



REF №: LLC/VGOI/1001860/SCO/25-KZ.

ISSUED -DATE: 14/04/ 2025, APRIL.

VALIDITY – DATE: 15/12/ 2025, DEC (8) MONTHS.

TO: WHOM IT MAY CONCERN

LLP G.O.I SOFT CORPORATE OFFER

WE, LLP GAS OIL INDUSTRY, KAZAKHSTAN," WOULD LIKE TO PRESENT THIS SOFT CORPORATE OFFER ON BEHALF OF OUR SELLER/REFINERY, UNDER THE AUTHORIZED/LEGAL MANDATE REPRESENTATION OF EXPLOITING, PRODUCING AND EXPORT COMPANY,THIS OFFER SERVES TO NOTIFY THE BUYER OF THE SELLER/REFINERY'S PREPAREDNESS AND WILLINGNESS TO PROVIDE A FULL CORPORATE OFFER, LEADING DIRECTLY TO THE SALES PURCHASE AGREEMENT. FURTHER MORE THIS IS SUBJECT TO THE ACCEPTANCE OF THE TERMS AND CONDITIONS OUTLINED BELOW, PERTAINING TO THE PRODUCTS MENTIONED ACCORDING TO THE WORKING PROCEDURE OF THE COMPANY.

ORIGIN: **KAZAKHSTAN**

INCOTERMS: CIF/FOB and TTO.

LOADING PORT: **JURONG / FUJAIRAH / VLADIVOSTOK / ROTTERDAM/ HOUSTON & CHINA PORTS.**

DELIVERING PORT: BUYER'S OPTION.

PAYMENT TERMS: DLC-MT700 SBLC-MT760, T/T WIRE TRANSFER & MT103 INSPECTION: SGS.

INSURANCE: PAID BY SELLER COVERING 110% OF THE SHIPMENT VALUE.

PRODUCT LIST AND PRICE

DIESEL GAS D2 OIL GOST 305-82.

MINIMUM QUANTITY: 10,000 METRIC TONS PER MONTH

MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH

GROSS PRICE: USD \$410.00 PER MT

NET PRICE: USD \$ 400.00 PER MT

FOB PRICE: USD \$390.00/MT GROSS &USD\$380.00/MT NET

JET A1 FUEL

MINIMUM QUANTITY: 2,000,000 BARRELS PER MONTH

MAXIMUM QUANTITY: 3,000,000 BARRELS PER MONTH

GROSS PRICE: USD \$80.00 PER BBL

NET PRICE: USD \$76.00 PER BBL

FOB PRICE: USD \$72.00/BBL GROSS & USD \$68.00/BBL NET

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

MINIMUM QUANTITY: 2,000,000 BARRELS PER MONTH

MAXIMUM QUANTITY: 3,000,000 BARRELS PER MONTH

GROSS PRICE: USD \$80.00 PER BBL

NET PRICE: USD \$76.00 PER BBL ON

FOB PRICE: USD \$72.00/BBL GROSS & USD \$68.00/BBL NET

VIRGIN FUEL OIL D6

MINIMUM QUANTITY: 100,000,000 GALLONS PER MONTH

MAXIMUM QUANTITY: 800,000,000 GALLONS PER MONTH

GROSS PRICE: USD \$0.82 PER GLN

NET PRICE: USD \$0.78 PER GLN ON

FOB PRICE: USD \$0.74/GLN GROSS & USD \$0.70/GLN NET

LIQUEFIED NATURAL GAS (LNG) LIFTABLE QUANTITY

MINIMUM QUANTITY: 100,000METRIC TONS PER MONTH





MAXIMUM QUANTITY: 400,000 METRIC TONS PER MONTH
GROSS PRICE: USD \$510.00 PER MT
NET PRICE: USD \$ 500.00 PER MT ON
FOB PRICE: USD \$490.00/MT GROSS & USD \$480.00/MT NET

UREA 46% PRILLED & GRANULAR

MINIMUM QUANTITY: 10,000 METRIC TONS PER MONTH
MAXIMUM QUANTITY: 40,000 METRIC TONS MONTH
GROSS PRICE: USD \$300.00 PER MT
NET PRICE: USD \$290.00 PER MT ON
FOB PRICE: USD \$280/MT GROSS & USD \$270/MT NET

10PPM DIESEL OIL ULTRA-LOW SULPHUR DIESEL

MINIMUM QUANTITY: 100,000 METRIC TONS PER MONTH
MAXIMUM QUANTITY: 400,000 METRIC TONS PER MONTH
GROSS PRICE: USD \$410.00 PER MT
NET PRICE: USD \$ 400.00 PER MT ON
FOB PRICE: USD \$390/MT GROSS & USD \$380/MT NET

PETCOKE.

