



# NORD PETRO SK LLP

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**KATO: 591010000**

**WEBSITE:-**

REF: NORDPET/TWQ-BXR-44829

DATE OF ISSUE: 03-01-2025

EXPIRE DAE: 21-12-2025

TO: END BUYER / BUYER'S MANDATE

## SOFT CORPORATE OFFER

**NORD PETRO SK LLP** 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.

### **UREA N46**

**Origin Kazakhstan**

Minimum Quantity: 5,000MT

CIF Price: Gross \$

Quality: SGS or similar inspection

Commissions: \$5 Buy side. Seller side \$5.

Payment Term: MT103

- 50,000MT - Per Month

240- Net \$ 230

### **LIQUEFIED PETROLEUM GAS (LPG)**

**Origin Kazakhstan**

Min. Quantity: 50,000 Metric Tons

Max. Quantity: 300,000 Metric Tons per Month

CIF Price: USD

FOB Price:

Commission: USD5 Buyer side

375/ MT Gross USD 365 /MT Net

USD 360/MT Gross USD 350/MT Net

- USD5 Seller side

### **DIESEL FUEL EN 590 (10PPM)**

**Origin Kazakhstan**

Min. Quantity: 50,000 Metric Tons

Max. Quantity: 300,000 Metric Tons per Month

CIF Price: USD

FOB Price: USD

Commission: USD5 Buyer side

440/ MT Gross USD 430 /MT Net

420/MT Gross USD 410/MT Net

- USD5 Seller side

### **D6 VIRGIN FUEL OIL**

**Origin**

Origin Kazakhstan

Quantity: 50,000,000

CIF Price: Gross \$0.

FOB Price: Gross \$0.

Commission: USD 0.0

**Kazakhstan**

- 100,000,000 GLN

92 / Net \$0.88USD

86 / Net \$0.84 USD per GLN,

2 seller side, USD 0.02 Buyer side Per GLN

### **DIESEL**

Quantity MIN

MAXIMUM 900.000MT x 12 months

Delivery: CIF/FOB (AWSP)

CIF Price: Gross

**-GAS OIL (Diesel D2)**

IMUM 50.000MT

\$395.00 / Net \$385.00 USD per Metric Ton,

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Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

## LCO – LIGHT CYCLE OIL

Origin Kazakhstan

Min. Quantity: 50,000 Metric Tons

Max. Quantity: 300,000 Metric Tons per Month

CIF Price: USD 340/ MT Gross USD 330 /MT Net

Commission: USD 5 Buyer side - USD 5 Seller side

## LIQUEFIED NATURAL GAS (LNG)

Origin Kazakhstan

Min. Quantity: 50,000 Metric Tons

Max. Quantity: 300,000 Metric Tons per Month

CIF Price: USD 380/ MT Gross USD 370 /MT Net

FOB Price: USD 365/MT Gross USD 355/MT Net Commission:

USD5 Buyer side - USD5 Seller side

## ESPO CRUDE OIL

Min. Quantity: 1,000,000 Barrel

Max. Quantity: 5,000,000 Barrel per Month

CIF Price: USD 110/Bbl. Gross USD 100 /Bbl. Net Commission:

USD 5 Buyer side - USD 5 Seller side

## JET FUEL AVIATION KEROSENE COLONIAL GRADE 54 (JP54)

Origin Kazakhstan

Quantity MINIMUM 500.000 – MAXIMUM 5.000.000 Barrels x 12 months Delivery:

CIF/FOB- Spot.

CIF Price: USD Gross \$70 Net \$66 per Barrel,

FOB Price: Gross \$66 / Net \$62 USD per Barrel

Commission: USD 2.00 seller side, USD 2.00 Buyer side Per Barrel

## MAZUT FUEL OIL 100 M100)

Quantity: 50,000 Metric Tons– 500,000MT available

Delivery: FOB AWSP

CIF Price: USD Gross \$390/ \$380 Net per Metric Ton,

Commission: USD 5 seller side, USD 5 Buyer side Per Metric Ton

## BITUMEN GRADE 40/50, 60/70, 80/100

Origin Kazakhstan

Minimum Quantity: 50,000 Metric Tons per month Maximum

Quantity: 500,000 Metric Tons per month

Price on CIF: \$405.00USD GROSS /\$395.00USD NET

Commission: \$5Buyer side. Seller side\$5 50USD Per MT

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## AVIATION JET A1

Origin Kazakhstan

Quantity MINIMUM 500.000 – MAXIMUM 5.000.000 Barrels x 12 months Delivery:

CIF/FOB- Spot.

