

**ADDRESS:**

ATYRAU REGION, ATYRAU G.A.,
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BIN: 130441019809

EMAIL:

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PHONE: +77785744131

KATO: 231010000



Ref No: KTO-998765545KZ

ISSUED TO: BUYER/BUYER MANDATE

DATE: 18-01-2025

SOFT CORPORATE OFFER

On behalf of our End Seller/Refinery, **ASKER MUNAI**, 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.

TERMS OF NEGOTIATION:

Delivery: CIF/FOB

Payment Term: DLC MT700, SBLC MT760 and TT Wire Transfer MT103, Cryptocurrency (BTC) Performance Bond: 2% operative PB will be issued from Seller's bank to the buyer bank. Quality: Q&Q test report will be conducted at the loading port by SGS or Equivalent at the expense of Seller. Products Origin: KAZAKHSTAN

PRICE LIST & PRODUCT**ALL TRANSACTION FOR FOB SINGAPORE, FUJAIRAH, ROTTERDAM, HOUSTON.****AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL (JP54)**

ORIGIN: KAZAKHSTAN

LIFTABLE QUANTITY: 1,000,000BBLs MONTHLY: 2,000,000BBLs

PRICE FOB: US \$92 GROSS, US \$90 NET PER BBL

COMMISSION: US \$2

PRICE CIF: US \$94 GROSS, US \$92 NET PER BBL

COMMISSION: US \$2 SHARING: \$1:00 ON THE SELLER SIDE

AND US \$1:00 ON THE BUYER SIDE.

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 \$490 GROSS, US \$480 NET PER MT

COMMISSION: US \$10 SHARING: \$5.00 ON THE SELLER SIDE AND US \$5:00

ON THE BUYER SIDE.

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: \$5:00 ON THE SELLER SIDE AND US \$5 :00 ON THE BUYER SIDE.

ESPO CRUDE OIL

ORIGIN: KAZAKHSTAN

MIN. QUANTITY: 2,000,000 BARRELS

MAX. QUANTITY: 5,000,000 BARREL PER MONTH CIF PRICE: USD 95/BBL.

GROSS USD 93 /BBL. NET

FOB PRICE: USD 93/BBL. GROSS USD 92/BBL. NET

COMMISSION: USD 1BUYER SIDE - USD 1 SELLER SIDE

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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 FOB: \$470.00USD GROSS / \$460.00USDNET

PRICE ON CIF: \$480.00USD GROSS /\$470.00USD NET

COMMISSION: \$5BUY SIDE. SELLER SIDE\$5 50USD PER MT

PETCOKE

ORIGIN: KAZAKHSTAN

QUANTITY: 50,000 METRIC TONS TRIAL SHIPMENT WITH UP TO 500.000

METRIC TONSCIF MONTHLY TWELVE (12) MONTHS.

PRICE CIF \$140 GROSS! \$130 NET. PRICE FOB \$130 GROSS / \$120 NET

COMMISSION: SELLER SIDE \$5.00 / BUYER SIDE \$5.00

HIGH SPEED DIESEL EURO 4 GRADE (GASOLINE)

ORIGIN: KAZAKHSTAN

QUANTITY: 50,000 METRIC TONS– 500,000MT

CIF PRICE: US\$ 380.00 GROSS / US\$370.00 NET PER MT. FOB PRICE: US\$

370.00 GROSS / US\$360.00 NET PER MT.

COMMISSION: \$5BUY SIDE. SELLER SIDE\$5 PER MT

AGO

ORIGIN: KAZAKHSTAN

QUANTITY: 50,000 METRIC TONS– 500,000MTAVAILABLE

DELIVERY: FOB AWSP

CIF PRICE: USD GROSS \$380/370 NET PER METRIC TON,

FOB PRICE: \$ 370 USD GROSS \$ 360USD NET,

COMMISSION: USD 5 SELLER SIDE, USD 5 BUYER SIDE PER METRIC TON.

