

LLP KO OIL PETROLEUM

КО ОЙЛ ПЕТРОЛЕУМ

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VALID TILL: 31 DECEMBER 2025

REF. CODE: SCO/KO/999/92OIL

TO: BUYER MANDATE/ENDBUYER

SOFT CORPORATE OFFER

This Soft Corporate Offer is issued with full responsibility for and on behalf of the Seller Refinery Company. We hereby confirm and certify that the Seller have the intention and capacity to supply these commodities according to the Terms and Conditions herein stipulated. **NOTE: PRICE ARE NEGOTIABLE AND ALL COUNTRY CURRENCIES ARE ACCEPTABLE VIA MT103**

PRODUCT LIST AND PRICE

DIESEL GAS D2 OIL GOST 305-82

MINIMUM LIFTABLE QUANTITY: 50,000 MT

MAXIMUM QUANTITY: 500,000 MT MONTHLY

CIF PRICE: GROSS USD \$320.00 PER MT / NET USD \$310.00 PER MT

FOB PRICE: GROSS USD \$310.00 PER MT / NET USD \$300.00 PER MT

ORIGIN: KAZAKHSTAN

LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH

COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE

ABBREVIATION JET FUEL J-P54

MINIMUM LIFTABLE QUANTITY: 500,000 BBL.

MAXIMUM QUANTITY: 5,000,000 BBL. MONTHLY

CIF PRICE: GROSS USD \$98.00 / NET USD \$94.00 PER BBL

FOB PRICE: GROSS USD \$94.00 BBL / NET USD \$90.00 PER BBL

ORIGIN: KAZAKHSTAN

LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/JEBEL ALI (DUBIA)

COMMISSION: \$2 USD BUYER SIDE / \$2 USD SELLER SIDE

AVIATION FUEL JET A-1

MINIMUM LIFTABLE QUANTITY: 500,000 BBL.

MAXIMUM QUANTITY: 5,000,000 BBL. MONTHLY

CIF PRICE: GROSS USD \$80.00 / NET USD \$76.00 PER BBL

FOB PRICE: GROSS USD \$76.00 BBL / NET USD \$72.00 PER BBL

ORIGIN: KAZAKHSTAN

LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH

COMMISSION: \$2 USD BUYER SIDE / \$2 USD SELLER SIDE

D6 VIRGIN FUEL

MINIMUM LIFTABLE QUANTITY: 1,000,000 GALLONS,

MAXIMUM QUANTITY: 500,000,000 GALLONS MONTHLY

CIF PRICE: GROSS USD \$0.80.00 / NET USD \$0.78.00 PER GALLONS

FOB PRICE: GROSS USD \$0.74.00 / NET USD \$0.70.00 PER GALLONS

ORIGIN: KAZAKHSTAN

LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH

COMMISSION: \$0.2 USD BUYER SIDE / \$0.2 USD SELLER SIDE

UREA 46% PRILLED & GRANULAR (KAZAKHSTAN ORIGIN)

