



# LIMITED LIABILITY PARTNERSHIP "ULYTAU OIL AND GAS"

G. ALMATY, MEDEUSKY DISTRICT, ul. Kabanbay Batyra, building 4/39

BIN:230840036640

Tel: +1 (862) 395-8992

Email: ulytau.oil@yandex.kz

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## **SOFT CORPORATE OFFER SCO**

We ULYTAU OIL AND GAS, the authorized Seller Representative hereby confirms under Penalty of Perjury, under International Law that we are ready, willing, and able to sell the following commodity as per the specification and quantity/ price as specified in the terms and conditions stated below.

NOTE: Our prices are highly negotiable. Our standard commission structure is \$5 PER MT and \$2 PER BBL. Our Commission structure can also be negotiated between the seller and authorized buyer mandates or intermediaries.

**ORIGIN: KAZAKHSTAN**

**QUALITY: EXPORT STANDARD**

**LOADING PORTS: Rotterdam/ Houston/ Fujairah/ Jurong/ Qingdao**

**DESTINATION PORTS: ASWP**

**INCOTERMS: CIF/FOB/TTO**

**COMMISSIONS: \$5 PER MT (\$2 PER BBL) PAYABLE BY SELLER**

**PAYMENT TERMS: SBLC, MT103, T/T**

**CONTRACTUAL PERIOD: SPOT / 12 MONTHS CONTRACT + ROLLS /EXTENTION**

### **FOB ROTTERDAM TRANSACTION PROCEDURE:**

1. Buyer issues ICPO with CIS/KYC.
  2. Seller issues CI for liftable quantity for both Trial and Monthly x 12 months in Rotterdam.
  3. Buyer returns signed CI to seller along with a confirmable POE.
  4. Buyer have a TTM in the Netherlands for discussion with the officials (Instruction: Buyer' must be physically present in Netherlands for TIM, Intermediaries/ Mandates / Representatives not accepted for TTM)
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  5. Upon success of the TTM In Netherlands, Buyer pays for seven (7 days) tank extensions to enable buyer verifies and dip test the product in the tank at the port facility in Rotterdam
  6. Buyer verifies the fuel and makes payment for the product of Trial lifting
  7. Seller transfers Title to buyer and loads the buyer's tankers.
  8. Monthly Lifting continues as above procedure 4-6 for 12 months with Rolls and Extensions
- PROCEDURE**

1. Buyer issues ICPO with CIS/KYC
2. Seller issues CI and proof of fund pro-forma invoice for immediately liftable quantity. 3. Buyer returns signed CI to seller along with POF. Or buyer and seller sign escrow agreement. Buyer makes a nonperformance security deposit equivalent to 10% of the nominal face value of the commercial invoice to the IOLTA account of the escrow attorney.
4. Once buyer provides the POF or escrow deposit the Seller/title holder and Buyer have a TTM in Rotterdam for verification and payment of the fuel (Instruction: Buyer must be physically present in Rotterdam for TTM, Intermediaries/ Mandates / Representatives not accepted for TTM).
5. Buyer verifies the fuel and makes payment for the product of Trial Lifting.
6. Seller transfers Title to buyer and loads the buyer's tankers.
7. Monthly Lifting continues as above procedure 4-6 for 12 months with Rolls and Extensions. It is essential to ensure that all steps in the transaction adhere to legal and regulatory requirements specific to the jurisdictions involved. Consulting legal professionals experienced in international trade or energy transactions can help ensure compliance with all relevant laws and regulations.

