



Potential Oil

# POTENTIAL OIL

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**Ref No: PNT-0986TO/SCO-952/2025**

**DATE: AUGUST 26<sup>th</sup> 2025**

**To: whom it may concern,**

**Attn: Capable buyers/buyer's representatives**

### **SOFT CORPORATE OFFER**

We "**POTENTIAL OIL LLP**", In name of the Seller, with full legal responsibility under penalty of perjury hereby issue this Soft Corporate Offer (SCO) for this Petroleum Products: D6, JET A1 & EN590 10PPM. We supply for immediate delivery on FOB basis under our Kazakhstan sales Refinery:

### **PAYMENT TERMS: MT103-T/TWIRE TRANSFER FOR IMMEDIATE QUANTITY**

DELIVERING PORT: FOB ROTTERDAM/ FUJAIRAH, HOUSTON & JURONG

PORT SINGAPORE.

INCOTERMS: COST INSURANCE & FREIGHT

SPECIFICATION: STANDARD EXPORT SPECIFICATION

INSPECTION: SGS or its equivalent

### **AVAIATION FUEL (JETA1) KAZAKHSTAN ORIGIN**

Quantity: Minimum 1,000,000 BBLs Trial Shipment / Maximum: 6,000,000 BBLs Monthly

FOB Price: \$68 Gross / \$64 Net

Commission: \$2 / \$2

### **EN590 10PPM KAZAKHSTAN ORIGIN**

Quantity: Minimum 100,000 MT Trial Shipment / Maximum 500,000 MT Monthly

FOB: \$440 Gross / \$420 Net

Commission: \$10 / \$10

**VIRGIN D6 FUEL OIL KAZAKHSTAN ORIGIN**

Quantity: Minimum: 50,000,000 million Gallon Trial Shipment / Maximum: 300,000,000 million Gallon Monthly.

FOB: \$0.70 Gross / \$0.68 Net

Commission \$2 / \$2

**REFINERY FOB DIP & PAY TRANSACTION PROCEDURES ROTTERDAM, FUJAIRAH, & HOUSTON TANK TO TANK (TTT)**

1. Buyer sends official ICPO along with data page of Buyer scanned Passport and Company registration.
2. Seller issues commercial invoice (CI), Buyer signs and returns commercial invoice back to Seller.
3. Seller issues to Buyer the below (PPOP):
  - Statement of Product Availability
  - Commitment Letter to supply
  - Product passport (analysis test report).
  - Authorization to Sell and Collect (ATSC)
4. Upon Successful Verification of the product PPOP documents, Buyer requests 1-day Tank extension Invoice fee from Seller to enable buyer obtain TSR in buyer name and receive access permit, port clearance and authorization to dip test on seller's Tank. Upon receipt of payment, Seller issues the following POPP documents to buyer.
  - Tank Location, Hub number/ GPS Coordinate of Tank.
  - Pipeline Injection Report
  - Unconditional Dip Test Authorization (UDTA)
  - Authorization to verify the product in seller's tanks physical (ATV)
  - Fresh SGS Report 48 hours
5. NCNDA/IMFPA will be signed among all parties involved.
6. Buyer options to conduct Dip Test on the product and makes the payment for the total value of product injected into the Buyers vessel/ Tank through the means of MT103-TT.
7. Seller pays commission to all intermediaries involved in the transaction and subsequently monthly shipment continues as per terms and conditions of the commercial invoice and extension of transaction by issuing 12 months contract to buyer for proceeding.

**REFINERY FOB DIP & PAY DELIVERY PROCEDURES AND TERMS**

1. Buyer sends ICPO with full banking details, CP, Passport Copy and Company registration along with buyer TSA.
2. Seller sends CI + Authorization to sell & collect (ATSC) in the name of Buyer + Non-Disclosure Agreement between Buyer and the refinery
3. Buyer returns signed commercial invoice (CI) to Refinery
4. Seller sends Dip Test Authorization (DTA)
5. Buyer executes Dip test in seller tanks and sends TSR
6. Seller sends schedule of injection
7. Buyer pays for total products via MT103.
8. Seller injects product into buyer's tanks and transfers the full pop in buyer's name
9. Seller and Buyer sign a contract on the basis on the same procedure.

