

SCO REFERENCE NUMBER: FIMC1900222

Date of issue: 7th January 2025.Expiry Date: 30th June 2025.

TO: BUYERS & BUYERS MANDATE

SOFT CORPORATE OFFER

We, Finmac Consultants B.V., on behalf of our Seller Refinery, hereby issue this Soft Offer. With full corporate responsibility, we confirm and certify that our seller has the intention and capability to supply the following commodity according to the terms and conditions to deliver the below products, which are available in Rotterdam / Kazakhstan. The price is negotiable.

SPECIFICATION: INTERNATIONAL EXPORT STANDARD**INSPECTION:** SGS OR SIMILAR BY SELLER**GRADE:** KAZAKHSTAN EXPORT GRADE**ORIGIN:** KAZAKHSTAN**COMMISSION STRUCTURE:**

(50% BUYER SIDE/50% SELLER SIDE)

CONTRACT TERM:

12 MONTHS MINIMUM (WITH ROLLS AND EXTENSIONS)

PAYMENTS TERM: MT103, BG OR SBLC VIA MT760

POP: PROVIDED AS PER DOCUMENTS LIST IN CONTRACT

PRODUCTS: ***ORIGIN: NON-SANCTIONED COUNTRIES*****LIQUIDIFIED NATURAL GAS (LNG)**

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH

MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH

CIF PRICE: \$280.00 USD GROSS / \$275.00 USD NET

FOB PRICE: \$270.00 USD GROSS/ \$260.00 USD NET

UREA 46% PRILLED & GRANULAR

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH

MAXIMUM QUANTITY: 500,000 METRIC TONS MONTH

CIF PRICE: \$250.00USD GROSS / \$240.00USD NET

D2 GAS OIL

MINIMUM QUANTITY: 1,000,000 PER BARREL PER MONTH

MAXIMUM QUANTITY 5,000,000 PER BARREL PER MONTH

FOB PRICE: \$600.00USD GROSS / \$580.00USD NET

CIF PRICE: \$620.00USD GROSS / \$600.00USD NET

PETROLEUM COKE

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH

MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH

CIF PRICE: \$135.00USD GROSS / \$125.00 USD NET

DIESEL EN590 (10PPM)

CIF PRICE: \$410.00USD GROSS / \$400.00 USD NET

FOB PRICE: \$400.00USD GROSS / \$390.00 USD NET

MINIMUM QUANTITY: 100,000 METRIC TONS PER MONTH

MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH

AVIATION FUEL (JET A-1)

MINIMUM QUANTITY: 2,000,000 BARRELS PER MONTH
MAXIMUM QUANTITY: 5,000,000 BARRELS PER MONTH
PRICE ON CIF: GROSS USD \$70.00/NET USD \$68.00
PRICE ON FOB: GROSS USD \$66.00/NET USD \$64.00

D6 VIRGIN FUEL OIL

MINIMUM QUANTITY: 100.000.000 GALLONS PER MONTH
MAXIMUM QUANTITY: 800.000.000 GALLONS PER MONTH
PRICE ON CIF: GROSS USD \$0.80 /NET USD \$0.76
PRICE ON FOB: GROSS USD \$0.74 /NET USD \$0.70

EASTERN SIBERIAN PACIFIC OCEAN CRUDE OIL (ESPO)

CIF: USD\$80 GROSS/ USD\$85 NET PER BBL
FOB: USD\$80 GROSS/ USD\$76 NET PER BBL
MIN QTY: 1,000,000 BBLs
MAX QTY: 2,000,000 BBLs

CST-180 FUEL OIL

CIF: USD\$320 GROSS/ USD\$300 NET PER MT
FOB: USD\$290 GROSS/ USD\$280 NET PER MT
MIN QTY: 50,000.00 MT
MONTHLY QTY: 200,000.00 MT

DIESEL-GAS OIL L0.2-62 GOST 305-82 (D2)

CIF: USD\$350 GROSS/USD\$340 NET PER MT
FOB: USD\$340 GROSS/USD\$320 NET PER MT
MIN QTY: 50-100,000.00 MT
MONTHLY QTY: 100-200,000.00 MT

LIGHT CYCLE OIL (LCO)

MINIMUM QUANTITY: 50,000 MT PER MONTH
MAXIMUM QUANTITY: 400,000 MT PER MONTH
CIF PRICE: USD \$ 400.00MT/USD \$ 390.00 NET ON CIF
COMMISSION: \$10 PER MT

DIESEL EN590 (50PPM)

CIF PRICE: \$510.00USD GROSS / \$500.00 USD NET
FOB PRICE: \$610.00USD GROSS / \$600.00 USD NET
MINIMUM QUANTITY: 100,000 METRIC TONS PER MONTH
MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH

LIQUEFIED PETROLEUM GAS (LPG)

QUANTITY: 100,000 METRIC TONS PER MONTH
PRICE: FOB GROSS \$290 / NET \$280 PER METRIC
PRICE: CIF GROSS \$310/ NET \$300 PER METRIC

