



## ALMATY OIL VENTURES" LLP

Address: Almaty, Bostandyk District, Al-Farabi Avenue, building 17, settlement 4  
BIN 231240026476 KATO: 751410000  
WhatsApp: Email:



DATE OF ISSUE: 02-07-2024  
EXPIRE DATE: 01-07-2025  
TO: END BUYER / BUYER'S MANDATE

### **SOFT CORPORATE OFFER**

On behalf of our End Seller/Refinery, ALMATY OIL VENTURES" 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.

#### **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, AZERBAIJAN/RUSSIA AND NONRUSSIA.

### **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 \$56 GROSS, US \$54 NET PER BBL COMMISSION: US \$2 PRICE  
CIF: US 54 GROSS, US \$52 NET PER BBL COMMISSION: US \$2 SHARING: \$1 ON  
THE SELLER SIDE AND US \$1 ON THE BUYER SIDE.



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### **EN590 10PPM/50PPM**

ORIGIN: KAZAKHSTAN

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

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

PRICE CIF: US \$480 GROSS, US \$470 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 \$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.

### **ESPO CRUDE OIL**

ORIGIN: KAZAKHSTAN

Min. Quantity: 2,000,000 Barrel

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

CIF Price: USD 65/Bbl. Gross USD 63 /Bbl. Net FOB

Price: USD 63/Bbl. Gross USD 61/Bbl. Net

Commission: USD 1Buyer side - USD 1 Seller side

### **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: \$360.00USD GROSS / \$350.00USD NET

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 tons

CIF monthly twelve (12) Months.

PRICE CIF \$240 GROSS! \$230 NET.

PRICE FOB \$210 GROSS / \$200 NET

COMMISSION: Seller side \$5.00 / Buyer side \$5.00



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### **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\$ 360.00 Gross / Us\$350.00 Net Per Mt.

Commission: \$5buy Side. Seller Side\$5 Per Mt

### **AGO**

ORIGIN: KAZAKHSTAN

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

FOB AWSP

CIF Price: USD Gross \$380/370 Net per Metric Ton,

FOB Price: \$ 360 USD Gross \$ 350USD 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 \$0.65 GROSS, US \$0.63 NET PER GALLON COMMISSION: US \$ 0.02

PRICE CIF: US \$0.63 GROSS, US \$0.61 NET PER GALLON COMMISSION: US \$ 0.02

SHARING: \$ 0.01 ON THE SELLER SIDE AND US \$ 0.01 ON THE BUYER SIDE.

### **JET A1**

ORIGIN: KAZAKHSTAN

LIFTABLE QUANTITY: 1,000,000 BBLS MONTHLY: 2,000,000BBLS PRICE

FOB: US \$58 GROSS, US \$56 NET PER BBL COMMISSION: US \$2

PRICE CIF: US \$56 GROSS, US \$54 NET PER BBL COMMISSION: US \$2

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

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



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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  
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

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

PRICE CIF: US \$320 GROSS, US \$310 NET PER BBL 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 240/MT Gross USD 230/MT Net

Commission: USD 5 Buyer side - USD 5 Seller side

### **REFINERY 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, 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



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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.

### **REFINERY WORKING PROCEDURE**

1. Buyer issues ICPO & Tank storage agreement TSA
2. Seller issue commercial invoice C.I. to the buyer, buyer sign and return commercial invoice
3. Seller lodge the finalized Commercial Invoice with the bank and seller proceeds to verify and pay two (2) days buyer tank storage as a commitment to supply and upon confirmation of seller payment by buyer tank operator buyer immediately pay additional 3 days to obtain the total of 5 days tank storage receipt needed for the transaction issued in buyer name.
4. Seller inject the product into buyer tanks and provide buyer with the below POP documents
  - a. 48 hours fresh SGS report (Analysis report Q&Q of the product)
  - b. Injection Report
  - c. DTA (Dip Test Authorization)
  - c. Certificate of Origin
  - d. ATSC (Authorization to Sell and Collect)
  - e. Statement of Availability of Product
  - f. ATV (Authorization to Verify)
5. NCNDA/IMFPA will be signed by all intermediaries involved with seller bank endorsement.
6. After confirmation of the above POP documents and product in tanks, buyer make payment for total cost of product value via MT103 and seller transfer to buyer the product title and one (1) year contract.
7. Seller pays all intermediaries involved in the transaction according to the signed NCNDA/ IMFPA



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### **REFINERY WORKING PROCEDURE**

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 provide 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 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.

### **CIF ASWP APPROVED STANDARD BANKING WORKING PROCEDURES**

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



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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 5 to 6 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 \$420, 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 tittle of product ownership transferred to buyer.
11. Seller pays all intermediaries involved in transaction as per signed NCNDA/IMFPA within 72 hours.



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A handwritten signature in black ink, appearing to be "Bekezhan Safinov".

SAFINOV BEKZHAN KANATBEKOVICH

Sales Director

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