MINIMUM QUANTITY: 10,000 METRIC TONS MONTHLY

MAXIMUM QUANTITY: 500,000 METRIC TONS MONTHLY

CIF PRICE: GROSS USD \$350.00 / NET USD \$340.00 PER MT

FOB PRICE: GROSS USD \$340.00 / NET USD \$330.00 PER MT

ORIGIN: KAZAKHSTAN

LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH

COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE

FUEL OIL CST-180

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTHLY,

MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTHLY

CIF PRICE: GROSS USD\$220.00/NET USD\$210.00 PER MT

FOB PRICE: GROSS USD \$210.00/NET USD \$200.00 PER MT

ORIGIN: KAZAKHSTAN

LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH

COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE

DIESEL FUEL EN-590 ULSD -10PPM/50PPM/500PPM GASOLINE

MINIMUM QUANTITY: 50,000 METRIC TONS MONTHLY

MAXIMUM QUANTITY: 5,000,000 METRIC TONS MONTHLY

CIF PRICE: GROSS USD \$490/NET USD \$480 PRT MT

FOB PRICE: GROSS USD \$470/NET USD \$460 PER MT

ORIGIN: KAZAKHSTAN

LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH

COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE

MAZUT M-100 GOST 10585-75/9

MINIMUM LIFTABLE QUANTITY: 50,000 MT

MAXIMUM QUANTITY: 500,000 MT MONTHLY

CIF PRICE: GROSS USD \$400.00/ NET USD \$390.00 PER MT

PRICE FOB: GROSS USD \$390.00/NET: USD \$380.00 PER MT

ORIGIN: KAZAKHSTAN

LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH

COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE

AUTOMOTIVE GAS OIL-AGO

MINIMUM LIFTABLE QUANTITY: 50,000 MT

MAXIMUM QUANTITY: 500,000 MT MONTHLY

CIF PRICE: GROSS USD \$350.00/ NETUSD \$340.00 PER MT

PRICE FOB: GROSS USD \$340.00/NETUSD \$330.00 PER MT

ORIGIN: KAZAKHSTAN

LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH

COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE

LIQUEFIED NATURAL GAS (LNG)

LIFTABLE QUANTITY: 50,000 MT

MAXIMUM QUANTITY: 500,000 MT MONTHLY

CIF PRICE: GROSS USD \$375.00/NET USD \$365.00 PER MT

PRICE FOB: GROSS USD \$365.00/NET USD \$355.00 PER MT

ORIGIN: KAZAKHSTAN

LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH

COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE

LIQUEFIED PETROLEUM GAS (LPG)

LIFTABLE QUANTITY: 50,000 MT

MAXIMUM QUANTITY: 500,000 MT MONTHLY

CIF PRICCE: GROSS USD \$400.00/NET USD \$390.00 PER MT

PRICE FOB: GROSS USD \$390.00/NETUSD \$380.00 PER MT

ORIGIN: KAZAKHSTAN

LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/JEBEL ALI(DUBIA)

COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE

LIGHT CRUDE OIL (LCO)

LIFTABLE QUANTITY: 50,000 MT,

MAXIMUM QUANTITY: 500,000 MT MONTHLY

CIF PRICE: GROSS \$330 USD/NET USD \$320 PER MT

FOB PRICE: GROSS \$320 USD/NET USD \$310 PER MT

ORIGIN: KAZAKHSTAN

LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH

COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE

PETROLEUM COKE

MINIMUM LIFTABLE QUANTITY: 50,000 MT

MAXIMUM QUANTITY: 500,000MT MONTHLY

CIF PRICE: GROSS USD \$270.00/NET USD\$260 PER MT

FOB PRICE: GROSS USD \$260.00/NET USD\$250 PRT MT

ORIGIN: KAZAKHSTAN

LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH

COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE

BITUMEN: 60-70/ CSS1/ CRS2

MINIMUM LIFTABLE QUANTITY: 50,000 MT

MAXIMUM QUANTITY: 500,000 MT MONTHLY

CIF PRICE: GROSS USD \$390.00/NET USD\$380 PER MT

FOB PRICE: GROSS USD \$380.00/NET USD\$370 PRT MT

ORIGIN: KAZAKHSTAN

LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH

COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE

FOB PROCEDURE FOR ALL PORT

1) BUYER ISSUES ICPO WITH HIS INTERNATIONAL PASSPORT COPY (DATA PAGE) AND TSA, TO SELLER. FOR SELLER'S VERIFICATION

2) SELLER ISSUES COMMERCIAL INVOICE (CI) FOR THE AVAILABLE QUANTITY IN THE SELLER'S STORAGE RESERVOIR TO BUYER, BUYER SIGNS AND RETURNS THE CI TO SELLER, AND THEN SELLER RETURNS THE SIGNED COMMERCIAL INVOICE & INSPECTION LETTER TO BE SIGNED BY BUYER TANK FARMS BEFORE RELEASING THE FULL PPOP DOCUMENT WITH FRESH SGS REPORT.

3) SELLER ISSUES THE PARTIAL POP DOCUMENTS AS BELOW AND SENDS THEM TO BUYER.

(I) Fresh SGS (Not Older Than 48 Hours)

(Ii) Certificate Of Origin

(Iii) Authorization To Verify (ATV)

(Iv) Unconditional DTA

(V) Commitment To Supply

(Vi) Tank Storage Receipt (TSR)

(Vii) ATSC

(Viii) Injection Report.

4) BUYER CONDUCTS INSPECTION BY SGS ON BUYER'S EXPENSE.

5) SELLER ISSUES THE NCNDA/IMFPA TO ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND FOR ENDORSEMENT.

