT.

9. Seller Pays All Intermediaries Involved In the Transaction and Subsequently.

FOB TRANSACTION PROCEDURE

1. Buyer issues ICPO together with Tank Storage Agreement (TSA) upon acceptance of seller offers.

2. Seller issues Commercial Invoice (CI) for the available quantities on the ground to be sold to the buyer.

3. Buyer signs and then return the Commercial Invoice with NCNDA/IMFPA signed by all Buyer groups with commission structures.

4. Seller issue Injection programming Agreement (IPA) to be signed by end buyer and buyer tank farm.

5. Seller Representative arrived at buyer storage terminal to program the injection and then issues Buyer the following documents (measure and take full-scale calculations of the incoming injection that will be programmed to take place at its due time, and during this process of programming, measuring and calculating the injection on the storage):

- (Three) 3 days Unconditional Dip Test Authorization (DTA);
- Fresh SGS Report inspected in Rotterdam;
- Reservoir Storage Receipt with GPS coordinates;
- Authorization to verify (ATV);
- Injection Report
- Certificate of origin;
- Authorization to Sell and Collect (ATSC).

6. Buyer upon verification and confirmation of the product and the PPOP documents, orders SGS to conduct the Dip Test in the Seller Reservoir on Buyer expenses.

7. Upon successful Dip Test, Seller commences injection immediately into Buyer Tank and issues Buyer Title of Ownership Certificate to be followed by all Export Documentation.

8. Buyer makes payment by MT 103 or TT Wire Transfer for the total product and lifts the product and Seller pays all intermediaries involved in the transaction.

SELLER TANK EXTENSION TO BUYER VESSEL FOB PROCEDURE

1. UPON ACCEPTANCE OF SELLER'S OFFER, BUYER ISSUES PURCHASE ORDER (ICPO) AND PASSPORT COPY.
2. THE SELLER ISSUES A COMMERCIAL INVOICE (CI) FOR THE QUANTITY AVAILABLE IN THE ROTTERDAM STORAGE TANK + ICC WARNING LETTER. BUYER WILL SIGN AND RESEND TO THE SELLER WITHIN 24 HOURS.
3. THE SELLER ISSUES PAYMENT INVOICE FOR THE EXTENSION OF SELLER TANK STORAGE, TOGETHER WITH BELOW PPOP DOCUMENTS:
 - ❖ PRODUCT PASSPORT.
 - ❖ SUPPLY COMMITMENT.
 - ❖ PRODUCT AVAILABILITY STATEMENT.
 - ❖ TANK STORAGE RECEIPTS (TSR)
 - ❖ PAYMENT INVOICE FOR SELLER TANK EXTENSION
 - ❖ SGS
4. BUYER WILL PAY THE STORAGE EXTENSION WITHIN 48 HOURS AND SEND THE SWIFT COPY OF THE PAYMENT TO THE SELLER AS PROOF.
5. SELLER LEGALIZES THE COMMERCIAL INVOICE AND SENDS THE FINAL APPROVED TO BUYER BY OFFICE E-MAIL, ALONG WITH THE POP DOCUMENTS WHICH INCLUDE:
 - ❖ FRESH SGS NOT OLDER THAN 72 HOURS.
 - ❖ TANK STORAGE RECEIPT (TSR) WITH GPS COORDINATES.
 - ❖ INJECTION REPORT
 - ❖ DIP TEST AUTHORIZATION (DTA)
 - ❖ AUTHORIZATION / SALES AUTHORITY (ATSC)
6. BUYER INSPECTS BY SGS OR INTERTEK, UPON A SUCCESSFUL DIP TEST IN SELLERS' TANKS, THE PRODUCT WILL IMMEDIATELY BE INJECTED INTO BUYER'S TANKS/VESSEL.
7. THE BUYER MAKES FULL PAYMENT FOR THE PRODUCT VIA MT103/TT, FROM THE BANK, TO THE BANK. AFTER CONFIRMING THE PAYMENT BY THE BANK, THE SELLER ISSUES TO THE BUYER, THE TITLE OF OWNERSHIP, ON THE GOODS.
8. SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION.
9. SELLER LEGALIZES THE CONTRACT R&E X 12 MONTHS AND SENDS THE FINAL APPROVED CONTRACT TO BUYER.

