

+7 (707) 559 1470

toowestoilcompanyakta@gmail.com



TOO "WEST OIL COMPANY AKTAU"

Mangystau region, Aktau City, Aktau city, Microdistrict 5

To: End Buyer/Representative

We, LLC "WEST OIL COMPANY AKTAU" with legal responsibility under penalty of perjury hereby confirm the Availability and Capability to Supply the under-list products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specification and pass through the stringent requirement of SGS or Equivalent Financial Statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiations. Only direct negotiations from end buyer's representative and mandates will be considered.

ORIGIN: KAZAKHSTAN

INCOTERMS: COST INSURANCE & FREIGHT

LOADING PORT: AKTAU/SEMEY/ROTTERDAM & HOUSTON PORTS

PAYMENT TERMS: T/T WIRE TRANSFER & MT103

INSPECTION: SGS

INSURANCE: PAID BY SELLER COVERING 110% OF THE SHIPMENT VALUE

DIESEL GAS D2 OIL

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF PRICE: \$420/410 USD per Metric Ton CIF, ASWP

FOB PRICE: \$410/400 USD PER METRIC TON FOB, ROTTERDAM.

MAZUT M100

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF PRICE: \$420 GROSS / \$410 NET

FOB PRICE: \$410 GROSS / \$400 NET

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Minimum Quantity: 500,000 Barrels per Month

Maximum Quantity: 5,000,000 Barrels per Month

CIF PRICE: \$85 GROSS / \$81 NET

FOB PRICE: \$80 GROSS / \$76 NET

VIRGIN FUEL OIL D6

Minimum Quantity: 400,000,000 Gallons per Month

Maximum Quantity: 800,000,000 Gallons per Month

CIF Price: Gross USD \$1.04 / USD \$1.02 NET on CIF

FOB Price: Gross USD \$1.02 / USD \$1.00 NET on FOB

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EXPORT BLEND CRUDE

Minimum Quantity: 10,000 Barrels per Month

Maximum Quantity: 3,000,000 Barrels per Month

CIF PRICE: \$60 GROSS / \$56 NET

FOB PRICE: \$50 GROSS / \$46 NET

LIQUIDIFIED PETROLEUM GAS

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF PRICE: \$400 GROSS / \$390 NET

FOB PRICE: \$390 GROSS / \$380 NET

LIQUEFIED NATURAL GAS (LNG) LIFTABLE QUANTITY

Minimum Quantity: 10,000 Metric Tons Per Month

Maximum Quantity: 500,000 Metric Tons Per Month

CIF PRICE: \$420 GROSS / \$410 NET

FOB PRICE: \$410 GROSS / \$400 NET

FUEL OIL CST-180

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF PRICE: \$390 GROSS / \$380 NET

FOB PRICE: \$360 GROSS / \$350 NET

UREA 46% PRILLED & GRANULAR

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons Month

PRICE: \$340/330 USD PER METRIC TON CIF, ASWP

PRICE: \$330/320 USD PER METRIC TON FOB, ROTTERDAM.

SULPHUR GRANULAR

Minimum Quantity: 50,000 metric tons per month

Maximum Quantity: 500,000 metric tons per month

CiF Price: Gross USD \$190 /NET USD \$180 on CIF

JET A1 FUEL

Minimum Quantity: 500,000 Barrels per Month

Maximum Quantity: 5,000,000 Barrels per Month

CIF Price: Gross USD \$74.00BBL NET/ USD \$70.00 NET on CIF

FOB Price: Gross USD \$70.00BBL NET / USD \$66.00 NET on FOB

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DIESEL EN590

Minimum Quantity: 30,000 metric tons

Maximum Quantity: 500,000 metric tons

PRICE: \$390/380 USD PER METRIC TON CIF, ASWP

PRICE: \$380/370 USD PER METRIC TON FOB, ROTTERDAM.

PETROLEUM COKE

Minimum Quantity: 50,000MT per Month

Maximum Quantity: 500,000MT per Month

CIF Price: USD \$ 90.00MT/USD \$ 80.00 NET on CIF

LIGHT CYCLE OIL(LCO)

Minimum Quantity: 10,000 MT per Month

Maximum Quantity: 500,000 MT per Month

CIF Price: USD \$ 270.00MT/USD \$ 260.00 NET on CIF

OTHER PRODUCTS

BITUMEN GRADE60/70 AND 80/100

PRICE: \$400/390 USD PER METRIC TON CIF, ASWP

PRICE: \$390/380 USD PER METRIC TON FOB, ROTTERDAM.

GASOLENE 89 OCTANES

CIF PRICE: \$330 GROSS / \$320 NET

FOB PRICE: \$300 GROSS / \$290 NET

CONTRACT PROCEDURES CIF EXPORT PROCEDURES

1. Buyer issues Purchase Order (ICPO) order.

2. Seller issues Draft Sales and Purchase Agreement Contract for Buyer (open for any amendments)
Buyer signs, seals & returns the draft. Buyer's bank issues Pre advice MT799 via bank swift communication for SBLC

According to the seller's verbiage, While the seller's bank confirms the Pre-advice receipt.