DIESEL GAS OIL (D6)

ORIGIN: KAZAKHSTAN

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

PRICE FOB: US \$0.84 GROSS, US \$0.82 NET PER GALLON

COMMISSION: US \$ 0.02

PRICE CIF: US \$0.86 GROSS, US \$0.84 NET PER GALLON

COMMISSION: US \$ 0.02

SHARING: \$ 0.1 ON THE SELLER SIDE AND US \$ 0.1 ON THE BUYER SIDE.

JET A1

ORIGIN: KAZAKHSTAN

PRICE FOB: US \$78 GROSS, US \$76NET PER BBL

COMMISSION: US \$2

PRICE CIF: US \$80 GROSS, US \$78 NET PER BBL

COMMISSION: US \$2

SHARING: \$1:00 ON THE SELLER SIDE AND US \$1:00 ON THE BUYER SIDE

UREA

ORIGIN: KAZAKHSTAN

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

CIF: US \$390 GROSS, US \$380 NET PER MT

COMMISSION: US\$10

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SHARING: \$5:00 ON THE SELLER SIDE AND US \$5:00 ON THE BUYER SIDE.

DIESEL GAS D2 OIL

ORIGIN: KAZAKHSTAN

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

PRICE FOB: US \$420 GROSS, US \$410 NET PER MT

COMMISSION: US \$10

PRICE CIF: US \$430 GROSS, US \$420 NET PER MT

COMMISSION: US \$10:00

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

LIQUEFIED NATURAL GAS (LNG)

ORIGIN: KAZAKHSTAN

LIFTABLE QUANTITY: 1,000,000 MT MONTHLY: 2,000,000MT

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.

LCO – LIGHT CYCLE OIL

ORIGIN: KAZAKHSTAN

MIN. QUANTITY: 10,000 METRIC TONS

MAX. QUANTITY: 300,000 METRIC TONS PER MONTH

CIF PRICE: USD 280/ MT GROSS USD 270 /MT NET

FOB PRICE: USD 270/MT GROSS USD 260/MT NET.

COMMISSION: USD 5 BUYER SIDE - USD 5 SELLER SIDE

1, REFINERY WORKING PROCEDURES (FOB ROTTERDAM, FUJAIRAH & 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,
 - 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.

2, REFINERY TRANSACTION WORKING PROCEDURE TANK TO TANK

1. Buyer's issue ICPO with full banking details & company profile.
2. Seller issue commercial invoice to buyer.
3. Buyer signed/sealed and returns commercial invoice with letter of acceptance to seller within 24hrs along with their TSA for seller verification and approval. TSA to have both buyer and seller companies as Co-Lessee.

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4. Seller pays first 4 days of storage tanks in Buyer's Tanks Farm and after the verification of Seller's payment, Buyer pays other 3 days to complete together TSR 7 days in Buyer's tank farm in the name both companies. TSR to include GPS Co-ordinates of tank location along with Notice of Readiness (NOR)
5. Seller issues to the buyer the below PPOP documents.
 - a) Certificate of origin
 - b) Schedule of injection.
 - c) Product Passport
 - d) Unconditional Dip Test Authority (UDTA)
 - e) Commitment to Supply
 - f) Authorization to Sell and Collect (ATSC)
6. Seller commences with the injection of the trial shipment quantity in to buyer tank.
7. Upon the completion of the injection seller issue UDTA, to buyer, and buyer inspect with SGS agent.
8. After buyer successful Q&Q dip test on the product, buyer makes the payment for the total value of the product injected into the tank via mt103 or TT wire transfer.
9. Upon seller receive of the full product payment from the buyer, seller issue to buyer the title ownership of the product and exports documents.
10. Seller pays all intermediaries involved in the transaction.