TANK TO VESSEL PROCEDURE

1. BUYER ACCEPTS SELLER WORKING PROCEDURE AND ISSUE ICPO ADDRESSED TO THE SELLER REFINERY.
2. SELLER ISSUES COMMERCIAL INVOICE (CI), BUYER SIGNS AND RETURNS BACK COMMERCIAL INVOICE AND CHARTER PARTY AGREEMENT (CPA).
 - 2.1. TANK TO VESSEL INJECTION AGREEMENT (TTVIA) TO BE SIGNED BY BUYER SHIPPING COMPANY
3. SELLER PROVIDE BUYER WITH THE BELOW LISTED PPOP.
 - A. AUTHORIZATION TO VERIFY (ATV)
 - B. PRODUCT PASSPORT (PRODUCT ANALYSIS REPORT)
 - C. IRREVOCABLE COMMITMENT LETTER TO SUPPLIER
 - D. TANK STORAGE RECEIPT (TSR)

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4. SELLER PROVIDES BUYER WITH SGS REPORT, INJECTION REPORT, UNCONDITIONAL DTA.
5. (NCNDA/IMFPA) WILL BE SIGNED, BUYER WITHIN 24 HOURS AFTER SUCCESSFUL DIP TEST IN SELLER TANKS PROVIDE SHIP (Q88) SELLER PROCEED FOR TANK TO VESSEL INJECTION AND PROVIDE BUYER WITH THE INJECTION REPORT OF THE PRODUCT INTO BUYER VESSEL
6. BUYER MAKE PAYMENT FOR TOTAL COST OF PRODUCT INJECTED INTO BUYER VESSEL VIA MT103, SELLER TRANSFER TITLE OWNERSHIP TO BUYER WITH ALL EXPORTATION DOCUMENTS REQUIRED OF BUYER FOR THE TRANSACTION.
7. UPON CONCLUSION OF FIRST LIFT TRANSACTION SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND PROCEEDS WITH THE SIGNING OF CONTRACT WITH BUYER

TANK TO VESSEL REFINERY SELLING PROCEDURES FOB

1. Buyer Issues ICPO Containing The Seller's Working Procedure With Banking Details And Scanned Copy Of Passport.
2. Seller Issues Commercial Invoice Of The Product At The Port; Buyer Sign And Return Back The Commercial Invoice To Seller.
3. Seller Issued The Bellow Partial Pop Documents:
 - a. Copy Commitment to Supply
 - b. Copy Statement of Availability of Product
 - c. Authorization to Verify the Product in the Seller's Tank (ATV)
 - d. Copy Authority to Sell and Collect (ATSC)
 - e. Previous SGS
4. The Buyer Extend The Seller Tank For THREE (3) Days To Enable Dip Text Conduct In The Seller Tank Before Injecting On The Buyer Vessel.
- 5 After Extending The Seller Tank, Seller Issue To Buyer PPOP Listed Below:
 - a. GPS Coordinate-Tank Storage Receipt (TSR) With Scanned Barcode,
 - b. Injection Report.
 - c. Dip Test Authorization Letter (DTA)
 - d. Fresh SGS Report.
 - E. Authorization to Verify the Product in the Seller's Tank (ATV).
6. Buyer Inspect By SGS On Buyer's Expenses And Sends Q88.
7. Seller Issues The Following Document To All Intermediaries Involve In The Transaction And To Buyer Endorsed NCNDA/IMFPA.
8. Upon Successful Dip Test In Seller Tanks, Product Will Immediately Be Injected Into Buyer's Vessel; Buyer Makes Payment For The Product Via Mt103 And Seller Transfers' Title Ownership To Buyer.
If The Above Negotiation Terms And Working Procedures Are Acceptable By Your Company Kindly Issue An ICPO Inserting The Above Working Procedures In Order For An Accepted Buyer.