CIF Price: USD Gross \$70 Net \$66 per Barrel,

FOB Price: Gross \$66 / Net \$62 USD per Barrel

Commission: USD 2.00 seller side, USD 2.00 Buyer side Per Barrel

## AUTOMOTIVE GAS OIL (AGO)

Origin Kazakhstan

Min. Quantity: 50,000 Metric Tons

Max. Quantity: 300,000 Metric Tons per Month

CIF Price: USD 340/ MT Gross USD 330 /MT Net

Commission: USD5 Buyer side - USD5 Seller side

## PETCOKE

Origin Kazakhstan

QUANTITY: 50000MT/Per Month/Maximum 500000MT per Month

PRICE CIF: \$90.00USD GROSS/ \$80.00USD NET COMMISSION:

Seller side \$5.00 / Buyer side \$5.00

## GASOLINE 93

Origin Kazakhstan

Quantity: (50,000MT/Per Month/Maximum 500,000MT Per Month

Price on CIF: \$340.00USD GROSS/\$330.00USD Net

Commission: \$5 buyer Side. Seller Side \$5 Per MT

## FOB - DIP&PAY PROCEDURE ROTTERDAM TANK TO TANK

1. Buyer issues ICPO and CP on receipt of Seller's Soft Offer along with Tank Storage Agreement (TSA) as proof of storage availability.
2. Seller issues commercial invoice, for the available quantity in the storage tank to Buyer, Buyer Signs CI and returns to Seller within 24 hours within its validity along with POF.
3. Upon receipt and review of the signed CI; Seller issues the Dip Test Authorization letter to be signed by buyer and his tank farm.
4. Buyer returns the Dip Test Authorization (DTA) fully completed and signed within its validity and upon successful review of the completed DTA, along with POF, seller issues the below full POP documents:
  - a. Fresh SGS Report (Not older than 48 hours]
  - b. Product Reservoir Receipt
  - c. Accreditation Certificate
  - d. Product Passport (Quantity and Quality Analysis)
  - e. Authorization to Sell and Collect Certificate (ATSC)
  - f. Pre-Injection Report (PIR)
  - g. NCNDA/IMFPA (To be completed by all intermediaries)
  - h. Certificate of Product Origin

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- i. Authority to Verify (ATV) either physically or otherwise.
5. Upon successful Dip Test, sellers inject the fuel into buyer lease Storage Tank and sellers submit the full injection report to the Buyer
6. Buyer make 100% payment by MT103 TT wire transfer for the total product and Seller pays commission to all intermediaries involved in the transaction within 24 hours after confirmation of the buyer's payment.
7. Seller issues draft SPA to buyer to review for R&E monthly deliveries.
8. Buyer review and approves the SPA and issues SBLC/IRDLIC irrevocable, non-transferable, auto revolving for 12 months shipment value, documentary letter of credit for length of contract and for each lift per schedule. Buyer pays after Dip Test by MT103 Wire Transfer on each monthly quantity.
9. The subsequent delivery shall commence according to the terms and conditions of the contract.
10. Seller pays commissions to all intermediaries as per IMFPA/NCNDA 24 hours after receiving payment from Buyer.