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH
MAXIMUM QUANTITY: 400,000 METRIC TONS PER MONTH
GROSS PRICE: USD \$210.00 PER MT
NET PRICE: USD \$ 200.00 PER MT ON
FOB PRICE: USD \$190.00/MT GROSS & USD \$180.00/MT NET

ESPO CRUDE OIL

MINIMUM QUANTITY: 2,000,000 BARRELS PER MONTH
MAXIMUM QUANTITY: 3,000,000 BARRELS PER MONTH
GROSS PRICE: USD \$ 68.00 PER BBL
NET PRICE: USD \$64.00 PER BBL
FOB PRICE: USD \$60.00/BBL GROSS & USD \$56.00/BBL NET

LIQUEFIED PETROLEUM GAS (LPG)

MINIMUM QUANTITY: 100,000 METRIC TONS PER MONTH
MAXIMUM QUANTITY: 400,000 METRIC TONS PER MONTH
GROSS PRICE: USD \$510.00 PER MT
NET PRICE: USD \$ 500.00 PER MT ON
FOB PRICE: USD \$490.00/MT GROSS & USD \$480.00/MT NET

LCO- LIGHT CYCLE OIL

MINIMUM QUANTITY: 100,000 METRIC TONS PER MONTH
MAXIMUM QUANTITY: 400,000 METRIC TONS PER MONTH
GROSS PRICE: USD \$410.00 PER MT
NET PRICE: USD \$ 400.00 PER MT ON
FOB PRICE: USD \$390.00/MT GROSS & USD \$380.00/MT NET

TRANSACTION WORKING PROCEDURES FOB TANK TO TANK (TTT).

1. Buyer issues ICPO incorporated in it the seller's procedure with banking details and scanned copy of buyer's passport along with (TSA) Tank Storage Agreement (TSA) from buyer's Logistic Company.

2. Seller issues Commercial Invoice (CI) for the available products in Tank at the Port, for Buyer's review and endorsement and return for legalization on seller's expenses.

3. The Seller's verify the Tank Storage Agreement (TSA) provided by the buyer. Upon successful verification and approval of the authenticity and availability of the Storage Facility in favor of the buyer. The seller releases the below POP documents directly to end the buyer's secure email.

- Copy of Legalized Commercial Invoice.
- Copy of Commitment to Supply.
- Copy of Injection Report
- Copy of Fresh SGS (Not Older Than 48 hrs.)
- Copy of ATS -Authorization to Sell & Collect
- Copy of Authorization to Verify (ATV)
- Copy of Dip Test Authorization (DTA)
- Copy of Commitment Letter to Supply
- Copy of Export license.
- Copy of Statement of Product Availability.
- Copy of Tank Storage Receipt (TSR) with barcode and GPS Coordinate.
- Copy of NCNDA/IMFPA

4. The Buyer Conducts Dip Test in the product in the seller's reservoir.

5. Buyer provides Authority to Inject (ATI) from its Logistic Company to enable the seller to commence Injection of Product into the Buyer's Tank within Twenty-Four (24) Hours upon completion of the Injection, buyer make payment for the total cost of the product injected into buyer's tank by TT wire transfer to seller's nominated bank account.

6. Buyer lifts products and all intermediaries are paid; Seller and Buyer consider and signs further contracts after successful Transaction. Buyer Signature & Company.

FOB PROCEDURE OPTIONAL

1. The buyer shall initiate the process by issuing an Irrevocable Corporate Purchase Order (ICPO) that includes banking details, accompanied by the Tank Storage Agreement (TSA) as proof of the availability of the storage tank.

2. The seller will respond by providing a Commercial Invoice (CI) for the available quantity. The buyer must sign this invoice and return it to the seller within the specified validity period. The buyer will then

instruct their tank farm to issue two payment invoices: one for a duration of three days designated for the refinery and the other for two days in the name of the buyer, sending these invoices to the seller for verification.