6) UPON SUCCESSFUL DIP TEST OF THE PRODUCT, SELLER COMMENCES INJECTION TO BUYER'S TANK OR VESSEL, BUYER MAKES PAYMENT OF THE PRODUCT VIA MT 103 AND SELLER TRANSFERS TITLE.

REFINERY WORKING PROCEDURES (FOB ROTTERDAM & HOUSTON) 1)

1. BUYER SENDS ICPO TO SELLER ON RECEIPT OF SELLER'S SOFT CORPORATE OFFER. 2. SELLER ISSUES COMMERCIAL INVOICE CI, FOR THE AVAILABLE QUANTITY TO BUYER, BUYER SIGNS AND RETURNS TO SELLER WITH TSA AND NCNDA/IMPFA SIGNED BY ALL BUYER GROUPS WITH COMMISSION STRUCTURES.
3. SELLER ISSUES, DIP TEST AUTHORIZATION LETTER SIGN BY ALL PARTIES INCLUDING BUYERS TANK FARM.
4. UPON THE SIGN OF DTA BY ALL PARTIES
SELLER ISSUES FRESH
 - SGS REPORT,
 - TANK RECEIPT,
 - INJECTION REPORT,
 - CERTIFICATE OF ORIGIN,
 - PRODUCT PASSPORT
5. BUYER ORDER SGS TO CONDUCT DIP TEST OF THE PRODUCT IN THE SELLER TANK ON BUYER EXPENSE UPON SUCCESSFUL DIP TEST, BUYER PROVIDES VESSEL DETAILS OR TANK DETAILS, SELLER SHALL IMMEDIATELY SUBMIT THE (SGS) INSPECTION REPORT ALONG WITH THE FULL PROOF OF PRODUCT (POP) TO THE BUYER.
6. BUYER MAKES 100% PAYMENT BY MT103 TT WIRE TRANSFER FOR THE TOTAL PRODUCT AND SELLER PAYS COMMISSION TO ALL INTERMEDIARIES.

REFINERY WORKING PROCEDURES (FOB ROTTERDAM & HOUSTON) 2)

- 1) THE BUYER ISSUE ICPO WITH HIS INTERNATIONAL PASSPORT COPY (DATA PAGE) TO THE SELLER.
- 2) THE SELLER ISSUES COMMERCIAL INVOICE (CI) FOR THE AVAILABLE QUANTITY IN THE SELLER'S STORAGE RESERVOIR TO THE BUYER, BUYER SIGNS AND RETURNS THE CI TO THE SELLER WITH THEIR SIGNED TANK STORAGE AGREEMENT (TSA) FOR THE SELLER'S VERIFICATION, AND THEN SELLER RETURN THE SIGNED COMMERCIAL INVOICE & INSPECTION LETTER TO INSPECT BUYER TANK FARM BEFORE RELEASING THE FULL PPOP DOCUMENT WITH FRESH SGS REPORT.
- 3) THE SELLER ISSUES THE PARTIAL POP DOCUMENTS AS BELOW AND SENDS TO THE BUYER.
 - (I) FRESH SGS (NOT OLDER THAN 48 HOURS)
 - (II) CERTIFICATE OF ORIGIN
 - (III) AUTHORIZATION TO VERIFY (ATV)
 - (IV) UNCONDITIONAL DTA
 - (V) (COMMITMENT TO SUPPLY
 - (VI) TANK STORAGE RECEIPT (TSR)
 - (VII) ATSC
 - (IX) INJECTION REPORT.
- 4) THE BUYER CONDUCTS INSPECTION BY SGS ON BUYER'S EXPENSE.
- 5) SELLER ISSUES THE NCNDA/IMPFA TO ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND FOR ENDORSEMENT.
- 6) UPON SUCCESSFUL DIP TEST OF THE PRODUCT, SELLER COMMENCES INJECTION TO BUYER'S TANK OR VESSEL, BUYER MAKES PAYMENT OF THE PRODUCT VIA MT 103 AND SELLER TRANSFER TITLE

REFINERY WORKING PROCEDURES (FOB HOUSTON & ROTTERDAM)

1. BUYER ISSUES ICPO & TANK STORAGE AGREEMENT TSA
2. SELLER ISSUE COMMERCIAL INVOICE C.I. TO THE BUYER, BUYER SIGN AND RETURN COMMERCIAL INVOICE
3. SELLER LODGE THE FINALIZED COMMERCIAL INVOICE WITH THE BANK AND SELLER PROCEEDS TO VERIFY
AND PAY TWO (2) DAYS BUYER TANK STORAGE AS A COMMITMENT TO SUPPLY AND UPON CONFIRMATION
OF SELLER PAYMENT BY BUYER TANK OPERATOR BUYER IMMEDIATELY PAY ADDITIONAL 3 DAYS TO OBTAIN
THE TOTAL OF 5 DAYS TANK STORAGE RECEIPT NEEDED FOR THE TRANSACTION ISSUED IN BUYER NAME.