### **TANK-TO-VESSEL INJECTION AGREEMENT (TTVIA)**

1. Buyer issues an official ICPO, company registration license, buyer's passport data page and letter of acceptance to seller's transaction procedure.
2. Seller issues commercial invoice (CI) for the available quantity of product in seller's leased tank to buyer. Buyer signs and returns the Commercial Invoice along with Buyer's tank storage Agreement (TSA).
3. Seller issues to buyer Tank-to-Vessel Injection Agreement (TTVIA) to be endorsed by both Seller, buyer and buyer's Logistic Company.
4. Upon returned of the endorsed TTTIA, Seller release to buyer the following PPOP documents.
  - Commitment Letter to Supply
  - Export License
  - Tank Storage Receipt TSR.
  - Authorization to Verify ATV (Through call or email).
5. Buyer contact the seller's leased Storage Company to verify the availability of the product and to obtain access to enable buyer and his inspection team to conduct dip test on the product in the tank, Seller issues UDTA for buyer to proceed of the dip test upon confirmation of buyer securing legal access to the product.
6. Buyer and his SGS Inspection team conduct dip test on the product in the tank. Upon satisfactory result of the dip test, Seller's storage Company issue to buyer, the Notice of Readiness (NOR) to inject the product.



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7. Upon completion of the Injection, the Seller releases to buyer the below POP documents.

- Product SGS Report.
- Pipeline Injection Report.
- Authority to Sell and Collect (ATSC)
- Product passport (analysis test report)
- Certificate of Origin
- NCNDA/IMFPA is sign by intermediaries of both seller and buyer.

8. Buyer immediately pays for the total cost of the product value injected into the Tank through MT103 TT wire transfer. Seller Upon receipt of the payment, pays all intermediaries involve in the transaction. Seller issues title change/transfer of product to buyer.

## **DIP AND PAY PROCEDURES FOR FOB**

1. Buyer issues ICPO with seller working procedure on it as transaction procedure with banking details, Buyer passport scan copy and proof of funds.

2. Seller issues the Commercial Invoice (CI) of the product in tanks at port, Buyer signs and returns back Commercial Invoice to Seller

3. Seller issues to Buyer the below document for verification of the product (PPOP):

- . Tank Storage Receipt (TSR)
- . Statement of Product Availability
- . Authorization to Verify (ATV)
- . Dip Test Authorization (DTA) Letter

4. Upon Successful Verification of the PPOP, Buyer contacts seller's Tank Storage Company and requests for payment invoice. The buyer extends the seller's Tank for 7 days and makes arrangement for Dip Test Schedule.

5. Upon successful Dip Test in Seller's Tanks, Buyer makes payment for the total cost of product based on the SGS Report via MT103 and Seller transfer title ownership to buyer and send all exportation documents to buyer, Buyer lift product into Vessel or completely take over seller's tanks for further product storage.

6. Buyer NCNDA/IMFPA will be signed by all intermediaries involved in the transaction and forward to seller for endorsement, Seller provides the below documents. Endorsed NCNDA/IMFPA Authorization to Sell and Collect (ATSC)

- 7. Buyer gets back to Seller with NCNDA/IMFPA signed by all Group with commission Structure so all parties can receive their commissions immediately.**
- 8. Seller issues final agreement to Buyer to review contract on R&E Monthly Deliveries,**
- 9. Buyer reviews and approves contract and issued SBLC/ DLC Irrevocable, Non-Transferable, Auto Revolving for 12 months shipment value, Documentary Letter of Credit for length of Contract and for each lifting as schedule**
- 10. Buyer pays after successful Dip Test by MT103 wire transfer on each Monthly delivery.**
- 11. The Subsequent delivery shall commence according to the terms and conditions of the Contract and Seller pays**