3. Seller releases to Buyer the below listed Partial Proof of Products-:

- * Seller Irrevocable Commitment to Supply
- * Statement of Availability of Product
- * Commercial Invoice for the first Shipment
- * Certificate of Origin

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* Authority to Sell and Collect (ATSC)

* Guarantee Letter of Performance and Refund (GLPR)

4. Buyer's bank issues SBLC MT760 or to cover the first Shipment to Seller's Bank according as per the Seller's verbiage in seven (7) Bank working days, upon the Buyer SBLC MT760 Seller will issue 2% Performance Bond (PB) to Buyer's Bank within 3 working days. If the buyer fails to issue the SBLC MT760 within 7 bank working days then buyer must deposit 5% of the total cost of product to enable the seller commence with the first month trial shipment.

5. Upon confirmation of the payment instrument or 5% deposit, Seller shall proceed

6. Seller's Bank issues the following Full (POP) Documents to the Buyer's Bank alongside with 2% Performance Bond (PB2%)

* Copy of License to Export issued by the department of the Ministry of Energy Republic of Kazakhstan.

* Copy of Approval to Export, issued by the Ministry of Justice Republic of Kazakhstan.

* Copy of Statement of Availability of the Product.

* Copy of the Refinery Commitment to produce the Product.

* Copy of Transnet Contract to Transport the product to the loading Port.

* Copy of the Port Storage Agreement

* Copy of the Charter Party Agreement to Transport the to Discharge Port

* Copy of Vessel Questionnaire 88

* Copy of Bill of lading

* SGS Report at Loading Port

* Dip Test Authorization (DTA) & (ATB)

* NOR / ETA Certificate of Ownership Transfer Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy.

7. Upon receipt of full POP, Buyer provides Seller with logistic (TSR or Vessel Q88) facility coordinates and necessary requirements to enable Buyer's SGS/CIQ conduct Dip Test upon Vessel arrival at discharge port.

8. Seller issues to Buyer Full DTA for immediate proceeding of inspection by Buyer's SGS/CIQ Agent injection commence to the Buyer's logistics.

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9. Seller's Bank issuing Full Proof of Product (Full POP/Current dated SGS Report) Buyer's Bank pays the 100% of total value of the product in Buyer's Logistics by wire transfer MT103 in accordance with the Seller's invoice and SGS/CIQ inspection report.

10. Seller pays commission to all intermediaries involved as per signed NCNDA / IMFPA

TRANSACTION WORKING PROCEDURE FOB 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(ATC) AUTHORIZATION TO CONTACT seller Logistics/shipping agent to obtain a CHARTER PARTY AGREEMENT (CPA).

3) Upon confirmation and approval of Buyer CHARTER PARTY AGREEMENT (CPA) by the seller Buyer request loading injection schedule from seller ,seller issue the injection schedule to buyer to be endorsed by the 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 UNDITIONAL DIP TEST AUTHORIZATION(UDTA), Buyer conduct dip test in sellers tank and Injection commences as per agreed SPOT Lift Quantity. 5) After completion of the Injection, the seller shall precede providing buyer with the following

POP:

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 into 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 Certificate of ownership on the Buyers name.

Seller confirms Buyer payment and immediately releases payment to all intermediaries that Involved in the said transaction.

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REFINERY APPROVED FOB PROCEDURE - TANK TO TANK OR TANK TO VESSEL

1. BUYER ISSUE ICPO IN COMPLIANCE WITH SELLER'S PROCEDURE ALONG WITH BUYER'S BANK DETAILS,

COMPANY INFORMATION AND PASSPORT COPY.

2. SELLER CONFIRM BUYER'S ICPO AND ISSUES COMMERCIAL INVOICE C.I WITH PRODUCT QUANTITY IN

STORAGE TANK FACILITY TO BUYER FOR REVIEW AND ENDORSEMENT.

3. BUYER REVIEW AND SIGN COMMERCIAL INVOICE C.I. AND RETURN TO SELLER ALONG WITH BUYER'S CPA FROM RELIABLE LOGISTICS COMPANY FOR SELLER'S CONFIRMATION AND APPROVAL. Seller will send NCNDA and IMFA and will be signed by all members including the seller and buyer

4. SELLER CONFIRM BUYER'S CHARTER PARTY AGREEMENT OR TANK STORAGE AGREEMENT

[CPA/TSA] AFTER WHICH SELLER ISSUES APPOINTMENT LETTER FOR SGS REPORT INSPECTION TO BE SIGN BY BUYER AND HIS LOGISTICS COMPANY.

5. UPON RECEIPT OF THE SIGNED APPOINTMENT LETTER FOR SGS REPORT INSPECTION, SELLER RELEASES

THE FOLLOWING PROOF OF PRODUCT (POP)

- a. FRESH SGS REPORT (NOT OLDER THAN 24 HOURS)
- b. TANK 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).

6. BUYER CONDUCT DIP TEST IN SELLER'S TANK STORAGE FACILITY. UPON SUCCESSFUL DIP TEST. SELLER

COMMENCE PRODUCT INJECTION INTO BUYER'S VESSEL UPON PRESENTATION OF Q88.

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7. AFTER PRODUCT INJECTION, BUYER MAKES PAYMENT FOR THE TOTAL PRODUCT COST BY TT WIRE

TRANSFER TO SELLERS NOMINATED BANK ACCOUNT.

8. SELLER TRANSFERS TITLE OWNERSHIP DOCUMENTS TO THE BUYER.

9. THE SELLER PAYS COMMISSIONS ACCORDING TO THE NCNDA/IMFPA AGREEMENT.



Dvoinykh Konstantin Sergeevich
General Director



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