



Ref No: ASV/KZ-RU/SCO/024592/25.

ISSUED DATE: 1st JULY 2025 – Valid till: 30th SEPTEMBER 2025

ISSUED TO: BUYER/BUYER'S MANDATE

SOFT CORPORATE OFFER

On behalf of our supplier, we, LLC "AVIASERVICE", confirm our readiness, willingness, and capability to supply the specified quantities of petroleum products at the prices detailed below.

DI-AMMONIUM PHOSPHATE (DAP)

Minimum Quantity: 50,000 MT, Maximum Quantity 500,000 MT

CIF Price: Gross \$410, Net \$400

Commission \$5 Seller side, \$5 Buyer side.

Origin: Kazakhstan

LIGHT CYCLE OIL

Minimum Quantity: 50,000 MT, Maximum Quantity 500,000 MT

FOB Price: Gross \$400, Net \$390

CIF Price: Gross \$410, Net \$400

Commission \$5 Seller side, \$5 Buyer side

Origin: Kazakhstan

AVIATION KEROSENE COLONIAL GRADE JP54

Minimum Quantity: 1,000,000 BBLs, Maximum Quantity 5,000,000 BBLs

FOB Price: Gross \$72, Net \$68

CIF Price: Gross \$77, Net \$73

Commission \$2 Seller side, \$2 Buyer side.

Origin: Kazakhstan

ESPO BLEND CRUDE OIL

Minimum Quantity: 1,000,000 BBLs, Maximum Quantity 5,000,000 BBLs

FOB Price: Gross \$55, Net \$51



CIF Price: Gross \$60, Net \$56

Commission \$2 Seller side, \$2 Buyer side.

Origin: Kazakhstan

MAZUT M100 GOST-1058575/M100 GOST 10585-99

Minimum Quantity: 50,000 MT, Maximum Quantity 500,000 MT

FOB Price: Gross \$400, Net \$390

CIF Price: Gross \$410, Net \$400

Commission \$5 Seller side, \$5 Buyer side.

Origin: Kazakhstan

LIQUIDIFIED NATURAL GAS (LNG)

Minimum Quantity: 50,000 MT, Maximum Quantity 500,000 MT

FOB Price: Gross \$400, Net \$390

CIF Price: Gross \$410, Net \$400

Commission \$5 Seller side, \$5 Buyer side.

Origin: Kazakhstan

LIQUEFIED PETROLEUM GAS. (LPG)

Minimum Quantity: 50,000 MT, Maximum Quantity 500,000 MT

FOB Price: Gross \$400, Net \$390

CIF Price: Gross \$410, Net \$400

Commission \$5 Seller side, \$5 Buyer side.

Origin: Kazakhstan

JET FUEL A1

Minimum Quantity: 1,000,000 BBLs, Maximum Quantity 5,000,000 BBLs

FOB Price: Gross \$72, Net \$68

CIF Price: Gross \$77, Net \$73

Commission \$2 Seller side, \$2 Buyer side.

Origin: Kazakhstan



DIESEL EN590 (10PPM)

Minimum Quantity: 50,000 MT, Maximum Quantity 500,000 MT

FOB Price: Gross \$400, Net \$390

CIF Price: Gross \$410, Net \$400

Commission \$5 Seller side, \$5 Buyer side.

Origin: Kazakhstan

PETROLEUM COKE (PETCOKE)

Minimum Quantity: 50,000 MT, Maximum Quantity 300,000 MT

CIF Price: Gross \$80, Net \$70

Commission \$5 Seller side, \$5 Buyer side.

Origin: Kazakhstan

UREA GRANULAR AND PRILLED

Minimum Quantity: 50,000 MT, Maximum Quantity 500,000 MT

CIF Price: Gross \$410, Net \$400

Commission \$5 USD Seller side, \$5 USD Buyer side.

Origin: Kazakhstan

DIESEL D6 VIRGIN LOW POUR FUEL OIL

Minimum Quantity: 25,000,000 Gallon, Maximum Quantity 50,000,000 Gallon FOB

Price: Gross \$0.82, Net \$0.80

CIF Price: Gross \$0.86, Net \$0.84

Commission \$0.01 Seller side, \$0.01 Buyer side.