### **FOB WORKING PROCEDURE**

- 1. Buyer sends ICPO in line with seller working procedures alongside his/her Tank Storage Agreement (T.S.A.) on receipt and acceptance of Seller's Soft Offer.**
  - 2. Seller issues Commercial Invoice (C.I.), Buyer Signs within 24 hours and returns to Seller Within its validity.**
  - 3. Upon receipt and review of the signed C.I., seller issues Dip Test Authorization (D.T.A) to be completed and signed by buyer / buyer logistic in order for Dip Test to be conducted alongside counter signed copies of the C.I;**
  - 4. Buyer returns the Dip Test Authorization (DTA) fully completed and signed within its validity and upon successful review of the completed DTA, seller issues the below full POP documents:**
    - A. Fresh SGS Report (Not older than 72 hours);**
    - B. Product Reservoir Receipt;**
    - C. Accreditation Certificate;**
    - D. Product Passport (Quantity and Quality Analysis);**
    - E. Authorization to Sell and Collect Certificate (ATSCC);**
    - F. Pre-Injection Report (PIR);**
    - G. NCNDA/IMFPA (To be completed by all intermediaries)**
    - H. Certificate of Product Origin;**
    - I. Authority to Verify (ATV) either physically or otherwise.**
  - 5. upon receipt and confirmation of the above POP Documents, Buyer provide its testing officials (SGS or INTERTEK) and the needed test are carried out on the product in seller's tanks.**
  - 6. Buyer upon successful Dip Test makes full payment by MT103 / TT wire transfer for the total product and Seller pays commission to all intermediaries involved in the transaction within 24 hours after confirmation of buyer's payment and injection commences immediately;**
  - 7. The seller issues a contract for buyer's desired duration upon successful completion of the trial order.**
- COST, INSURANCE AND FREIGHT (CIF) PROCEDURE**



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1. Buyer issue ICPO on their company letterhead, including their banking information and proof of funds.
  2. Seller issues Draft Contract (open for any amendments) to Buyer. Buyer signs, seal and returns the Draft Contract to Seller for final endorsement. Seller gives Partial proof of products.
    - A. Refinery Commitment to Supply.
    - B. Certificate of Origin.
    - C. Statement of availability of product.
    - D. ATSC
  3. Upon examined of seller POP and SGS buyer will make cash deposit of \$300,000 (Three hundred thousand dollars) by TT wire transfer for security guarantee to enable seller charter vessel and commence shipment, and this payment will be deducted from the Total cost of product after inspection at discharge port, Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with the 2% Performance Bond (PB)
    - A. Copy of license to export, issued by the department of the Ministry of Energy, Kazakhstan.
    - B. Copy of Approval to Export, issued by the Ministry of energy Kazakhstan.
    - C. Copy of statement of availability of the product.
    - D. Copy of the refinery commitment to produce the product.
    - E. Copy of the port storage agreement.
    - F. Copy of the charter party agreement to transport the product to discharge port.
    - G. Copy of Vessel Questionnaire 88.
    - H. Copy of Bill of Lading.
    - I. SGS Report at loading port.
    - J. Dip test Authorization (DTA) & ATB
    - K. NOR /ETA
    - L. Certificate of Ownership Transfer.
    - M. Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy.
    - N. Seller will issue TSR upon successful verification of all documents.
  4. Shipment commences as per the signed contract delivery schedule and the shipment should arrive at Buyer's discharge port within 5-25 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport.
  5. Buyer releases payment to Seller by TT/MT103 upon receipt of the shipping documents and confirmation of the Q & Q by SGS/CIQ at destination port.



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**6. Seller pays commission within 48 hours by swift MT103 to all intermediaries as signed NCNDA/IMPFA.**

## **PROCEDURE FOR TANK TAKE OVER (TTO)**

- 1. Buyer issues official ICPO sends ICPO**
- 2. Seller issues MOU**
- 3. Both parties sign an MOU, Commercial invoice, and market rights protection agreement.**
- 4. Upon the receipt of the countersigned MOU from the buyer, seller emails to the buyer the listed documents**
  - A) Certificate of Origin**
  - B) Vessel Questionnaire 88**
  - C) E.T.A (Estimated Time of Arrival) of Vessel**
  - D) Vessel (N.O.R) Notice of Readiness**
  - E) Invoice for 5% PAYMENT**
- 5. Buyer conducts due diligence on the availability of the product inside the vessel and makes payment of 5% of the master invoice value to the seller fiduciary account via MT103 T/T wire Transfer within 48 hours for the change of the consignment rights and transfer of title of ownership to buyer's name.**
- 6. Upon Seller receipt of the payment of 5%, Seller shall Transfer Product Title to Buyer's Company name, reissues all other outstanding documents to the buyer's name and send via swift from seller's bank to buyer's bank full proof of product.**
- 7. Buyer contact the shipping company to re-direct the route of the vessel Tanker to buyer's destination port. Upon arrival of the vessel at buyer's discharge port, Seller issues an Authorization for the buyer's representatives and inspection team to board the vessel and conduct Q&Q Inspection.**
- 8. Upon successful Inspection, buyer makes payment for the product via TT Wire or MT103 to the seller and takes over the vessel tanker.**
- 9. Seller and Buyer Signs Contract for 12 months' shipment.**
- 10. Buyer issues their Bank Guarantee SBLC MT760/DLC MT700 to seller's Bank to guarantee the monthly shipments, Seller issues 2% Performance Bond within 3 days for the monthly contract shipments.**
- 11. Monthly shipment commences to the buyer's discharge port as stipulated in the contract**

