



ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ "НЕФТЕПРОМСНАБ"

ОГРН: 1037739805014 / ИНН: 7743500983 / КПП: 770801001

Юридический адрес: 107140, город Москва, 1-й Красносельский пер., д. 3, помещ. I комната 78

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REF: NEFTP-67123-17818

Date Issued: 12.03.2025.

To: Buyer/Buyer Mandate.

SOFT CORPORATE OFFER

We, LLC NEFTEPROMSNAB " is an acknowledged Company Mandated in RUSSIA Federation and KAZAKHSTAN with full legal responsibility, under penalty of perjury hereby issue this Soft Corporate Offer with given terms and conditions as stated below.

We hereby confirm our readiness, willingness, and ability to execute a Sales and Purchase Agreement with the below terms and procedures with your company.

AVAILABLE PRODUCTS NON-SANCTIONED ORIGIN

PETROLEUM COKE

50,000-300,000 MT Per Month x 12 Months

PRICE USD145 Gross/USD135 Net

LIGHT CYCLE OIL

50,000- 500,000 MT Per Month x 12 Months

PRICE USD325 Gross / USD315 Net

EAST SIBERIAN PACIFIC BASIN CRUDE OIL

1,000,000- 5,000,000 Bbl Per Month x 12 Months

PRICE USD67 Gross / USD63 Net

EXPORT BLEND CRUDE GOST 9965-76 (SPOT/CONTRACT)

500,000 – 3,000,000 Bbl. per Month x 12 Months

PRICE - USD 57 Gross – USD 53 Net

AVIATION KEROSENE TS1 /JP54 (SPOT/CONTRACT)

500,000 – 3,000,000 Bbl. per Month x 12 Months

PRICE - USD 65 Gross – USD 61 Net

LIQUIDIFIED NATURAL GAS [LNG] (SPOT/CONTRACT)

50, -000 - 300,000 MT per Month

PRICE - USD 295 Gross – USD 285 Net

VIRGIN FUEL OIL D6 (SPOT/CONTRACT)

200,000,000 GALS – 800,000,000 GALS per Week

PRICE - USD 0.96 Gross – USD 0.90

AVIATION KEROSENE JET A-1 (SPOT/CONTRACT)

500,000 – 3,000,000 Bbl. per Month x 12 Months

PRICE - USD 65 Gross / 61 Net

DIESEL OIL EN590 (SPOT/CONTRACT)

BUYER REQUESTED/ 100,000 MT TRIAL LIFT

PRICE: GROSS USD480/ NET USD460 PER MT



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BASE OIL: SN500/SN150 (SPOT/CONTRACT)

BUYER REQUESTED/ 100,000 MT First Lift

PRICE: USD 570 Gross / USD 560 Net

THERMAL COAL (SPOT/CONTRACT)

BUYER REQUESTED/ 50,000 MT First Lift

PRICES: USD 105 Gross / USD 100 Net

TERMS OF TRANSACTION

DELIVERY	ASWP
ORIGIN	KAZAKHSTAN
PAYMENT TERM	SBLC MT760, DLC MT700, MT 103/TT
COMMISSION	To be shared 50% each by both sides
INSPECTION	Any Universally Accepted Q&Q Inspection Company

TRANSACTING PROCEDURES

UPDATED CIF PROCEDURE - ESCROW

1. Buyer issues Purchase Order and Proof of Funds upon receipt and acceptance of seller's Soft Offer.
2. Seller issues Draft Sales and Purchase Agreement Contract with Commercial Invoice for buyer's review and signing.
3. Seller issues the Partial Proof of Product documents in buyer company's name as;

- A. COMMITMENT LETTER TO SUPPLY THE PRODUCT.
- B. CERTIFICATE OF ORIGIN.
- C. PRODUCT QUALITY PASSPORT (ANALYSIS TEST REPORT);
- D. STATEMENT OF PRODUCT AVAILABILITY.

4. Upon receipt of the Partial Proof of Product Documents, the buyer and seller sign an Escrow Agreement with an authorized Escrow Agent. The buyer deposit 10% of the total shipment value into the Escrow Account as guarantee for seller's shipment.
5. Within 72 Hours after Escrow Agents receipt of Buyer's guarantee deposit payment, Seller signs the charter party agreement with the shipping company and commence loading of the product into the nominated vessel tanker.
6. Upon completion of loading into the nominated vessel tanker, seller sends buyer the full POP and Shipping documents as shown below.