4. SELLER INJECT THE PRODUCT INTO BUYER TANKS AND PROVIDE BUYER WITH THE BELOW POP DOCUMENTS

A. 48 HOURS FRESH SGS REPORT (ANALYSIS REPORT Q&Q OF THE PRODUCT)

B. INJECTION REPORT C. DTA (DIP TEST AUTHORIZATION)

C. CERTIFICATE OF ORIGIN

D. ATSC (AUTHORIZATION TO SELL AND COLLECT)

E. STATEMENT OF AVAILABILITY OF PRODUCT

F. ATV (AUTHORIZATION TO VERIFY)

5. NCNDA/IMFPA WILL BE SIGNED BY ALL INTERMEDIARIES INVOLVED WITH SELLER BANK

ENDORSEMENT. 6. AFTER CONFIRMATION OF THE ABOVE POP DOCUMENTS AND PRODUCT IN TANKS, BUYER MAKE PAYMENT FOR TOTAL COST OF PRODUCT VALUE VIA MT103 AND SELLER TRANSFER TO BUYER THE PRODUCT TITLE AND

ONE (1) YEAR CONTRACT.

7. SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION ACCORDING TO THE SIGNED NCNDA/ IMFPA

CIF PROCEDURE

1. BUYER ISSUES ICPO / LOI WITH FULL BANKING DETAILS ALONG WITH PASSPORT COPY

2. SELLER ISSUE SALES AND PURCHASE AGREEMENT SPA

3. UPON SIGNING THE CONTRACT, THE SELLER WILL LEGALIZE AND REGISTER THE HARDCOPIES OF THE CONTRACT

4. SELLER TRANSFERS TITLE TO BUYER'S NAME AND BOTH PARTIES ENDORSES THE CHARTER PARTY AGREEMENT WITH THE SHIPPING COMPANY

5. SELLER SENDS TO BUYER THE LEGALIZED AND NOTARIZED HARD COPIES SPA ALONGSIDE THE SHIPPING DOCUMENTS AND (PPOP) AS LISTED BELOW VIA EMAIL

A. Partial Proof Of Product

B. Authorization To Sell (ATS)

C. Letter Of Commitment To Supply

D. Product Passport

E. Certificate Of Origin

F. Company Registration Certificate

G. Letter Of Conformity

6. UPON RECEIPT OF THE PPOP DOCUMENTS FROM THE SELLER, SELLER AND BUYER PAYS FOR THE FREIGHT COST TO THE SHIPPING COMPANY WILL BE DEDUCTED FROM THE PAYMENT OF THE PRODUCT

7. UPON CONFIRMATION OF THE PAYMENT TO THE SHIPPING COMPANY, SELLER BANK SENDS SHIPPING {BILL OF LADING & VESSEL'S Q88} AND POP DOCUMENTS TO THE BUYER'S BANK

8. SELLER ISSUES 2% PERFORMANCE BOND AND SSG REPORT AT LOADING PORT.

9. THE BUYER'S BANK WILL SWIFT TO SELLER BANK SBLC/ MT760 TO THE SELLER'S BANK.

10. SHIPMENT WILL COMMENCE WITHIN 10-14 DAYS UPON RECEIVING MT760 PAYMENT GUARANTEE FROM THE BUYER'S BANK AND UPON ARRIVAL OF THE CARGO AT THE DISCHARGE PORT, PAYMENT WILL BE MADE FOR THE PRODUCT BY THE BUYER VIA T/T WIRE TRANSFER AFTER CIQ/SGS INSPECTION AT DISCHARGE PORT.

11. SELLER WILL RELEASE PAYMENTS TO THE INTERMEDIARIES INVOLVED WITHIN 48 HOURS OF RECEIVING THE PAYMENT FOR THE PRODUCT FROM THE BUYER'S BANK.