**Note: The title takeover payment will be deducted when the buyer is paying for the full product.**

**PRODUCT NAMES PRICE AND COMMISSION**

**AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL**

**Origin: Kazakhstan**

**Quantity: Minimum of 500,000 Barrel/per month and Maximum of 5,000,000 Barrels/ per month Delivery: FOB**

**Price: \$82.00 Gross / \$78.00 Net per Barrel**

**Commission: USD 2.00 seller side, USD 2.00 Buyer side Per Barrel**

**AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL**

**Origin: Kazakhstan**

**Quantity: Minimum of 500,000 Barrel/per month and Maximum of 5,000,000 Barrels/ per month Delivery: CIF**

**Price: \$85.00 Gross / \$81.00 Net per Barrel**

**Commission: USD 2.00 seller side, USD 2.00 Buyer side Per Barrel**

**DIESEL D6 VIRGIN LOW POUR FUEL OIL**

**Origin: Kazakhstan**

**Quantity: Minimum of 20,000,000 Gal/per month and Maximum of 200,000,000 Gal/ per month Delivery: FOB**

**Price: \$0.58 Gross / \$0.54 Net per Gal**

**Commission: USD 0.2 seller side, USD 0.2 Buyer side Per Gal**

**DIESEL D6 VIRGIN LOW POUR FUEL OIL**

**Origin: Kazakhstan**

**Quantity: Minimum of 20,000,000 GAL/per month and Maximum of 200,000,000 GAL/ per month Delivery: CIF**

**Price: \$0.62 Gross / \$0.58 Net per Gal**

**Commission: USD 0.2 seller side, USD 0.2 Buyer side Per Gal**

**JET FUEL A1 91/91**

**Origin: Kazakhstan**

**Quantity: Minimum of 500,000 Barrel/per month and Maximum of 5,000,000 Barrels/ per month Delivery: FOB**

**Price: \$76.00 Gross / \$72.00 Net per Barrel**

**Commission: USD 2.00 seller side, USD 2.00 Buyer side Per Barrel**

**JET FUEL A1 91/91**

**Origin: Kazakhstan**

**Quantity: Minimum of 500,000 Barrel/per month and Maximum of 5,000,000 Barrels/ per month Delivery: CIF**

**Price: \$78.00 Gross / \$74.00 Net per Barrel**

**Commission: USD 2.00 seller side, USD 2.00 Buyer side Per Barrel**

**DIESEL GAS D2**

**Origin: Kazakhstan**

**Quantity: Minimum of 10,000 MT/per month and Maximum of 100,000 MT per month Delivery: FOB**

**Price: \$280.00 Gross / \$270.00 Net per Metric Ton**  
**Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton**

**DIESEL GAS D2**

**Origin: Kazakhstan**  
**Quantity: Minimum of 10,000 MT/per month and Maximum of 100,000 MT per month Delivery: CIF**  
**Price: \$320.00 Gross / \$310.00 Net per Metric Ton**  
**Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton**

**BASE OIL SN500**

**Origin: Kazakhstan**  
**Quantity: 10,000 MT/per month/ Maximum of 500,000 MT per month Delivery: FOB**  
**SN 100 \_\_\_\_\_ \$\$260 Gross/ \$250 Net per MT**  
**BS 150 \_\_\_\_\_ \$\$300 Gross/ \$290 Net per MT**  
**SN 150 \_\_\_\_\_ \$\$320 Gross/ \$310 Net per MT**  
**SN 300 \_\_\_\_\_ \$\$360 Gross/ \$350 Net per MT**  
**SN 500 \_\_\_\_\_ \$\$380 Gross/ \$370 Net per MT**