3, TANK TO VESSEL / DIP & PAY FOB ROTTERDAM PORT, FUJAIRAH AND HOUSTON

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 provides buyer with the below listed PPOP.
 - Product Passport (product analysis report)
 - Authorization to verify (ATV)
 - Tank Storage Receipt (TSR)
 - Statement of Product Availability
 - Commitment and Assurance Letter to supply
 - Authority to sell and collect (ATSC).
4. Buyer to extend seller's tank for 2 days 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 MTI03 - 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.

4, DIP AND PAY PROCEDURE – TANK TO TANK

1. The buyer issues ICPO with international passport copy (data page) to the seller along with company profile.
2. The seller issues commercial invoice (ci) for the available quantity in the seller's storage tank to the buyer.
3. Buyer reviews, signs and returns the ci to the seller with their signed tank storage agreement (TSA) for the seller's verification and approval.
4. The seller issues following PPOP/POP to buyer for evaluation.
 - A) Commitment to supply.
 - B) Authorization to sell and collect (ATSC).
 - C) Tank storage receipt (TSR).
 - D) Authorization to verify (ATV) via phone or email
 - E) Tank-to-tank injection agreement (TTIA) to be signed by End Seller with buyer and buyer tank farm. buyers tank farm sends back TSR with Tank hub Number.
5. Upon verification of POPP by buyer and presentation of endorsed TTIA/ TSR by buyer. seller sends UDTA for all parties including tank farm to sign to enable buyer to conduct dip test to obtain fresh SGS (not older 48hours). the buyer conducts dip test in the seller's reservoir/tanks at their expense and arranges the injection of the product into the buyer's tanks.

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6. Within twenty-four (24) hours after complete injection, seller issues injection report for the complete injected quantity to the buyer and buyer issues 100% wire transfer payment via mt103 to the seller's nominated account.
7. The seller transfers the title ownership to the buyer and pay commissions to their intermediaries via NCNDA/IMFPA.
8. After trial lift is completed, and the next shipments is followed according to the signed and sealed commercial invoice by both parties.

5, STANDARD WORKING PROCEDURE FOB SINGAPORE, FUJAIRAH, ROTTERDAM, HOUSTON.

1. The buyer sends a company profile along with buyer passport and issued ICPO with TSA, seller verify and approved TSA.
2. Seller issue CI of the products in seller tank at the port, buyer sign and return CI with an acceptance letter and TSR of One day or more to known that buyer already have tank to lift the product.
3. Upon received of buyer TSR with acceptance letter of proceeding without delay in the transaction, Seller sends the copy of SGS report (not older than 48 hours) strictly to the buyer company only without any third party only to verified the SGS.

4. Upon confirmation of a successful verification of the SGS report by the buyer, buyer proceed to rent his tank for the period of days that will be enough for injection of the product into buyer tank.

5. Seller issues the following POP document to the buyer for buyer conducts dip test on the products at his own expenses.

Authorization to verify physically the products in the seller tank

TSR

UDTA

Product Passport

Injection Reports

Fresh SGS Report

Certificate of Origin

Export license

Allocation Certificate

ATSC

6. Seller injects the fuel into buyer leased storage tank Following the completion of the dip test, then buyer make 100% payment by MT103 TT wire transfer for the total products.

7. After payment seller returns the title deeds to buyer and seller pays all the intermediaries Commission on the seller side with the buyer side.

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.

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 \$370, 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.



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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

SHIP TO SHIP PROCEDURE

Buyer issues an official ICPO with full buyer banking details & company registration certificate.

Seller issues a commercial invoice for first lift quantities for both party's signatures and endorsement.

Buyer provides Charter Party Agreement [CPA].

Seller verifies buyers CPA and issues the below-listed Document:

Freight cargo manifest.

Commitment to Supply.

Product Passport Dip Test Report.

Authorization to Sell (ATS).

Bill of Lading (B/L).

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 provides 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, Buyer within 24-48 Hours Maximum makes payment via MT103 Wire Transfer for the Total Value of the Product Delivered into the Buyer Vessel

Seller shipping company transfer the fuel to the Buyer's nominated vessel and hands over all Exportation Documentation in relation to the product.

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.

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