## TRANSACTION PROCEDURES (FOB) TANK TO TANK

- 1 The Buyer Issue an ICPO. Containing the seller's work procedures and Banking Details along with TSA (TANK STORAGE AGREEMENT), Buyer Certificate of incorporation, Company Profile (CP) and International Passport Copy of the CEO.
2. Seller issues Commercial Invoice (CI) of products in tank at port, buyer signs and returns the documents with acceptance and commitment letter stating to adhere to seller procedure
3. The seller issues a copy of the SGS Report strictly JUST to the buyer's Tank Farm Company only to verify the SGS Report.
4. after confirmation of successful verification of SGS Report only by Buyer's Tank Farm Company. The Buyer pays his Tank Company for 6 Days TSR (Seller pays 3 days while buyer pays 3 days) TSR, at first seller pay 3 days after confirming by tank farm, buyer will pay 3 days then sends 6 days TSR to the Seller. All Parties must sign NCNDA and IMFPA for endorsements.
5. The seller issues the following POP documents to the buyer;
  - (a) SGS report for quality and quantity not older than 48 hours
  - (b) Product Certificate of Origin
  - (c) Product injection report
  - (d) Tank storage receipt with full GPS coordinates
  - (e) Unconditional dip test authorization letter
  - (f) Authorization to sell and collect
  - (g) Q88
  - (h) Authorization to Verify the Product in the sellers Tank (ATV)
6. After verification of the documents, the injection will be commenced and after injection the buyer makes payment for the total value of the product injected into the tank via MT103-TT.
7. After receiving confirmation of Buyer Payment, the seller immediately transfers the title ownership to the buyer.
8. Seller sends payment of all intermediaries involved in the transaction 24 hours after receiving confirmation of Buyer Payment as per signed & sealed NCNDA/IMFPA which is notarized by Public Notary in Kazakhstan and then monthly remittance is continued as per terms and terms of the contract of sale and purchase agreement between the buyer and seller

## FOB PROCEDURE FOR TANK TO TANK

1. Buyer issues ICPO along with buyer POF, CIS to seller company via seller mandate representative.
2. Seller issues allocation Commercial Invoice (CI) to be sign by buyer and return to seller within 24hr.
3. Seller provides.
  - a. TSR - Tank Storage Receipt
  - b. Certificate of Product Origin.
  - c. Statement Product Availability

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d. Commitment Letter to Supply the Product

e.. ATV

4. The buyer contacts the seller's TANK FARM company to obtain a 1-day payment invoice for tank clearance and for Buyer to gain a port legal access permit execute a dip test for quantity and quality inspection and fresh inspection/report by SGS in Seller's Tank.

5. Seller issues the following documents to buyer:

a. Unconditional DTA

b. Product Passport Analysis

c. Company certificate

d. Export License

6. Optional The buyer may request 3 working days to perform 2nd Dip Test, and upon satisfactory SGS inspection result, Buyer pays the seller via MT103 of the total product value and seller pay all the intermediaries involved successfully as per NCNDA/IMFPA.

7. Seller transfers products title ownership to Buyer's name.

8. Seller issue contract agreement letter to buyer for roll over to contract of 12 Months

## SHIP TO SHIP /TANKER TAKE OVER 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).

5. Within 48 hours buyer contact seller shipping company and make a security guarantee payment to secure the vessel and for the vessel to be rerouted to the buyer's destination. Buyer provided their vessel details where the product will be injected at the discharge port. Seller verifies the vessel position and issues NOR\_ ETA ATE\_ DTA.

On arrival of the vessel at the discharge port, Buyer conducts DIP TEST Inspection for Quantity and Quality of the product, upon Successful DIP TEST Inspection Q&Q by the Buyer, seller shipping company transfer the fuel to the Buyer's nominated vessel/buyer takes over seller vessel.

7. within 24-48 Hours Maximum Buyer makes payment via MT103 Wire Transfer for the Total Value of the Product Delivered into the Buyer Vessel and Seller hand over all Exportation Documentation in relation to the product.

8. Seller provide NCNDA/IMFPA to be signed by all intermediaries involved with seller bank endorsement and Commission is paid to Intermediaries involve in the Transaction. Possible contracts begin for one or more years' interval.

6.

## CIF ASWP APPROVED STANDARD BANKING WORKING PROCEDURES

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

2. Seller issues FCO for buyer's signing, buyer returns signed FCO and a letter of procedures acceptance.

3. Seller issues draft contract/SPA which is open for amendments.

4. Buyer returns the signed draft contract with NCNDA/IMFPA and a letter of guarantee to perform.

5. Seller submits the signed SPA for registration and legalization with the appropriate authorities.

6. Seller sends the below listed partial pop documents to buyer via government secured courier service or mail, on buyer choice.