12. UPON THE FIRST SHIPMENT DELIVERY AND RECEIPT OF PAYMENT, BUYER'S BANK WILL ISSUE AN IRDL which will be revolving for 11 months to the seller's bank and payments will be made at sight against CIQ / SGS INSPECTION AT THE DISCHARGE PORT

CIF PROCEDURE

1 THE BUYER ISSUES THE ICPO TO THE SELLER.

2) THE SELLER ISSUES THE DRAFT CONTRACT SPA FOR THE BUYER TO SIGN AND RETURN.

3) THE SELLER SENDS COPY OF THE APPROVED, FINAL CONTRACT TO THE BUYER ALONG WITH BELOW PARTIAL - POP DOCUMENTS.

(A) Commitment To Supply.

(B) Certificate Of Origin

(C) Statement Of Product Availability

(D) Product Passport

(E) Proforma Invoice For The First Value Shipment.

4 WITHIN 7 BANKING DAYS, BUYER'S BANK SENDS IRREVOCABLE OPERATIVE SBLC VIA MT760 OR DLC VIA MT700 ACCORDING TO SELLER'S FIDUCIARY BANK VERBIAGE TO SELLER NOMINATED FIDUCIARY OFFSHORE BANK ACCOUNT FOR FIRST MONTH SHIPMENT. SHOULD BUYER FAIL TO ISSUE PAYMENT INSTRUMENT WITHIN 7 BANKING DAYS, THE BUYER WILL MAKE A DEPOSIT BASE ON MUTUAL AGREED BY BOTH PARTIES FOR SECURITY GUARANTEE TO ENABLE SELLER CHARTER VESSEL AND COMMENCE SHIPMENT, AND THIS PAYMENT WILL BE DEDUCTED FROM THE TOTAL COST OF THE PRODUCT AFTER INSPECTION AT THE DISCHARGE PORT, 5 SELLER'S BANK ISSUES FULL POP DOCUMENTS TO THE BUYER'S BANK ALONGSIDE WITH 2% PERFORMANCE BOND (PB 2%).

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 Justice, Republic Of Kazakhstan

C) Copy Of Statement Of Availability Of The Product.

D) Copy Of The Refinery Commitment To Produce The Product.

E) Copy Of Transnet Contract To Transport The Product To The Loading Port.

F) Copy Of The Port Storage Agreement.

G) Copy Of The Charter Party Agreement To Transport The Product To Discharge Port

H) Copy Of Vessel Questionnaire 88

I) Copy Of Bill Of Lading.

J) SGS Report At Loading Port.

K) Dip Test Authorization (DTA) & ATBL) NOR /ETA

M) Certificate Of Ownership Transfer

N) Allocation Transaction Passport Code Certificate (ATPCC) By Ministry Of Energy.

6 SHIPMENT COMMENCES AS PER SIGNED CONTRACT DELIVERY SCHEDULE AND THE SHIPMENT SHOULD ARRIVE AT BUYER'S DISCHARGE PORT WITHIN 5-24 DAYS. THE SGS INSPECTION WILL BE BORNE BY THE SELLER AT THE LOADING SEAPORT AND THE BUYER AT THE UNLOADING SEAPORT.

7. UPON SUCCESSFUL PRODUCT CONFIRMATION AGAINST SGS/CIQ REPORT OF QUALITY AND QUANTITY AT DESTINATION PORT, THE BUYER MAKES PAYMENT BY MT103. SELLER WITHIN SEVENTY-TWO (72) HOURS, COMMISSIONS PAYS INTERMEDIARIES INVOLVED IN THE TRANSACTION.

TTO PROCEDURE

1. BUYER ISSUE ICPO.

2. SELLER PROVIDES MOU AND CI TO BE SIGNED BY BUYER AND SELLER.

3. SELLER AND BUYER ENDORSE THE CI AND MOU.

4. SELLER PROVIDE FOLLOWING DOCUMENTS:

A) Bill Of Lading,

B) Vessel Q88,

C) Vessel Details,

D) Ullage Report,

E) Cargo Manifest,

F) Product Passport (Indigenous Dip Test),

G) Certificate Of Origin

H) Statement Of Product Availability.

5. BUYER PAYS THE NEGOTIATED DEPOSIT. THEN SELLER PROVIDES ATV ON BOARD AND PRODUCT TITLE TRANSFER CERTIFICATE ALONG WITH NCNDA/IMFPA

7. BUYER PAYS REMAINING BALANCE IN FULL AFTER CIQ/GSG TEST CONFIRMS Q&Q



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