MAZUT 100

QUANTITY: MINIMUM 50,000MT
MAXIMUM 1,000,000MT
CIF PRICE: \$380 GROSS / \$360 NET
FOB PRICE: \$370 GROSS / \$350NET

BITUMEN GRADE 40/50, 60/70, 80/100

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTH

MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTH

PRICE ON CIF: \$350 USD GROSS /\$340 USD NET

COMMISSION: \$5 BUYERS SIDE. SELLERS SIDE \$5 USD PER MT

RUSSIA EXPORT BLEND CRUDE GOST 9965-76

MINIMUM QUANTITY 4,000,000 NET PER BBL

MAXIMUM QUANTITY 60,000,000 NET PER BBL

CIF PRICE: \$48 GROSS / \$44 NET

FOB PRICE: \$46 GROSS / \$42NET

TRANSACTION PROCEDURE – SPOT FOB CI DIP & PAY (KAZAKHSTAN ORIGIN)

1. BUYER ISSUES ICPO CONTAINING THE'S WORKING PROCEDURE WITH BANKING DETAILS AND SCANNED COPY OF BUYER'S PASSPORT ALONG WITH TSA.
2. SELLER ISSUES COMMERCIAL INVOICE OF THE PRODUCT; BUYER AND BUYER'S LOGISTICS SIGN AND RETURN COMMERCIAL INVOICE TO SELLER.
3. SELLER ISSUES TO BUYER PPOP LISTED BELOW:
 - A. GPS COORDINATE-TANK STORAGE RECEIPT (TSR) WITH SCANNED BARCODE
 - B. UNCONDITIONAL DIP TEST AUTHORIZATION LETTER (DTA)
 - C. AUTHORIZATION TO SELL AND COLLECT
 - D. FRESH SGS (NOT OLDER THAN 72 HOURS)
 - E. AUTHORIZATION TO VERIFY (ATV)
 - F. COMMITMENT TO SUPPLY
 - G. CERTIFICATE OF ORIGIN
 - H. INJECTION REPORT
4. BUYER INSPECT BY SGS ON BUYER'S EXPENSES.
5. SELLER ISSUES THE FOLLOWING DOCUMENT TO ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND THE BUYER. • ENDORSED NCNDA / IMFPA.
6. UPON THE SUCCESSFUL DIP-TEST OF THE PRODUCT, THE BUYER MAKES PAYMENT FOR THE PRODUCT VIA MT-103 AND SELLER TRANSFERS TITLE OWNERSHIP TO BUYER, FOLLOWED BY LIFTING.

FOB TRANSACTION PROCEDURE

1. BUYER SUBMITS ICPO, TSA/CPA ON RECEIPT OF SELLER'S SOFT CORPORATE OFFER.
2. SELLER SENDS COMMERCIAL INVOICE (CI), TO BE COMPLETED AND SIGNED BY THE RESPECTIVE PARTIES, INCLUDING BUYER LOGISTICS COMPANY (TANK OR VESSEL).
3. SELLER PROVIDES BUYER WITH FULL POP DOCUMENTS:
 - A. TANK STORAGE RECEIPT (TSR) WITH FULL INFO INCLUDING BARCODE & GPS
 - B. INJECTION REPORT TANK
 - C. FRESH SGS REPORT LESS THAN 48 HOURS
 - D. UNCONDITIONAL DTA ON BUYER'S NAME
 - E. AUTHORIZATION TO VERIFY (ATV)
 - F. AUTHORIZATION TO SELL AND COLLECT FUND (ATSC)
 - G. COMMITMENT TO SUPPLY (CTS)
 - H. PRODUCT PASSPORT AND ANALYTICAL REPORT (PP) FROM SAYBOLT KAZAKHSTAN OR TURKMENISTAN)

I CERTIFICATE OF ORIGIN (COO)
J. ATTESTATION OF ALLOCATION (AOA)
K. LEGALIZED COMMERCIAL INVOICE.

4. BUYER VERIFIES AND CONFIRMS POP AS ABOVE & ORDER SGS TO CONDUCT DIP TEST OF THE PRODUCT IN THE SELLER'S TANKS.
5. UPON SUCCESSFUL DIP TEST, REFINERY INJECTS THE PRODUCT INTO THE BUYER'S LEASE STORAGE TANKS OR VESSEL, AND SELLER SUBMITS THE FULL INJECTION REPORTS TO THE BUYER.
6. BUYER PAYS TOTAL COST OF THE PRODUCT VIA MT103, AGAINST SUCCESSFUL DIP TEST AT SELLER'S TANK, WITHIN 48 HOURS, OR BUYER WILL BE RESPONSIBLE FOR EACH DAY'S TANK EXTENSION COST.
7. SELLER TRANSFER TO THE BUYER THE TITLE OF OWNERSHIP CERTIFICATE AND ALL OTHER EXPORT DOCUMENTS.
8. SELLER PAYS ALL THE INTERMEDIARIES INVOLVED IN THE TRANSACTION 9. SELLER AND BUYER SIGN A ONE-YEAR CONTRACT