**REFINERY FOB DELIVERY PROCEDURES AND TERMS (TTV) TANK TO VESSEL**

1. Buyer issues ICPO containing the seller's procedure with banking details and scanned copy of Buyer's passport along with Buyer's Charter Party Agreement (CPA) for Seller's validation.
2. Seller issues Commercial Invoice (CI) for the available products in Tank at the Port, for Buyer's review and endorsement, and return to Seller for countersigning.
3. Seller countersigned the Commercial Invoice (CI) and issues to buyer Tank to Vessel Injection Agreement (TTVIA) to be endorsed by both Seller and Buyer's Logistics Company.
4. Seller release to Buyer the following PPOP documents:
  - \* Copy of Tank Storage Receipt (TSR).
  - \* Copy of Commitment Letter to Supply
  - \* Copy of Authorization to Verify (ATV)
5. Buyer contact the Seller's Storage Company to verify the availability of the product and obtain access permit to enable the buyer and buyer's inspection team to Conduct Dip Test on the product in the leased Tank.
6. Seller issues Dip Test Authorization (DTA) for Buyer and his team to conduct Dip Test at buyer's expenses immediately in sellers Tank for buyer's Approval.

7. Seller's storage Company issue to Buyer the Notice of Readiness (NOR) to inject the product upon satisfactory result of Dip Test.
8. Buyer issues Q88 and make the Vessel available for the injection process to commence as scheduled.

**REFINERY TRANSACTION PROCEDURES FOB ROTTERDAM, FUJAIRAH & HOUSTON (TANK TO TANK)**

1. Buyer sends ICPO containing the Refinery is working procedure with bank details and scanned copy of buyer's passport, Tank Storage Agreement (TSA) authorization to verify buyer tank storage for Refinery approval (ATV) on buyer's company letterhead.
2. Refinery issues Commercial Invoice (CI) of the product, Buyer Signs and return commercial invoice with an acceptance letter.
3. Refinery issues a copy of SGS report to buyer tank farm Company only to verify SGS report. (Note: this document is strictly for buyer's tank company only to observe and verify).
4. Upon successful confirmation and verification of the SGS report by the buyer's tank farm company, buyer's pays he tank farm company for three (2-3} days within 48 hours, as a sign of tank reservation for dip test and release of bellow POP documents.
5. Refinery issues the following full POP documents to buyer:
  - A. Injection report
  - B. Product Reservoir
  - C. Accreditation Certificate
  - D. Product Passport (Quantity and Quality Analysis)
  - E. Authorization to Sell and Collect Certificate (ATSCC)
  - F. Fresh updated SGS report
  - G. Authority to Verify (ATV) either physically or otherwise
  - H. Certificate of Product Origin;
  - I. NCNDA/IMFPA (To be completed by all intermediaries)
  - J. Unconditional dip test authorization letter
6. Buyer conducts dip test on the product and makes the total value of the product injected into the tanks through the means of MT103-TT
7. Seller pays all intermediaries involved in the transaction and subsequently monthly shipments continue as per ales and purchase agreement contract between buyer and seller.

**REFINERY DELIVERY FOB PROCEDURES TABLE TALK MEETING (TTM)**

1. The buyer issues an ICPO accompanied along with Tank Storage Agreement (TSA) as proof of storage availability. If CIF TSA is not required.
2. The refinery issues a commercial invoice Or SPA for the available quantity. The buyer signs the CI /SPA and returns it to the refinery with the BCL as POF.
3. Refinery issue invoice of \$65,000 USD for TTM (TABLE TALK MEETING) coordination and arrangement and the buyer proceed to make payment to Fiduciary account or USDT wallet.
4. Upon confirmation of \$65,000 USD payment by the finance team, the refinery invites the buyer for visit to complete the transaction.
5. During physical meeting and documents presentation, the buyer pays 50% of product fee via cash/TT transfer/USDT payment to the refinery team present at the meeting.
6. Full set of POP documents is provided to the buyer and product injection processing into tank or vessel comments
7. The Buyer pays balance total product amount to the refinery
8. The refinery pays commissions to all intermediaries in accordance with IMFPA/NCNDA standards within 24 hours of receiving payment from the buyer.