- A. MASTER'S RECEIPT FOR DOCUMENTS FOR RECEIVER & OWN USE.
- B. BILL OF LADING.
- C. QUALITY CERTIFICATE (ENDORSED BY LOADING PORT SURVEYOR);
- D. CERTIFICATE OF QUANTITY (ENDORSED BY LOADING PORT SURVEYOR);
- E. TIME SHEET/STATEMENT OF FACTS.
- F. MASTER'S RECEIPT OF SAMPLES;
- G. ULLAGE REPORT;
- H. SHIP'S TANK DRY/CLEANLINESS CERTIFICATE;
- I. FREIGHT/CARGO MANIFEST;
- J. NOTICE OF READINESS;
- K. Q88;

7. Upon receipt of the complete shipping documents, the ship owner opens communication between vessel master and buyer shipping agent. In accordance with the Escrow Agreement, the vessel master provides to buyer's shipping agent maritime reporting documents as listed below;



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- A. LAST PORT CLEARANCE CERTIFICATE;
- B. PILOT CARD;
- C. LAST 10 PORTS OF CALLS;
- D. RECORD OF C & E FOR IAPP;
- E. RECORD OF C & E FOR IOPP FORM B;
- F. SAFETY MANAGEMENT CERTIFICATE;
- G. SEAMAN'S HEALTH DECLARATION FORM ;
- H. SHIP'S PARTICULARS;
- I. SHIP RADIO STATION LICENSE;
- J. ULLAGE FOR THE TANKS TEMPERATURE;
- K. TERMINAL CARGO STOWAGE/TANK LIST;
- L. CERTIFICATE OF REGISTRY;
- M. BALLAST WATER REPORTING FORM;
- N. CARGO SHIP SAFETY EQUIPMENT CERTIFICATE;
- O. CARGO SHIP SAFETY RADIO CERTIFICATE;
- P. EXEMPTION CERTIFICATE;
- Q. IAPP CERTIFICATE;
- R. INTERNATIONAL LLC;
- S. INTERNATIONAL OPPOC;
- T. INTERNATIONAL SSC;
- U. INTERNATIONAL TC;
- V. MINIMUM SAFE MC;
- W. MATERIAL SAFETY DATA SHEET.

- 8. Upon receipt of the documents by the buyer shipping agency, in accordance with the Escrow Agreement, the Escrow Agent releases the 10% guarantee deposit to seller.
- 9. Seller and Buyer signs the title transfer affidavit, and the title ownership certificate is issued in the buyer's company name.
- 10. Seller instruct vessel master to send the Power of Attorney and all remainder documents to enable the buyer shipping agent file for maritime report and make all preparation to receive the vessel tanker at the destination port terminal.
- 11. Upon arrival of the vessel tanker at the destination port and completion of CIQ inspection, buyer pays for full cargo value via MT103/TT Wire within 48 Hours.
- 12. Seller pays the intermediaries involved within 72 hours after receipt of payment of the product from the buyer.

CIF (COST, INSURANCE, AND FREIGHT)

- 1. Buyer issues ICPO upon receipt of Soft Corporate offer.
- 2. Seller issues Draft Sales and purchase Agreement to buyer, Buyer returns signed contract to Seller with acceptance letter
- 3. Seller reviews signed contracts, acknowledges and legalize it through the ministry of energy. Cost of legalization must be borne by the Seller.
- 4. The Below Notarized listed PPOP by the Export Control Department is released for Buyer confirmation.
- 4.(a) Refinery Commitment to Supply
- 4.(b) Certificate of Origin
- 4.(c) Statement of availability of product
- 4.(d) Product quality passport (Analysis test Report)
- 4.(e) Export License
- 5. Buyer issues Bank Instrument (DLC MT700 / SBLC MT760) within 5 working days to seller's nominated fiduciary bank account, which should be remitted in RMB/HKD in (China/Hong Kong). Buyer upon failure of Bank Instrument (DLC MT700 / SBLC MT760) issuance, seller is open to buyer negotiation to alternative Guarantee payment otherwise the contract will be terminated within 24hours.
- 6.(A) Upon confirmation of buyer's SBLC swift MT760 or DLC swift MT700, seller within 72hrs of Instrument Confirmation Seller Sign CPA, issue 2% Performance Bond and release full POP and Shipping Documents via SWIFT bank to bank as shown below:



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- (a) Bill of Lading
- (b) Vessel Q88
- (c) Fresh SGS Report
- (d) Charter Party Agreement
- (e) Ownership Certificate
- (f) Title Transfer Affidavit
- (g) Product Allocation Certificate
- (h) Ullage Report
- (i) Cargo Manifest
- (j) Notice of Readiness
- (k) Customs Declaration Certificate.