Origin: Kazakhstan

BITUMEN 60/70

Minimum Quantity: 50,000 MT, Maximum Quantity 500,000 MT

FOB Price: Gross \$400, Net \$390

CIF Price: Gross \$410, Net \$400

Commission \$5 Seller side, \$5 Buyer side.

Origin: Kazakhstan



GASOLINE 87/89/93/95 OCTANE'S

Minimum Quantity: 50,000 MT, Maximum Quantity 200,000 MT

FOB Price: Gross \$400, Net \$390

CIF Price: Gross \$410, Net \$400

Commission \$5 Seller side, \$5 Buyer side.

Origin: Kazakhstan

BASE OIL

Minimum Quantity: 20,000 MT, Maximum Quantity 200,000 MT

FOB Price: Gross \$400, Net \$390

CIF Price: Gross \$410, Net \$400

Commission \$5 Seller side, \$5 Buyer side.

Origin: Kazakhstan.

(NO 1) 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- The seller appoints and signs a charter party agreement with the buyer and the shipping company. The buyer and seller share the transportation cost, paying the shipping company on a 50/50 basis via MT103 for product delivery to the final discharge port.



5- After signing the CPA, the Seller issues the following full POP:

- * 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.

6- Shipment commences as scheduled. Upon the cargo's arrival at the discharge port and after SGS/Q&Q (or equivalent) inspection, the buyer releases the total shipment value to the seller's bank within 48 hours via MT103. (If the currency is USDT, additional time may be required for transaction verification.)

7- seller pay all intermediaries involved in the transaction as per IMFPA within 48 hours.

(NO 2) CIF TRANSACTION PROCEDURE:

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
- * Authority to Sell and Collect (ATSC)
- * Guarantee Letter of Performance and Refund (GLPR)

4. Buyer's bank issues SBLC MT760/DLC MT700 or to cover the first Shipment to Seller's Bank according as per the Seller's fiduciary bank verbiage to seller nominated fiduciary bank account which acceptable by Buyer for first month shipment within seven (7) Bank working days, upon the Buyer SBLC MT760/DLC MT700 Seller will issue 2% Performance Bond (PB) to Buyer's Bank within 3 working days. If the buyer fails to issue the SBLC MT760 /DLC MT700 within 7 bank working days, then buyer must deposit 3% 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 3% 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.

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

(NO 1) TANK TO TANK PROCEDURE F.O.B (DIP AND PAY) NON-NEGOTIABLE:

1. Seller Official Mandate issues SCO, and buyer issue ICPO with scan passport copy.
2. Seller Issue CI for the available quantity in the storage tank, Buyer signs and return the CI to seller with their signed TSA (Tank Storage Agreement) for Seller approval also NCNDA/IMFPA signed by all parties.
3. Seller pay 3days to buyer's tank farm first, upon the confirmation of seller payment to buyer tank farm, buyer pay 2day to his Tank Farm and provide us 5days valid TSR.
4. Seller issues the following pop documents:

Product Passport issued by SGS

SGS Report. Not less than 24 hours



Injection Report

Certificate of Origin

Commitment to supply

Availability of product

5. Upon the confirmation of pop document and fresh SGS buyer conduct, dip Test on his Tank Farm.
6. Buyer make 100% payment by MT103 TT wire transfer for the total product and Seller pays commission to all intermediaries Involved in the transaction 24 hours after confirmation of the buyer payment.

(NO 2) TANK TO TANK PROCEDURE F.O.B (DIP AND PAY) NON-NEGOTIABLE:

1. The Buyer Issue ICPO with his International Passport Copy (Data Page), CIS and Company License to the Seller.

2. Upon confirmation, the Seller will issue a Commercial Invoice (CI) to the Buyer for the available quantity in the Seller's storage tank. The Buyer will then sign and return the CI to the Seller, along with a Valid Signed Tank Storage Agreement.

3. Seller provides ATV Verbiage sample to Buyer. Buyer provides Tank Farm approved ATV to Seller. Seller proceeds to verify Tank Availability with Buyer's Tank Farm and Port Authorities.

4. The Seller release the POP documents as below and send to the Buyer.

Commitment to Supply

Certificate of Origin

Notice of Readiness

Unconditional DTA

Fresh SGS (not older than 48 hours)

ATSC-Authority to sell and collect

Injection Report



Tank Storage Receipt (TSR)

5. The Buyer will conduct a dip test in the Seller's tank to verify the product quantity and quality to commencing injection into the Buyer's tank.

