



LLP "QAZAQ NEFT"

ALMATY, BOSTANDIK DISTRICT, KOZHABEKOVA STREET, 17, KV 6

Email: export@qazaqneft.com/llp.qazaqneft@mail.ru/sales@qazaqneft.com

Tel/whatsapp +79804947385

BIN: 180340018266 KATO: 751410000

Date Issued: 30th March 2025

Expire Date: 30th September 2025

To: Capable buyer's/buyer's representatives

SOFT CORPORATE OFFER

LLP "QAZAQ NEFT", do hereby confirm with full legal and corporate responsibility and under the penalty of perjury and regulations of the International Chamber of Commerce (ICC) that we are willing and ready to deliver the below listed commodities for immediate Spot and Contract sales.

MAZUT 100 : Monthly Quantity: 50,000MT - 1,000,000MT. Price Per MT: FOB \$310 Gross/\$310 Net. CIF \$330 Gross / \$300 Net. Commission: \$5/\$5.

D2GAS OIL: Monthly Quantity: 50,000MT–1,000,000MT. Price Per MT: FOB \$335 Gross/\$325 Net. CIF \$335 Gross / \$325 Net. Commission: \$5/\$5.

LIQUEFIED PETROLEUM GAZ. 50% PROPANE & 50%BUTANEMIX: Monthly Quantity: 20,000MT-500,000MT. Price Per MT: FOB \$320 Gross / \$310 Net. CIF \$330 Gross / \$320 Net. Commission: \$5/\$5.

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

AVIATIONKEROSENE COLONIAL GRADE 54 JET FUEL: Monthly Quantity: 500,000BBLS-10,000,000BBLS, Price Per Barrel: FOB \$74 Gross/\$72 Net. CIF 76 Gross/ \$74 Net Commission: \$2/\$2.

DIESEL FUEL EN590: Monthly Quantity: 20,000MT - 300,000MT, Price Per MT: FOB Price: \$440 Gross / \$430 Net PER MT. CIF Price: \$450 Gross/ \$440 Net. Commission: \$5/\$5 Per MT.

ESPO: Monthly Quantity: 500,000BBLS-10,000,000BBLS, Price Per Barrel: FOB \$72 Gross/\$70 Net. CIF 74 Gross/ \$72 Net Commission: \$2/\$2..

AUTOMOTIVE GAS OIL (AGO): Monthly Quantity: 50,000MT-500,000MT Price Per MT: FOB \$320 Gross/\$310 Net. CIF \$330 Gross / \$320 Net. Commission: \$5 / \$5.

JET FUEL A1 91/91: Monthly Quantity: 500,000BBLS-10,000,000BBLS, Price Per Barrel: FOB \$76 Gross/\$72 Net. CIF 78 Gross/ \$74 Net Commission: \$2/\$2.

BITUMEN OF ALL SPECIFICATIONS: Monthly Quantity: 20,000MT - 150,000MT Price Per MT: FOB \$310 Gross/ \$300 Net. CIF \$320 Gross / \$310 Net. Commission: \$5/\$5.



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EURO 4, 5: Monthly Quantity: 20,000MT - 300,000MT, Price Per MT: FOB Price: \$320 Gross / \$310 Net PER MT. CIF Price: \$330 Gross/ \$320 Net. Commission: \$5/\$5 Per MT.

GASOLINE 95 OCTANES: Monthly Quantity: 50,000MT-500,000MT Price Per MT: FOB \$310 Gross/\$300 Net. CIF \$320 Gross / \$310 Net. Commission: \$5 / \$5.

EXPORT BLEND CRUDE OIL GOST 9965-76: Monthly Quantity: 500,000BBLS-10,000,000BBLS, Price Per Barrel: FOB \$70 Gross/\$66 Net. CIF 72 Gross/ \$70 Net Commission: \$2/\$2.

DI-AMMONIUM PHOSPHATE (DAP): Monthly Quantity: 25,000 MT-100,000MT Price Per MT: FOB \$310 Gross/\$300 Net. CIF \$320 Gross /\$310 Net. Commission: \$5/\$5.

UREA GRANULAR AND PRILLED : Monthly Quantity: 25,000 MT-100,000MT Price Per MT: FOB \$330 Gross/\$320 Net. CIF \$340 Gross /\$330 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: \$0.55 Gross/\$0.53 Net Per Gallon, CIF Price: \$0.59 Gross/\$0.57 Net FOB Price. Commission: 0.1 Seller Side/0.1 Buyer Side.

LIGHT CRUDE OIL: Monthly Quantity: 10,000MT - 300,000MT, Price Per MT: FOB Price: \$320 Gross / \$310 Net PER MT. CIF Price: \$340 Gross/ \$330 Net. Commission: \$5/\$5 Per MT.