**BASE OIL SN500**

**Origin: Kazakhstan**  
**Quantity: 10,000 MT/per month/ Maximum of 500,000 MT per month Delivery: FOB**  
**SN 100 \_\_\_\_\_ \$200 Gross/ \$190 Net per MT**  
**BS 150 \_\_\_\_\_ \$290 Gross/ \$280 Net per MT**  
**SN 150 \_\_\_\_\_ \$310 Gross/ \$300 Net per MT**  
**SN 300 \_\_\_\_\_ \$340 Gross/ \$330 Net per MT**  
**SN 500 \_\_\_\_\_ \$360 Gross/ \$350 Net per MT**

**PETROLEUM COKE**

**Origin: Kazakhstan**  
**Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month Delivery: CIF**  
**Price: \$160.00 Gross / \$150.00 Net per Metric Ton**  
**Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton**

**PETROLEUM COKE**

**Origin: Kazakhstan**  
**Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month Delivery: FOB**  
**Price: \$140.00 Gross / \$130.00 Net per Metric Ton**  
**Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton**

**AUTOMOTIVE DIESEL FUEL EN-590**

**Origin: Kazakhstan**  
**Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month Delivery: CIF**  
**Price: \$510.00 Gross / \$500.00 Net per Metric Ton**  
**Commission: USD \$5 seller side, USD \$5 Buyer side Per Metric Ton**

**AUTOMOTIVE DIESEL FUEL EN-590**

**Origin: Kazakhstan**



**Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month**  
**Delivery: FOB**  
**Price: \$480.00 Gross / \$470.00 Net per Metric Ton**  
**Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton**

**UREA (PRILLED &GRANULAR)**

**Origin: Kazakhstan**  
**Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month**  
**Delivery: CIF**  
**Price: \$310.00 Gross / \$300.00 Net per Metric Ton**  
**Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton**

**UREA (PRILLED &GRANULAR)**

**Origin: Kazakhstan**  
**Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month**  
**Delivery: FOB**  
**Price: \$290.00 Gross / \$280.00 Net per Metric Ton**  
**Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton**

**LNG, LIQUIFIED NATURAL GAS / LPG**

**Origin: Kazakhstan**  
**Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month**  
**Delivery: CIF**  
**Price: \$250.00 Gross / \$240.00 Net per Metric Ton**  
**Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton**

**LNG, LIQUIFIED NATURAL GAS / LPG**

**Origin: Kazakhstan**  
**Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month**  
**Delivery: FOB**  
**Price: \$230.00 Gross / \$220.00 Net per Metric Ton**  
**Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton**

**AUTOMOTIVE GAS OIL/ AGO**

**Origin: Kazakhstan**  
**Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month**  
**Delivery: CIF**  
**Price: \$200.00 Gross / \$190.00 Net per Metric Ton**  
**Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton**

**AUTOMOTIVE GAS OIL/ AGO**

**Origin: Kazakhstan**  
**Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month**  
**Delivery: FOB**  
**Price: \$190.00 Gross / \$180.00 Net per Metric Ton**  
**Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton**

**LIGHT CYCLE OIL (LCO)**

**Origin: Kazakhstan**  
**Quantity: 500,000 MT / per month / Maximum of 5,000,000 MT per month**  
**Delivery: CIF ASWP**  
**Price: \$210.00 Gross / \$ 200.00 Net Per Metric Ton**  
**Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton**

**LIGHT CYCLE OIL (LCO)**

**Origin: Kazakhstan**

**Quantity: 500,000 MT / per month / Maximum of 5,000,000 MT per month Delivery: FOB**

**Price: \$180.00 Gross / \$ 170.00 Per Metric Ton**

**Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton**



**L LP ULYTAU OIL AND GAS**

**M.D: Kimurov Ramil Rashidovich**