

BIN: 10640012542 WHATSAPP: +77081697462 EMAIL: westoiltoo@gmail.com

Ref: 346182-PRG

Date: 19<sup>th</sup> August, 2024.

Due Date 31st December 2027.

To: Buyer/Buyer Mandate

## **SOFT CORPORATE OFFER**

On behalf of our end Seller/Refinery, LLP "WEST OIL STANDART" 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: 1,000,000BBLs MONTHLY: 2,000,000BBLs

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

US \$4 PRICE CIF: US \$78 GROSS, US \$76 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.

BIN: 10640012542 WHATSAPP: +77081697462 EMAIL: westoiltoo@gmail.com

**DIESEL GAS OIL (D6)**

ORIGIN: KAZAKHSTAN

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

PRICE FOB: US \$0.82 GROSS, US \$0.80 NET PER GALLON COMMISSION: US

\$ 0.02 PRICE CIF: US \$0.84 GROSS, US \$0.82 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 \$75 GROSS, US \$71 NET PER BBL COMMISSION: US \$4

PRICE CIF: US \$69 GROSS, US \$67 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.

**LIQUEFIED 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

**TANK-TO-TANK PROCEDURE- ROTTERDAM**

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO), Tank Storage Agreement (TSA) with Buyer's Passport, Company Profile and Certificate.
2. Seller issues Commercial Invoice (CI) of the product in tanks at the port, Buyer signs and returns Commercial Invoice (CI) .
3. Seller issues a copy of SGS report to Buyer Tank Farm Company only to verify SGS report (SGS report only for Tank Farm verification and no other parties).
4. Upon Buyer's Tank Farm verification of the SGS, Buyer leases and pays his Tank Farm Company, Buyer sends TSR to the refinery. Refinery sends Authorization Letter to Buyer tank to release the SGS report to Buyer.
5. Seller issues document to all intermediaries involved in the transaction and to Seller/Buyer endorse NCNDA/IMFPA for commission structure.
6. Seller issues following POP documents to Buyer:
  - A. Q&Q report;
  - B. Injection report;
  - C. Unconditional Dip Test Authorization (DTA);
  - D. Authorization to Sell and Collect (ATSC);
  - E. SGS report 48 hours;
  - F. Authority to Verify (ATV).
7. Buyer conducts Dip test on the product in Seller's tank.
8. Within twenty-four to seventy-two (24 to 72) hours upon completion of the injection, Buyer makes payment for the total cost of the product injected into Buyer's tank by T/T/MT103 wire transfer to Seller's nominated bank account.
9. Upon Seller's confirmation of the Buyer's payment, Seller pays intermediaries included in the gross and net price as signed NCNDA/IMFPA within 24-72 hours after confirmation of Buyer's payment.

## **FOB WORKING PROCEDURES**

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,
3. Buyer Signs and returns to Seller with TSA and NCNDA/IMFPA signed by all buyer groups with commission structures.
4. Seller issues, Dip Test Authorization letter sign by all parties including buyers tank farm.
5. Upon the sign of DTA by all parties
6. Seller issues fresh
  - SGS Report,
  - Tank receipt,

BIN: 10640012542 WHATSAPP: +77081697462 EMAIL: westoiltoo@gmail.com

- Injection Report,
  - Certificate of Origin,
  - Product Passport
7. 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.
  8. Buyer makes 100% payment by MT103 TT wire transfer for the total product and Seller pays Commission to all intermediaries.

### **CIF TRANSACTION PROCEDURES**

1. Seller issues SCO. Buyer issues ICPO with banking details.
2. Within 24 Blanking Hours Seller issues to buyer the sales and purchase agreement contract (SPA) with commercial invoice (CI) buyer sign with NCNDA/IMFPA to be sign by all parties to secure payment commissions.
3. Within 24 Banking Hours Seller registers and legalizes the contract with the ministry of energy.
4. Within 24 Banking Hours Sellers Bank sends to buyers Bank the Partial POP documents via Bank Fax/Email:
  - (a) Certificate of conformity
  - (b) Letter of commitment to supply
  - (c) Product quality passport
  - (d) Certificate of product origin.
5. Within 5 (Five) banking days upon receipt and confirmation of the documents, Buyers Bank issues Stand-by Letter of Credit (SBLC MT760 / DLC MT700) as per seller's approved verbiage, if buyer fails to issue the (SBLCMT760) within the stipulated validity days, buyer will make cash deposit of \$210,000 by TT wire transfer for security guarantee to enable seller charter vessel and commence shipment, and this payment will be deducted from the total cost of product after inspection at discharge port,.
6. Within 5 Banking Days After confirmation of the buyer's (SBLCMT760) Seller will issue to Buyer's bank within 4 (four) days the full shipment documents proof of product (POP) listed below plus 2% Performance Bond (PB) via swift bank to

BIN: 10640012542 WHATSAPP: +77081697462 EMAIL: westoiltoo@gmail.com

bank: Copy of approval to export. Copy of license permit to export. Copy of statement of Availability of Product. Copy of 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 port Storage agreement. Copy of the Charter Party Agreement(S) to transport the product to discharge port.

7. Upon arrival of vessel at the discharge port, the cargo will be subject to CIQ/SGS inspection at the buyer's expense. Upon completion of SGS inspection, Buyer makes 100% payment via MT103-TT wire transfer within 72 hours from issuance of CIQ/SGS certificate at discharge port.

After seller received the Buyer's payment within 24 hours, Seller pays commission to all involved mandates intermediaries via wire funds transfer MT103/TT. Seller pays as per agreed and signed NCNDA+IMFPA, and follows to every Buyer's lift in the future based in Commercial Invoice (CI) and SPA contract signed by the Seller and Buyer.

Supervisor:

AMANBAEV ADILZHAN DZHULDASKALIEVICH,

WEST OIL STANDART LLP.