6. A Non-Circumvention, Non-Disclosure Agreement (NCNDA) and Irrevocable Master Fee Protection Agreement (IMFPA) will be signed and sealed by all intermediaries involved in the transaction.

7. Within 24 hours, the Buyer will issue a 100% payment via TT wire transfer to the Seller. Upon receipt of payment, the Seller will transfer title ownership of the product to the Buyer.

8. Upon successful completion of the transaction and receipt of payment, the Seller will pay commissions to all intermediaries involved in the transaction.

(NO 3) TANK TO TANK PROCEDURE F.O.B (DIP AND PAY) NON-NEGOTIABLE:

- 1) Buyer issue ICPO containing the seller's working procedure and banking details along with buyer's nominated TSA, company registration certificate.
- 2) Seller issues a commercial invoice of the product in tanks at the port, buyer sign and return commercial invoice along with an acceptance letter.
- 3) Seller submits a fresh SGS Report of less than 48 hours to buyer's logistics for proper verification at the buyer's Tank Terminal,
- 4) Upon confirmation of SGS Report by Buyer's Tank terminal. Seller requests for buyers active & Operational TSR with seller Name indicated to enable immediate injection upon successful SGS verification seller inspect buyers Tank for injections. Seller injects product to buyer's tank and issues following POP documents to the buyer:
 - a) INJECTION PERMISSION AGREEMENT signed by buyers and buyers Tank Farm.
 - b) Authorization to sell and collect



- c) Commitment to supply
- d) Statement of availabilities of product

5) Upon confirmation of the signed INJECTION PERMISSION AGREEMENT seller Issue to buyers.

- a) A Fresh SGS report of less than 24 hours on buyer's company name
- b) Q&Q Report. And Injection Report
- C) Authorization to verify physically the product in the sellers' tank (ATV)
- D) Tank Storage receipt TSR

6) Seller issues NCNDA /IMFPA to Intermediaries for further processing.

7) Buyer conducts a Dip test on the product in the seller Tank and makes the payment for the total value of the product via MT103-TT after the injection process into their Nominated tanks.

8) Seller pays all intermediaries involved in the transaction and subsequently monthly shipments continue as per terms and conditions of the sales and purchase agreement contract between buyer and seller.

(NO 3) TANK TO TANK PROCEDURE F.O.B (DIP AND PAY) NON-NEGOTIABLE

1. Upon acceptance of the Seller's Soft Offer, the Buyer submits an Irrevocable Corporate Purchase Order (ICPO) in accordance with the Seller's working procedures, accompanied by a valid Tank Storage Agreement (TSA).

2. The Seller issues a Commercial Invoice (CI), which the Buyer signs and returns to the Seller within 24 hours, ensuring it is received within the invoice's validity period.

3. Upon receipt and review of the signed Commercial Invoice (CI), the Seller will issue a Dip Test Authorization (DTA) to be endorsed by the Buyer and the Buyer's tank farm, enabling the Dip Test to be conducted.



4. The Buyer returns the Dip Test Authorization (DTA) fully completed and signed within its validity period. Upon successful review of the completed DTA, the Seller issues the following full Proof of Product (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 conducts test are carried out on the product in seller's tanks.

6. Buyer upon successful Dip Test makes full payment pays 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.

TANK TAKE OVER PROCEDURE F.O.B ROTTERDAM/HOUSTON/FUJAIRAH/JURONG & CHINA LOADING PORTS:

1. The Buyer issues an Irrevocable Corporate Purchase Order (ICPO) along with Proof of Funds (POF) and Company Information Sheet (CIS) to the Seller's company through the Seller's authorized mandate representative.

2. The Seller issues an Allocation Commercial Invoice (CI) for the Buyer's review, signature, and return to the Seller within 24 hours.