3. Upon confirmation by the buyer's tank farm, the seller will remit payment for the three-day tank usage. The buyer will subsequently complete the payment for the additional two days, resulting in a total tank storage revenue (TSR) of five days, after which the seller will issue the Injection Report. A Non-Circumvention, Non-Disclosure Agreement (NCNDA and IMFPA) will be signed by all parties involved in the transaction and forwarded to the seller for endorsement.

4. The seller will then provide the following proof of product (POP) documents to the buyer:

- A. Injection Report of Product
- B. Dip Test Authorization (D.T.A.) – Unconditional
- C. Fresh SGS Report (not older than 48 hours)
- D. Reception Report
- E. Product Certificate of Origin (Kazakhstan)
- F. Storage Reservoir Receipt with Scanned Barcode
- G. Authorization to Sell and Collect (A.T.S.C.)
- H. Product Allocation Certificate

I. Endorsed NCNDA/IMFPA by the seller, which shall be registered and legalized by the seller's bank, with a copy sent to the intermediaries' representative to secure commission payment.

5. The buyer will conduct a dip test on the product stored in the seller's tank and will make payment for the total value of the product injected into the tanks via MT103 - TT.

6. The seller is obligated to pay all intermediaries involved in the transaction according to the signed NCNDA/IMFPA within 24 hours of the buyer's payment and will provide a Sales and Purchase Agreement (SPA) to the buyer for a duration of one year. Monthly shipments will proceed in accordance with the terms and conditions outlined in the sales and purchase agreement between the buyer and the seller.

TRANSACTION PROCEDURES FOR TANK TO VESSEL (TTV).

1. Buyer Issues Official ICPO Addressed to the Refinery or Representative alongside CPA for Refinery Logistics department approval and verification process.
2. Seller Acknowledge Buyer ICPO and upon successful verification of received CPA, shall proceed to Issue Commercial Invoice (CI) contract. Buyer Signs and Returns the Signed Invoice to Seller.
3. Seller issues to buyer Tank-to-Vessel Injection Agreement (TTVIA) to be endorsed by both Seller and Buyer's Logistic Company.
4. Upon endorsement Seller shall Issues to Buyer the Partial Proof of Product Documents:

- ☐ Product Passport – Issued by the Refinery.
- ☐ Statement of Product Availability.
- ☐ Commitment Letter to Supply.
- ☐ ATV – Authority to Verify (Physical Inspection Verification and Dip Test) in Seller's tank.
- ☐ Access Permit Payment Invoice.

5. Upon receipt of the access payment seller storage and port authority proceed to release inspection date Alongside Terminal Access with provided access codes, Hub number and coordinates, enabling buyer group and Visiting representative immediately without wasting time proceed to inspect and conduct dip test to Obtain Fresh SGS Report.

NOTE: Upon receipt of access permit code and coordinates by the buyer group, Seller proceeds to clear all Standing demurrage to enable buyer and its visiting representative successfully carry out their dip test.

6. After Successful Dip Test in Seller's Tanks, Buyer Takes over Seller's Tank or Seller Injects into Buyer's Vessel or Tank after successful verification of buyers designated CPA/Q88 for injection into vessel or Verification of TSA for injection into designated storage tank.

7. After Successful Q&Q Dip Test on the Product, Seller releases NCNDA Contract for intermediaries' signatory, Buyer Makes the Payment for the Total Value of Product Injected into the Tanks through the Means of MTI03 - TT. Seller pays all commission structure as drafted in the signed NCNDA contract. And releases to buyer the below POP documents.

- Copy of Product SGS Report.
- Copy of Injection Report.
- Copy of Authority to Sell and Collect (ATSC)
- Copy of Certificate of Origin

8. Seller Issues to Buyer the Title Ownership of the Product and All Exporting Document of the Product.

APPROVED AND NON-NEGOTIABLE TANKER TAKE OVER (TTO) PROCEDURE.

1. Buyer issues Irrevocable Corporate Purchase Order ICPO with seller procedures.
2. Seller issues original MOU for Buyer's review and endorsement.
3. Upon the receipt of countersign MOU from Buyer, Seller emails to Buyer

The listed below PPOP and Shipping documents:

- ✚ Copy of Certificate of Origin
- ✚ Copy of Company License to Export
- ✚ Copy of Product Passport (Analysis Result)
- ✚ Copy of Tank Receipt (TRS)
- ✚ Copy of Ullage Report
- ✚ Copy of Cargo Manifest

- ✚ Copy of Bill of Lading
- ✚ Copy of Vessel's Q88 & CPA
- ✚ Copy of E.T.A (Estimated Time of Arrival) of Vessel
- ✚ Copy of Invoice for Title Transfer.