TTO TRANSACTION PROCEDURE:

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1. The Buyer issues an official ICPO containing the Seller's procedure along with buyer Company Certificate of Incorporation.
 2. Seller issues original MOU.
 3. Buyer countersign MOU, forward back and bear the cost of Certificate Ownership / Invoice for title transfer /MT103 TT In exchange for a guarantee issued by the SHIPPING COMPANY OR SELEER COMPANY to change the documents under the name of the Exit buyer.
 4. Upon the receipt of countersign original MOU from the buyer, seller send to buyer's secured email the listed document issued in the name of the initial buyer as stated below:
 - SGS
 - Product Passport (Quantity & Quality Dip Test Analysis Report)
 - Certificate of Origin
 - Bill of Lading
 - Tanker Vessel Q88 Document
 - Vessel (N.O.R) Notice of Readiness
 - Ullage Report
 - Cargo Manifest
 - Q88
- OFFICIAL PAYMENT INVOICE OF AGREED 5%
5. Upon the receipt of the documents, buyer verifies the availability of the product on high sea and immediately makes 5% security guarantee payment of the total cost of the product.
 6. Upon seller receipt of the title takeover payment, seller orders for re-route to buyer's desired port, transfers the title to the potential buyer's company's name and also re-issue all other outstanding documents to the potential buyer's company's and via swift from seller bank the full prove of product.
 7. Vessel arrives the discharge port and buyer carries out the CIQ/SGS inspection and upon a successful inspection, buyer pays by MT103 T/T for the full product to the seller.

CIF BANKING TRANSACTION CONTRACT PROCEDURES

1. Buyer issues ICPO must be on buyer's letterhead including procedure and full banking details.
2. Seller issues draft contract (open for amendment) to buyer, buyer signs, seals and return the draft contract to seller for final endorsement and Seller issues invoice for SGS inspection cost (18.400 USD) seller sends the partial proof of products:
 - A. SGS Report
 - B. Certificate of Origin
 - C. Certificate of Registration
 - D. Product Passport
 - E. Authorization to Sell and Collect
 - F. Commercial Invoice for the first value shipment

3. Within 14 banking days, buyer's bank sends SBLC-MT760 or DLC-MT700 according to seller's bank verbiage to seller's nominated bank account for first month shipment. Should buyer fail to issue payment instrument within 7 banking days, buyer has to make a cash deposit of USD 450,000 by TT wire transfer for security guarantee to enable seller to charter vessel and commence shipment, this payment will be deducted from total cost of the product after inspection at the destination.
4. Seller bank issues full POP documents to buyer's bank alongside 2% {PB}
 - A. Copy of License to Export
 - B. Copy of Approval to Export
 - C. Copy of Statement of Product Availability
 - D. Copy of Refinery Commitment to product the product
 - E. Copy of contract to transport the product to loading port Copy of the Port Storage Agreement
 - F. Copy of the Charter Party Agreement to transport to discharge port
 - G. Copy of Vessel Questionnaire Q88
 - H. Copy of Bill of Lading
 - I. SGS Report at loading port
 - J. Unconditional Dip Teat Authorization (UDTA) Certificate of Ownership Transfer
 - K. Tank Receipt
 - L. Company Tax Payer's Certificate
 - M. Certificate of Incorporation
 - N. Bill of Lading
 - O. Notice of Readiness Estimated time of arrival Vessel Ullage Report
5. Shipments commences as per signed contract delivery schedule
6. Buyer releases payment to seller by TT/MT103 upon arrival of the vessel and confirmation of the SGS/CIQ at the destination port (within 5 business days)
7. Seller pays commission to all intermediaries involved in the transaction on seller aide and buyer pays commission to all intermediaries involved in the transaction on buyer side.

CIF CONTRACT PROCEDURES

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 70% And Buyer Pays 30% 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, and 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.

**KLR**
KAZAKHSTAN LUBRICANTS REFINERY

Mr. Nadirov Nadirovich
General Director
KAZAKHSTAN LUBRICANTS REFINERY LLP

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