



ПАРТНЕРСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ «CONCEPTUM GROUP KAZAKHSTAN»

Мекен-жайы: Г.АСТАНА, РАЙОН ЕСИЛЬ, ПРОСПЕКТ МӘҢГІЛІК ЕЛ, 55/22, кв офис Блок С4.3
офис 140

БИН: 210440900222 | Электрондық поштасы: conceptumgroupkazakhstan@bk.ru
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Date: April 21, 2025

10 Months Validity

To: Whom it may Concern

We LLP"CONCEPTUM GROUP KAZAKHSTAN COMPANY "in Collaboration with our Business partners, hereby issue this binding offer with full Corporate responsibility; we confirm and certify that Seller have the intention and capacity to supply the commodities according to the terms and conditions herein stipulated. We Confirm and Certify that. We have the intention and Capacity to Supply the product listed below according to the non-negotiable procedure terms and Conditions

TERMS OF NEGOTIATION

Origin: Republic of Kazakhstan/Kyrgyzstan.

Delivering port: ASWP

Incoterms: FOB/CIF/TTO.

Loading Port: AKTAU/VLADIVOSTOK Rotterdam or any other safe World Port.

Payment Terms: MT103 T/T Telegraphic Transfer Inspection: SGS or Similar

Commission: Seller's Mandate on Seller Side 50% & Buyer's Mandate on Buyer Side – 50% Percent accordingly. Insurance: Paid by Seller, covering 110% of Shipment Value

AVAILABLE PRODUCTS

MAZUT M100 : Monthly Quantity: 50,000MT- 1,000,000MT. Price per MT: FOB \$360 Gross/\$350 Net. CIF \$370 Gross / \$360 Net. Commission: \$5/\$5.

D2GAS OIL: Monthly Quantity: 50,000MT–1,000,000MT. Price Per MT: FOB \$350 Gross/\$340 Net. CIF \$360 Gross / \$350 Net. Commission: \$5/\$5.

LIQUEFIED PETROLEUM GAZ. 50% PROPANE & 50%BUTANEMIX: Monthly Quantity: 20,000 MT-500,000 MT. Price Per MT: FOB \$360 Gross / \$350 Net. CIF \$370 Gross / \$360 Net. Commission: \$5/\$5.

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LIQUEFIED NATURAL GAZ.: Monthly Quantity: 20,000MT–500,000MT Price Per MT:
FOB\$330Gross/ \$320 Net. CIF \$340 Gross / \$330 Net. Commission: \$5/\$5.

AVIATIONKEROSENE COLONIAL GRADE 54 JET FUEL: Monthly Quantity: 500,000BBL-
10,000,000BBL, Price Per Barrel: FOB \$60 Gross/\$56 Net. CIF 64 Gross/ \$60 Net Commission: \$2/\$2.

DIESEL FUEL EN590: Monthly Quantity: 10,000MT - 300,000MT, Price Per MT:
FOB\$420Gross/\$410Net. CIF \$430 Gross / \$420 Net. Commission: \$5/\$5 Per MT.

AUTOMOTIVE GAS OIL (AGO): Monthly Quantity: 50,000MT-500,000MT Price Per MT:
FOB\$360Gross / \$350 Net. CIF \$370 Gross / \$360 Net. Commission: \$5 / \$5.

JET FUEL A1 91/91: Monthly Quantity: 500,000BBL–10,000,000BBLPrice Per BBL:
FOB\$70Gross/\$66 Net. CIF 74 Gross/ \$70 Net Commission: \$2/\$2.

BITUMEN OF ALL SPECIFICATIONS: Monthly Quantity: 5,000MT-150,000MT Price Per MT:
FOB\$330 Gross / \$320 Net. CIF \$340 Gross / \$330 Net. Commission: \$5/\$5.

EURO 4, 5: Monthly Quantity: 10,000MT - 300,000MT, Price Per MT: FOB Price: \$360 Gross /
\$350NetPER MT. CIF Price: \$370 Gross/ \$360 Net. Commission: \$5/\$5 Per MT.

GASOLINE 95 OCTANES: Monthly Quantity: 50,000MT-500,000MT Price Per MT:
FOB\$360Gross/\$350 Net. CIF \$370 Gross / \$360 Net. Commission: \$5 / \$5.

EXPORT BLEND CRUDE OIL GOST 9965-76: Monthly Quantity: 500,000BBL-
10,000,000BBLPricePer BBL: FOB \$70 Gross/\$66 Net. CIF \$74 Gross /\$70 Net. Commission: \$2/\$2.

DI-AMMONIUM PHOSPHATE (DAP): Monthly Quantity: 5,000 MT-100,000MT Price Per MT:
CIF\$360Gross /\$350 Net. Commission: \$5/\$5

PETCOKE OF ALL SPECIFICATIONS: Monthly Quantity: 5,000MT-150,000MT Price Per MT:
CIF\$140 Gross / \$130 Net. Commission: \$5/\$5

UREA GRANULAR AND PRILLED : Monthly Quantity: 5,000 MT-100,000MT Price Per MT:
CIF\$350Gross /\$340 Net. Commission: \$5/\$5.

DIESEL D6 VIRGIN LOW POUR FUEL OIL: Min. Quantity: 25,000,000 Gallon. Max. Quantity :
50.000.000 Gallon Per Week, FOB Price: \$2.66 Gross/\$2.62 Net Per Gallon, CIF Price: \$2.70 Gross/\$2.66
Net FOB Price. Commission: 0.2 Seller Side/0.2 Buyer Side.