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A. statement of availability of product B. commitment to supply the product C. certificate of origin

D. Product Passport

E. Proforma Invoice

7. Buyer within 7 banking days issues SBLC swift MT760 according to Seller's fiduciary bank verbiage to seller nominated fiduciary offshore bank account for first month shipment, and whereby buyer fail to issue payment instrument within 7 banking days, buyer will make cash deposit of \$320, 000 by TT wire transfer for allocation and security guarantee to enable seller charter vessel and commence shipment, and this payment shall be deducted from the total cost of product after inspection at discharge port.
8. Seller bank issues the full set of proof of product (pop) and shipping documents with 2%pb (performance bond) to buyer's bank. QQ Certificate & Product passport docs, all will be issued on time.
9. Shipment commences immediately as scheduled in the contract.
10. Buyer pays for the total product value via TT/MT103 to the seller's bank after successful SGS/CIQ inspection at discharge port and title of product ownership transferred to buyer.
11. Seller pays all intermediaries involved in transaction as per signed NCNDA/IMFPA within 72 hours

EN590 10PPM/50PPM

ORIGIN: KAZAKHSTAN

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

PRICE FOB: US \$480 GROSS, US \$470 NET PER MT COMMISSION: US \$10

PRICE CIF: US \$460 GROSS, US \$450 NET PER MT COMMISSION: US \$10

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

REFINERY WORKING PROCEDURES (FOB ROTTERDAM & HOUSTON)

1. Buyer sends ICPO to Seller on receipt of Seller's Soft Corporate Offer.

2. Seller issues commercial invoice CI, for the available quantity to Buyer,

Buyer Signs and returns to Seller with TSA and NCNDA/IMFPA signed by all buyer

groups with commission structures.

3. Seller issues, Dip Test Authorization letter sign by all parties including buyers tank farm.

4. Upon the sign of DTA by all parties

Seller issues fresh

\* SGS Report,

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\* Tank receipt,

\* Injection Report,

\* Certificate of Origin,

\* Product Passport

5. Buyer order SGS to Conduct Dip test of the product in the Seller Tank on buyer

expense upon successful dip test, Buyer

provides vessel details or Tank details, Seller shall immediately submit the (SGS)

inspection Report along with the full Proof of

Product (POP) to the Buyer.

6. Buyer makes 100% payment by MT103 TT wire transfer for the total product and

Seller pays Commission to all intermediaries.

## PRICE LIST & PRODUCT

ALL TRANSACTION FOR FOB SINGAPORE, FUJAIRAH, ROTTERDAM, HOUSTON

LIQUEFIED PETROLEUM GAS (LPG)

ORIGIN: KAZAKHSTAN

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

PRICE FOB: US \$310 GROSS, US \$300 NET PER MT COMMISSION: US \$10

PRICE CIF: US \$320 GROSS, US \$310 NET PER MT COMMISSION: US \$10

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

REFINERY WORKING PROCEDURES (FOB ROTTERDAM & HOUSTON)

1. Buyer sends ICPO to Seller on receipt of Seller's Soft Corporate Offer.

2. Seller issues commercial invoice CI, for the available quantity to Buyer,

Buyer Signs and returns to Seller with TSA and NCNDA/IMFPA signed by all buyer

groups with commission structures.

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3. Seller issues, Dip Test Authorization letter sign by all parties including buyers tank farm.

4. Upon the sign of DTA by all parties

Seller issues fresh

\* SGS Report,

\* Tank receipt,

\* Injection Report,

\* Certificate of Origin,

\* Product Passport

5. Buyer order SGS to Conduct Dip test of the product in the Seller Tank on buyer

expense upon successful dip test, Buyer

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6. Buyer makes 100% payment by MT103 TT wire transfer for the total product and

Seller pays Commission to all intermediaries.

Supervisor: EVSEEV NIKOLAY ALEKSANDROVICH

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