4. Buyer verifies the availability of the product currently on the sea and within 24 hours makes payment for Title Transfer of the consignment via MT103 T/T Wire Transfer to Seller's nominated account.

5. Seller upon confirmation of the Title Transfer Payment, Seller Orders for Reroute to buyer's desired port, issues the ACT of TRANSFER in Buyers Name, Title of Ownership Certificate and all Export Documentation will be sent to the buyer alongside the SGS Report at the loading Port.

6. Vessel Captain hands over all the Original POP documents to Buyer upon arrival at the discharge port.

7. Buyer carries out the CIQ/SGS inspection and upon successful inspection, T/T Wire Transfer the total contract, Seller within 24hours release payments to all intermediaries by T/T Wire Transfer.

CIF DELIVERY PROCEDURE

1. Buyer issues ICPO with sellers' procedure along with Buyer's CIS to end seller via Seller's Representative.

2. Seller Issues Sale & Purchase Agreement (SPA) Buyer reviews, amends (if necessary), signs, and return the Sale & Purchase Agreement (SPA) to Seller within 3 banking days.

3. Seller issues to the Buyer via email the following transaction documents:

A. Commitment to supply

B. Statement of product availability

C. Authorization to sell and collect.

4. Buyer issues SBLC within ten (10) working days if the buyer fails to issue SBLC within the timeframe, The buyer pays a deposit of \$320,000.00 to the supplier, Seller issue fresh SGS report to buyer and makes arrangements for the chartered freight with a renowned shipping company for the transportation of the product to the buyer's designated discharge port, Seller and Buyer sign the Charter Party Agreement (CPA) together with the shipping company.

5. After completion of the above, Seller issues to Buyer product title transfer agreement, Buyer signs, and returns. Seller legalizes the joint Contract with the authorities in charge and sends to the buyer the legalized contract, the certificate of product title transfer, proceeds with the port & custom clearance of the product and all internal routines operations accordingly.

6. Upon completion of the above and confirmation of this export approval by the Authority to Seller with the endorsement of the Charter Party Agreement (CPA) and the Shipping Schedule by the Port Authority, to enable Seller to release the below Proof of Product Documents:

- ✓ Legalized Charter Party Agreement (CPA) with the Loading Port Authority.
- ✓ Injection Report



- ✓ Product Allocation Certificate.
- ✓ Authorization to sell and collect.
- ✓ Allocation Title Transfer Certificate.
- ✓ Export License
- ✓ Export Approval
- ✓ Dip Test Authorization.

7. Seller invites buyer for visitation to witness the final inspection and TTM for negotiation of the future transaction (Optional to Buyer). Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.

8. Loading & Shipment of the product commences as per schedule. Upon the Vessel's arrival and finalization of SGS at the destination port, the Buyer releases payment via MT103 / telegraphic transfers (TT) within 5 banking days to the Seller for the total shipment value after discharge of the product at the destination port and receipt of the entire relevant shipping and export documents. Seller within 72 hours pays the intermediaries involved according to signed & notarized IMFPA.

9. Seller issues draft Sales and purchase agreement to the buyer to review for 12 monthly contract deliveries with role and extension.

10. Buyer reviews and approves the Sales and purchase agreement and issues Letter of credit, Standby letter of credit, or Documentary letter of credit (non-transferable) auto revolving for twelve (12) months shipment value, for the length of contract and for each lift per schedule.

11. Upon the product's arrival at the port of delivery the vessel captain will hand over the entire original POP documents to the buyer's or buyers' representative, the buyer pays for each shipment after SGS, CIQ, or equivalent inspection at the discharge port, the Buyer release payment within 5 to 7 banking days via MT103 / telegraphic transfers (TT) on each monthly quantity delivery.

12. The subsequent delivery shall commence according to the terms and conditions of the contract; the Seller pays commissions to all Intermediaries as per IMFPA/NCNDA 72 hours after receiving the product payment from the buyer.

SIGNED AND SEALED.

Mr. Ospan Erlan Miruly C.E.O

Too Oil and Gas Industry.

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