LIGHT CRUDE OIL: Monthly Quantity: 10,000MT - 300,000MT, Price Per MT: FOB\$360 Gross/
\$350Net. CIF \$370 Gross / \$360 Net. Commission: \$5/\$5 Per MT.

ESPO: Monthly Quantity: 500,000BBL- 10,000,000BBL Price Per BBL: FOB \$74 Gross / \$70Net.
CIF\$78Gross / \$74 Net. Commission: \$2/\$2.

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CIF TRANSACTION PROCEDURE

1. Buyer issues Purchase Order upon receipt in acceptance of seller's Soft Offer.
2. Seller issues Draft Sales and Purchase Agreement Contract for buyer's review and signing. Buyer signs the contract and return back to the seller.
3. Seller send's partial POP to Buyer via email:
 - Statement of Availability of Product
 - Commitment to Supply
 - Product Passport
 - Company Registration Certificate
 - Product Allocation Export License
4. Seller appoints and signs charter Party Agreement with the buyer and the shipping Company. Buyer and Seller pay to the shipping company for transporting of the product to buyer's final discharge port.
5. Seller swift the full POP and 2% Performance Bond to buyer's bank. Buyer's Bank swift in return, the Irrevocable Non Transferable Documentary Letter of Credit to the Seller's Bank
6. 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 Buyer's Bank releases the Total value of the shipping to Seller's Bank within 48 hours (two banking days) By MT103.

TRANSACTION PROCEDURES: FOB ROTTERDAM/HOUSTON TANK TOWESSEL

- 1 The Buyer sends ICPO
- 2 The Seller Issues Commercial invoice (CI) for the Buyer's endorsement.

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- 3 The Buyer signs and returns the CI to the Seller
- 4 The Seller issues the product ATV,PRODUCT PASSPORT, ATSC to Buyer
- 5 The Buyer contacts the Seller Tank Administrator to execute the Quality &Quantity, and to register at the Tank Farm Terminal prior to the inspection (This process involves the acquisition the Access Code Certificate).
- 6 seller issue UDTA, INJECTION REPORT, SGS Report(not less than 48 hours)
- 7 Upon the Successful Dip Test Inspection in the Seller's Tank, the Buyer Submits NOR from his Shipping Company and Seller Injects the product into the Buyer Vessel or Tanks.
- 8 The Buyer issues 100% payment for the total product by MT103/TT Wire Transfer to the Seller
- 9 The Seller transfers the product title with the complete POP Documents to the Buyer and pays the commission to Seller and Buyer Sides Intermediaries as per Master Fee Agreement
- 10 The Seller issues an annual (12 months) delivery contract for review

FOB (DIP/PAY) TRANSACTION HOUSTON/ROTTERDAM PROCEDURE: TANK TO TANK

- 1 Buyer issues ICPO, and company registration certificate and data page of buyer's Passport or any I.D.
- 2 Seller issue Commercial Invoice (CI) & Warning Letter, buyer's signs and returns to seller with his TSA for Seller's verification and confirmation of buyer's tank farm.
(b. Seller issue Tank To Tank Injection Agreement. (TTTIA) for buyer, And buyer's Tank Farm endorsement.
- 3 Seller issues Product Passport, Unconditional DTA and SGS report.
- 4 Buyer conducts Dip test on the product and makes the payment for the total value of product injected into the tanks through the means of MT103- TT.
- 5 Seller pays all intermediaries involved in the transaction and subsequently monthly shipment continues as per terms and purchase agreement contract between buyer and seller.

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TTO TRANSACTION PROCEDURE CHINESE MARITIME PAYMENT (CMPA)

1. Buyer issues Purchase Order upon receipt and acceptance of seller's Soft Offer.
2. Seller issues Draft Memorandum Of Understanding (MOU) for buyer's endorsement.
3. Seller issues the Proof of Product documents in buyer company's name as listed below.
 - Certificate of Origin.
 - Product Quality Passport (Analysis test Report).
 - Commitment to Supply.
 - Bill of Lading.
 - Cargo Manifest
 - Vessel Q88.
 - Certificate of Quality and Quantity.
 - Masters' receipt of documents.
 - Master's receipt of samples.
 - Ullage Report.
 - Notice of Readiness.
 - Time Sheet.
 - Ship's Tank Dry/ Cleanliness Certificate.
 - 10% Proforma Invoice.
4. The buyer, seller, and the seller's fiduciary agent will jointly sign a Chinese Maritime Payment Agreement (CMPA), which is designed to safeguard the interests of both the buyer and the seller during the cargo registration process. This agreement provides a layer of protection for all parties involved, ensuring a secure and mutually beneficial transaction.
5. The vessel captain announces the estimated time of arrival (ETA) and issues a Power of Attorney to the shipping agency; the buyer pays a 10% guarantee deposit for the cargo on board following the executed CMPA. The seller then has a 7-day window to complete the maritime declaration with the buyer's shipping agency. If the seller fails to complete the declaration within



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this timeframe, they are obligated to refund the 10% guarantee payment to the buyer through the seller fiduciary agent. This refund serves as a penalty for the seller's non-compliance, ensuring they prioritize the timely completion of the declaration process.

6. 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.

7. Seller pays the intermediaries involved within 72 hours after receipt of payment of the product from the buyer



CONCEPTUM
GROUP KAZAKHSTAN



ALEXANDRA MARAT