TANK TO VESSEL PROCEDURE

1. BUYER ISSUES ICPO CONTAINING THE SELLER'S PROCEDURE WITH BANKING DETAILS AND SCANNED COPY OF BUYER'S PASSPORT ALONG WITH CHARTER PARTY AGREEMENT (CPA) 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 WITHIN 3 INTERNATIONAL WORKING DAYS
3. SELLER ISSUES TO BUYER TANK-TO-VESSEL INJECTION AGREEMENT (TTVIA) TO BE ENDORSED BY BOTH SELLER, BUYER, AND BUYER'S SHIPPING COMPANY.
4. SELLER ISSUES INJECTION SCHEDULE TO SIGN AND SEAL FROM BUYER'S LOGISTICS SHIPPING COMPANY, READY FOR SELLER TO COMMENCE INJECTION OF THE PRODUCT.
5. UPON CONFIRMATION OF SIGN AND SEAL INJECTION SCHEDULE FROM BUYER'S LOGISTICS COMPANY WITH (ATV LETTER). SELLER RELEASES THE BELOW POP DOCUMENTS DIRECTLY TO THE END BUYER'S SECURE EMAIL.

A) FRESH SGS (NOT OLDER THAN 48 HRS.)
B) LEGALIZED COMMERCIAL INVOICE.
C) COMMITMENT TO SUPPLY.
D) INJECTION REPORT
E) ATS -AUTHORIZATION TO SELL & COLLECT
F) AUTHORIZATION TO VERIFY (ATV)
G) DIP TEST AUTHORIZATION (DTA)
H) EXPORT LICENSE.
I) STATEMENT OF PRODUCT AVAILABILITY
J) TANK STORAGE RECEIPT (TSR) WITH BARCODE AND GPS COORDINATE
K) NCNDA/IMFPA
6. THE BUYER CONDUCTS A DIP TEST ON THE PRODUCT IN THE SELLER'S RESERVOIR.
7. BUYER PROVIDES AUTHORIZATION TO INJECT(ATI)FROM BUYER LOGISTIC COMPANY TO ENABLE SELLER TO COMMENCE INJECTION OF PRODUCT INTO THE BUYER'S VESSEL TANK
8. WITHIN TWENTY-FOUR (24) HOURS UPON COMPLETION OF THE INJECTION, BUYER SHALL MAKE PAYMENT FOR THE TOTAL COST OF THE PRODUCT INJECTED INTO BUYER'S VESSEL BY TT WIRE TRANSFER TO SELLER'S NOMINATED BANK ACCOUNT. 9. BUYER LIFTS PRODUCTS AND ALL INTERMEDIARIES ARE PAID; SELLER AND BUYER CONSIDER AND SIGN FURTHER CONTRACTS AFTER SUCCESSFUL TRANSACTION

CIF PROCEDURE

1. BUYER ISSUES PURCHASE ORDER UPON RECEIPT OF ACCEPTANCE OF SELLER'S SOFT OFFER.
2. SELLER ISSUES DRAFT SALES AND PURCHASE AGREEMENT CONTRACT FOR BUYER'S REVIEW AND SIGNING.
3. SELLER SENDS PARTIAL POP TO BUYER VIA EMAIL:
 - (A) STATEMENT OF AVAILABILITY OF PRODUCT
 - (B) COMMITMENT TO SUPPLY
 - (C) PRODUCT PASSPORT
 - (D) PRODUCT ALLOCATION EXPORT LICENSE
 - (E) COMPANY REGISTRATION CERTIFICATE
4. SELLER APPOINTS AND SIGNS CHARTER PARTY AGREEMENT WITH THE BUYER AND THE SHIPPING COMPANY. BUYER AND SELLER PAY TO THE SHIPPING COMPANY (50/50 MT103) FOR TRANSPORTING THE PRODUCT TO THE BUYER'S FINAL DISCHARGE PORT.
5. SHIPMENT COMMENCES AS SCHEDULED IN THE CONTRACT AND UPON ARRIVAL OF THE CARGO AT THE DISCHARGE PORT AND AFTER SGS/Q&Q OR EQUIVALENT INSPECTION, IMMEDIATELY BUYERS BANK RELEASES THE TOTAL VALUE OF THE SHIPPING TO SELLER'S BANK WITHIN 48 HOURS (TWO BANKING DAYS) BY MT103.
6. BUYER / SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AS PER IMFPA WITHIN 48 HOURS.

SIGNED AND SEALED BY
DINA RAKHIMZHANOVA

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TITLE: CEO - Chief Executive Officer,
Finmac Consultants B.V. / Kazakhstan.



FINMAC CONSULTANTS B.V.
ADRES: VAN WEERDEN POELMANWEG 136
POSTCODE: 3768MN
WIJK 07 SOEST-ZUID
KVK NUMMER: 31030031
VESTIGINGSNUMMER: 000014697858