PETROLEUM COKE: Monthly Quantity: 50,000MT-500,000MT Price Per MT: CIF \$150 Gross / \$130 Net. Commission: \$5 / \$5.

TERMS OF TRANSACTION:

LOADING PORTS	KAZAKHSTAN PORTS, AKTAU, BAUTINO, KURYK,NOVOROSIYSK, KUZMINO, VLADIVOSTOK, PRIMORSK, UST-LUGA, NAKHODKA,HOUSTON, ROTTERDAM PORT (NETHERLAND).
DELIVERY TERM	CIF AND FOB & TTO
PAYMENT TERMS	SBLC, IRDLC, T/T MT103
DESTINATION PORTS	ANY WORLD SAFE PORT (AWSP)
CONTRACTUAL PERIOD	SPOT / 12 MONTHS CONTRACT+ ROLLS/EXTENTION



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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.
3. Seller send's partial POP to Buyer via email:
 - (a) Statement of Availability of Product
 - (b) Commitment to Supply
 - (c) Product Passport
 - (d) Certificate of Origin
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 48hours (two banking days) By MT103.
7. Buyer / Seller pays all intermediaries involved in transaction as per IMFPA within 48 hours.

FOB DIP/PAY TRANSACTION PROCEDURE OPTION TTV/TTT

1. BUYER ISSUE ICPO IN COMPLIANCE WITH SELLER REFINERY PROCEDURE ALONG WITH BUYER'S BANK DETAILS, COMPANY INFORMATIONS AND PASSPORT COPY.
2. REFINERY SELLER CONFIRM BUYER ICPO AND ISSUE COMMERCIAL INVOICE C.I. CONTRACT WITH PRODUCT QUANTITY IN STORAGE TANK FACILITY TO BUYER FOR REVIEW AND ENDORMENT.
3. BUYER REVIEW AND SIGN COMMERCIAL INVOICE C.I. CONTRACT AND RETURN TO REFINERY SELLER ALONG WITH BUYER TSA FROM RELIABLE LOGISTICS STOARGE COMPANY FOR REFINERY CONFIRMATION AND APPROVAL
4. REFINERY SELLER CONFIRM BUYER'S TANK STORAGE AGREEMENT (TSA) AND/OR CHARTER PARTY AGREEMENT [CPA] AFTERWHICH REFINERY ISSUE APPOINTMENT LETTER FOR SGS REPORT INSPECTION TO BE SIGN BY BUYER AND HIS TANK.
- 5 UPON RECEIPT OF THE SIGNED APPOINTMENT LETTER REFINERY FOR SGS REPORT INSPECTION [OR] TRIPARTITE AFFIRMATION LETTER FOR PERFORMANCE ABILITY AND



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RELEASES THE FOLLOWING PROOF OF PRODUCT (POP) DOCUMENTS TO BUYER AS FOLLOW.

A.FRESH SGS REPORT (NOT OLD THAN 24 HOURS) B.INJECTION REPORT

C.TANK STORAGE RECEIPT (TSR) WITH GPS COORDINATE D.UNCONDITIONAL DIP TEST

AUTHORIZATION (DTA) E.STATEMENT OF PRODUCT AVAILABILITY

F.AUTHORITY TO VERIFY AND INSPECT (PHYSICAL INSPECTION) G.AUTHORITY TO SELL & COLLECT (ATSC)

7. BUYER CONDUCT DIP TEST IN TANK STORAGE FACILITY. UPON SUCCESSFUL DIP TEST.

REFINERY COMMENCE PRODUCT INJECTION INTO BUYER TANK-VESSEL.

8. AFTER PRODUCT INJECTION, BUYER MAKES PAYMENT FOR THE TOTAL PRODUCT COST BY TT WIRE TRANSFER TO SELLERS NOMINATED BANK ACCOUNT.

9. SELLER TRANSFERS TITLE OWNERSHIP DOCUMENTS TO THE BUYER. THE SELLER PAYS COMMISSIONS ACCORDING TO THE NCNDA/IMFPA AGREEMENT.

FOB TRANSACTION PROCEDURE TTV

1. Seller issue SCO to Buyer, Buyer review Seller SCO and issue LOI/ICPO address to Seller Refinery company name.

2. Seller issues Commercial Invoice to Buyer, Buyer signs and returns back CI and thereafter the Seller issue to the Buyer AUTHORIZATION to CONTACT (ATC) to the Seller Logistics/Shipping Agent to obtain a CHARTERED PARTY AGREEMENT (CPA).

3. Upon confirmation and approval of Buyer CHARTERED PARTY AGREEMENT (CPA) by the Seller Buyer request loading injection schedule from Seller, Seller issue the injection schedule to Buyer to be endorsed by shipping company thereafter the confirmation of the endorsement.