**REFINERY DELIVERY FOB ROTTERDAM/FUJAIRAH PROCEDURE TANK TO TANK (TTT)**

1. Buyer issue ICPO with Tank Storage Agreement (TSA) for Seller verification and approval of its validity alongside buyer certificate company registration and Scanned Passport Copy.
2. Seller issue Commercial Invoice (CI) of the products, Buyer signs CI and returns back to Seller.
3. Upon Seller's approval of the Buyer's TSA, Buyer makes request of the Payment Invoice from their tank farm for both Seller and Buyer's payment.
4. Buyer pays two (2) day of Buyer's Tank fees and Seller pays for Three (3) days (depending on the product volume), upon Seller's swift wire MT 103 is confirmed by the Buyer Tank farm, Buyer provides "Five (5)" days TSR, and ATI as issued by their Tank Farm.
5. Sellers verify ATI and sends "Injection Schedule" and injection commences immediately to Buyer's leased Tank and after completion of injection, Seller immediately provides full POPP as below:

- A. Notarized Commercial Invoice (CI);
  - B. Injection Report on Buyers shore tank Rotterdam (IR) C. Unconditional Dip Test Authorization Letter (DTA)
  - C. Authority to Sell and Collect the fund (ATSC)
  - D. Statement of Product Availability
  - E. Certificate of Origin
  - F. Registration and Export License;
  - H. Fresh SGS
  - G. Authorization to Verify (ATV)
6. Buyer verifies Full POP as above and conduct dip test (if necessary) and upon successful dip test, Buyer pays via MT-103/TT.
7. Seller transfer Title on Buyer's name and pays commission within 48 hours to all Intermediaries as mentioned in the IMFPA.

#### **REFINERY TRANSACTION PROCEDURES FOB ROTTERDAM & HOUSTON (TANK TO TANK)**

- {1}. Buyer issues ICPO, Company Registration Certificate along with Buyer's Tank Storage Agreement (TSA) as proof of storage availability to the Refinery for acceptance, OR Buyer request to extend seller's tanks.
- {2}. Refinery issues the Commercial Invoice (CI) to Buyer to sign, seal and return, Statement of Availability of product letter for the quantity available in the storage tank to Buyer.
- {3}. Upon Approval of the Buyer's 2 days TSR OR successful Refinery tanks extension by the Buyer, Refinery issues the below:
- {A} Product Injection Report and Analysis to confirm the existence of the stored product in Refinery storage Tank, which is Confirmable, Trackable, Traceable for the product reference, NCNDA/IMFPA and existence of the product at the storage tank at the port terminal
- {B} For the first Trial lift tranche of 2 million BBL Seller shall also include a reimbursable Fresh SGS Q&Q Analysis Report (max 48 hours old) in Refinery tank storage in Rotterdam/Fujairah.
- {C} Unconditional DTA Authorization letter to enable the Exit Buyer, SGS inspector, Nominee and delegate for Dip Test.
- {D} ATSC (Authorization to Sell and Collect) the Product.

  
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{4}. At Buyer's Sole discretion and at Buyer's cost: Buyer Dip Test in Refinery storage tank with SGS official and Receive Fresh SGS Report not less than 24 hours.

{5}. Within 72 Hours, Buyer provides Storage Tank or Vessel storage for Injection of product into the Buyers hired TSR or Vessel Q88.

{6}. Upon successful injection, Buyer pays total cost of product, and or tank-take-over, and reimburses Refinery Fresh SGS cost by MT103 within 2 US banking days. After confirmation and receipt of the Buyer's payment in Refinery account, Refinery transfer's Title of Ownership to Buyer together with all other documents Buyer may need to ship his product.



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