3. Seller uses official email to provide the Buyer PPOP documents:
 - a. TSR - Tank Storage Receipt
 - b. Certificate of Product Origin.
 - c. Statement of Product Availability
 - d. Commitment Letter to Supply the Product
 - e. Authorization to Sell and Collect (ATSC)
 - f. ATV - Authority to Verify the Existence of Product via email or phone call
 - g. Three (3) days tank extension invoice
4. The Buyer pays the Seller's tank farm via USDT or MT 103/TT within 2 working days. This payment secures a 3-day extension of the Seller's tank allocation, allowing the Seller to conduct the dip test at seller's expense.
5. Seller issues the following documents to Buyer:
 - a. TSR - Tank Storage Receipt (updated)
 - b. Unconditional DTA
 - c. Fresh SGS Less Than 48hrs
 - d. Product Passport Analysis
 - e. Company certificate
 - f. Export License
6. Seller issues NCNDA /IMFPA to Intermediaries for further processing.
7. Buyer takes over Seller's Tank and performs 2nd Dip Test at Buyer's cost, and upon satisfactory SGS inspection result, Buyer pays the Seller via MT103 or TT of the total product value.
8. Seller transfers product title ownership to Buyer's name.



9. Seller issues contract agreement letter to Buyer for roll over to contract of 12 Months.

10. After completing the transaction, the Seller pays all intermediaries involved. Monthly shipments will then proceed according to the terms and conditions outlined in the Sales and Purchase Agreement between the Buyer and Seller, as governed by the Non-Circumvention, Non-Disclosure Agreement (NCNDA) and Irrevocable Master Fee Protection Agreement (IMFPA).

(NO1) REFINERY FREE ON BOARD TANK TO VESSEL TRANSACTION PROCEDURE.

1. The Buyer accepts the Seller's working procedure and issues an Irrevocable Corporate Purchase Order (ICPO) addressed to the Seller's refinery.

2. Seller issues commercial invoice (CI), Buyer signs and returns back commercial invoice along with their Shipping Company Charter Agreement (CPA).

3. Seller provides buyers with the below listed PPOP.

- a. Product Passport (product analysis report)
- b. Irrevocable Commitment Letter to Supplier
- c. Statement of Product Availability
- d. Tank-to-Vessel Injection Agreement (TTVIA) to be signed by buyer and their Shipping.

4. Buyer returns the TTVIA after countersigned by all parties and Seller provides buyer with:

- a) (ATV) with access code and hub number to verify the product
- b) GPS Coordinate-Tank Storage Receipt (TSR)
- c) Injection Report
- d) Unconditional Dip test authorization letter (DTA)
- e) Authorization to sell.
- f) Fresh SGS Report in Seller Tank.



5. (NCNDA/IMFPA) will be signed, buyer within 24 hours after successful dip test in seller tanks provide Q88 seller proceed for Tank-to-Vessel injection and provide buyer with the injection report of the product into buyer vessel.

6. Buyer makes payment for total cost of product injected into buyer vessel via MT103.

7. The seller shall transfer title ownership to the buyer, accompanied by all necessary export documentation, to facilitate customs clearance and shipment of the goods.

8. Upon conclusion of first lift transaction seller pays all intermediaries involved in the Transaction and proceeds with the signing of contract with Buyer.

(NO 2) REFINERY FREE ON BOARD TANK TO VESSEL TRANSACTION PROCEDURE.

1. buyer issues ICPO with banking details compliant to seller's terms and procedures including buyer's company registration certificate and company profile (CP).

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 below PPOP documents

(i) statement of product availability (copy)

(ii) assurance letter to supply

(iii) dip test authorization (D.T.A) to be endorsed by buyer and seller's tank farm logistics where the products are stored. buyer contact and open communication with the tank farm logistics and pays to extend or take over tanks via mt103/TT wire transfer for the number of days required for physical verification and immersion/dip test on the product quality and quantity analysis inside seller's tank prior to injection of the commodity from seller's tanks to buyer's vessel.

4. buyer returns the dip test authorization (DTA) fully completed and signed within the validity and upon successful review of the completed DTA, seller issues the below full pop documents: -



- i. fresh SGS report (not older than 48 hours)
- ii. product reservoir receipt
- iii. accreditation certificate
- iv. product passport (quantity and quality analysis)
- v. authorization to sell and collect certificate (ATSC)
- vi. injection report
- vii. certificate of product origin
- viii. authorization to verify (ATV) the product
- ix. NCNDA/IMFPA to be completed by all intermediaries

5. upon receipt and confirmation of the above pop documents, buyer provide to the seller charter party agreement (CPA), vessel details (q88), seller release official notice of readiness to inject. seller commences injection to buyer's vessel and issue injection report to buyer.

6. upon the confirmation of the total quantity injected into buyers' vessel, buyer 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.

7. seller issues contract for monthly delivery upon successful completion of the trial order.