6.(B) All parties involved sign NCNDA/IMFPA.

7 Shipment commences as per contract schedule.

8. Upon arrival at the discharge port, the cargo will be subject to CIQ/SGS inspection at the Buyer's expense, after completion of CIQ/SGS inspection, the Buyer makes the total product received cost payment via MT103- T/T wire transfer within 5 days from issuance of CIQ/SGS certificate at discharge port. Seller pays all intermediaries within 24 hours upon receipt of Buyer's T/T wire payment.

TANK TAKE OVER (TTO)

1. Buyer confirms Soft Offer and issues an official ICPO
2. Seller issues Draft contract to buyer, Buyer returns countersigned contract to Seller with a letter of acceptance
3. Seller reviews signed contract and sends a copy of the signed and sealed contract in PDF to buyer, both parties lodge with their respective banks.

4. Seller releases to Buyer the below listed Partial POP Documents.

- (a) Refinery Commitment to Supply
- (b) Certificate of Origin
- (c) Statement of availability of product
- (d) Product quality passport (Analysis test Report)
- (e) Cargo Manifest
- (f) Bill of Lading
- (g) Vessel Tanker Q88
- (f) Authorization to Sell and Collect

5. Upon receiving the POP documents, Seller instructs his shipping company to inform the vessel Captain to issue the NOR/ETA to Buyer's designated shipping agent and Seller delivers the Entrustment Letter issued by the shipping company to buyer's designated shipping agent, the buyer's designated shipping agent must sign the Entrustment Letter back to act as the sellers entrusted shipping agent in 24 hours. The seller instructs the vessel captain to issue the NOR/ETA.

6. Seller is open to negotiate deposit amount by T/T or MT 103 as guarantee to Seller's bank account which will be deducted from the total product cost.

7. Seller instructs his shipping company to inform the vessel captain to re-direct the route of the vessel Tanker to Buyer's destination port.

8. Upon arrival of the vessel at buyer's designated port, the seller's entrusted shipping agent and the buyer's designated cargo agent must finish the customs declaration and the marine time declaration to guide the vessel captain to berth and unload the product allocation.

9. Upon successful CIQ/SGS, Buyer completes the balance payment via MT103, and all intermediaries are paid accordingly, within 72 hours with accordance to the Signed NCNDA.

10. The next shipment commences, Both Parties proceed with the signing for a 12 Month CIF AWSP contract upon completion of the first trial order.

11. Buyer issues DLC/SBLC to Seller for the subsequent 12 Month delivery and 2% Performance Bond to Buyer for the subsequent 12 Month delivery, after first trial order.

12. Monthly shipment commences as per contract schedule to the Buyer designated discharge port as stipulated in the contract.

(*) The subsequent deliveries shall commence according to the terms and conditions of the contract.



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FOB TERMS

NON-NEGOTIABLE FOB PROCEDURE (VESSEL TO TANK- VTT)

1. Upon acceptance of seller's Offer, buyer issues Purchase Order (ICPO) and Tank Storage Agreement.
2. Upon acceptance of buyer ICPO/TSA, Seller issues Commercial Invoice to be signed by seller and buyer.
3. Buyer signs the commercial invoice and returns to seller, the signed CI/ICC Warning Letter, seller issues the POP Documents as shown below:
 - -Q&Q Report
 - -Ullage Report
 - -Clean-on-board Ocean Bill of Lading/Q88
 - -Export License
 - -Cargo Manifest
4. Upon Buyer confirmation of the above POP on the arriving loaded vessel, buyer provide below Tank details within 3 days to enable seller commence Injection once the Vessel is moored.
 - -TANK RECEIPT valid for 7days (Minimum)
 - -Notice of Readiness issued by Storage Tank Company
 - -AUTHORITY LETTER TO VERIFY / INJECT
5. Upon vessel arrival at Buyer's nominated port, Vessel Captain shall Berth the Vessel at the Buyer Tank Terminal for Injection process to take place, and upon completion of Injection into buyers Tank, the SGS inspectors' team will be invited for carrying out the DIP TEST Q and Q. * NCNDA/IMFPA is signed by the involved parties.
6. Upon successful Q and Q including Dip Test, BUYER pays for product by Wire Transfer / Swift MT-103 into the Seller's account.
7. Seller releases original POP documents in buyer's name and Trans-loading commences.
8. Pays commissions to all intermediaries, Both Parties proceed with the signing for a 12 Months FOB contract upon completion of the first trial order



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