4. Seller issues to the Buyer the NOR (Notice of Readiness) to commence the injection of the product into Buyer's Vessel/Ship and UNCONDITIONAL DIP TEST AUTHORIZATION (UDTA), Buyer conduct dip test in Seller's tank and injection commences as per agreed SPOT Lift Quantity.

5. After completion of the Injection, the Seller shall proceed providing Buyer with the following POP:



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- a. INJECTION/PRODUCT PASSPORT ANALYSES DIP TEST
 - b. COMMITMENT TO SUPPLY/TANK RECEIPT
 - c. AUTHORIZATION TO SELL THE PRODUCT
 - d. COMPANY LICENSE AND EXPORT LICENSE
 - e. FRESH SGS QUALITY & QUANTITY
6. Upon successful transmission of the product in to Buyer's vessel, Buyer makes the payment for the Total Volume of the product via TT Wire transfer/MT103.
7. Seller upon receiving the swift copy via TT Wire transfer payment for the total product volume, Seller issue the Certificate of ownership on the Buyers name.
8. Seller confirms the Buyer payment and immediately release payment to all intermediaries that are involved in the said transaction.

FOB ROTTERDAM/HOUSTON(DIP/PAY) TRANSACTION PROCEDURE OPTION (TTT)

- 1) Buyer issues ICPO alongside with their signed TSA.
- 2) Seller issues Commercial Invoice (CI) For Buyer to sign and return, while seller verifies buyer's TANK FARM.
- 3) Upon successful verification of Buyer's TANK FARM the Refinery makes 3days tank lease payment to the buyer tank farm for the Injection Process, while Buyer pays his TANK FARM Company for 2 days tank storage costs making a complete 5 days storage payment (totaling) 5days TSR.
- 4) Upon both payments confirmations by the buyer's TANK FARM company Seller injects into buyer's tank and issues SGS, ATV and Unconditional DTA.
- 5) Buyer conducts Dip Test and makes the payment for the total value of product injected into the tanks through the means of MT103-TT.
- 6) Seller pays all intermediaries involved in the transaction, and subsequently monthly shipment continues as per terms and Conditions of the sales and purchase agreement contract between buyer and seller.

TTO TRANSACTION PROCEDURE



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1. Buyer Issues Irrevocable Corporate Purchase Order (ICPO) with Guaranteed Letter to take over Title of the Product.
2. Seller issues Draft (MOU/TT0) agreement to Buyer to Countersign and return to the Seller.
3. Buyers countersign the original MOU and forward back.
4. Upon the receipt of countersign original MOU from the Buyer, Seller issues the buyer the following documents:
 - *statement availability of the product from the ministry of energy
 - *Guarantee and commitment letter to supply
 - *payment invoice of \$85,000 USD for the product allocation procurement.And once the payment is confirmed then the Seller emails to Buyer the listed document issued in the name of the initial Buyer as stated below via email:
 - A) Product passport (Quantity & Quality Dip Test Analysis Report)
 - B) Certificate of OriginC) Bill of LadingD) Tanker Vessel Q88 Document
 - E) ETA (Estimated Time of Arrival) Of VesselF) Vessel (NOR.) Notice of Readiness
 - G) Ullage ReportH) Cargo Manifest
 - I)Invoice for the Title Transfer Payment (3% of total product value)
5. Upon receiving the documents above, the Buyer verifies the product's availability on the high sea and pays the TITLE TAKEOVER/RE-ROUTING Amount within 48 hours via MT 103 T/T to Seller's Nominated Bank as transaction guarantee. The Seller has the right to provide his fiduciary bank account.
6. Upon Seller receipt of the title takeover payment, Seller Order for Re-Routing to Buyer's Desired Port, Transfers the title to the Potential Buyer's Company's name.
7. Vessel arrives at the discharge port. Buyer carries out the CIQ/SGS inspection, and upon successful inspection, Buyer pays by MT 103. T/T for the total product cost to the Seller.
8. Seller pays commission to Agents, Brokers, and intermediaries involved in the transaction, and negotiations continue for the 12 months' contract to sign with the Buyer based on this contract terms.

SPECIAL CLAUSE:

Working days	We work Monday to Saturday
Working hours	9:00 – 20:00
Buyer and delegates visitations	Buyer and delegates are allowed to visit the refinery to conclude the transaction on round table but must be on an official invitation



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Product prices	Our product prices are negotiable
Products availability	All listed products are available, stored in our storage reservoir and storage tanks at the respective loading ports.
Communication links	All communication links are through our official emails and telephone lines.



KAPARINOV ERMEK ERBULATOVICH

Director