

KULPASH.L.L.P

Address: Astana, Baikonyr District, Amangeldi Imanov Street, 19, KV 105 Kazakhstan
Астана қаласы, Байқоңыр ауданы, Амангелді Иманов көшесі, 19, КВ 105 Қазақстан

REG BIN NO: 171140008629

Email: sales@kulpashllp.com
Tel: +77785705986

SOFT CORPORATE OFFER (SCO)

Date 21th March, 2025

REF:kul /PASLLP014

End 18th August, 2026

We, KULPASH LLP with reliable Seller -Refinery; hereby issue this Soft Corporate Offer with full corporate responsibility under the penalty of perjury, we confirmed, certify that our Seller -Refinery have the ability to supply the commodity in accordance with the terms and conditions herein. We negotiation with Buyer –Buyer –Mandate.

PRODUCT ORIGIN : KAZAKHSTAN, GEORGIA AND SINGAPORE-EUROPE

PRODUCT: 10PPM DIESEL FUEL EN 590

Quantity: 5,000 Metric Tons - 50,000 Metric Tons Trial lift

Quantity: 100,000 Metric Tons – 200,000 Metric Tons per Month x 12 Months

Price FOB : USD 320 Gross / USD 3100 Net per Metric Tons

Price CIF/ASWP : USD 390 Gross / USD 380 Net per Metric Tons

Loading port: Rotterdam, Batumi, Poti, Akta, Kuryk and Öskemen

Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: MAZUT

Quantity: 5,000 Metric Tons - 50,000 Metric Tons Trial lift

Quantity: 100,000 Metric Tons – 200,000 Metric Tons per Month x 12 Months

pg. 1

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Price FOB: USD 240 Gross / USD 230 Net per Metric Tons
Price CIF/ASWP : USD 290 Gross / USD 280 Net per Metric Tons
Loading port: Rotterdam, Batumi, Poti , Akta, Kuryk and Öskemen
Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: JP54 AVIATION KEROSENE COLONIAL GRADE 54

Quantity: 700,000 Bbl - 2,000,000 Bbl Trial lift
Quantity: 3,000,000 Bbl – 5,000,000 Bbl per Month x 12 Months
Price FOB : USD 66 Gross / USD 64 Net Per Barrel
Price CIF: USD83 Gross / USD 81 Net Per Barrel
Loading port : Rotterdam, Batumi, Poti , Akta, Kuryk and [Öskemen](#)
Commission: USD1 Buyer side / USD1 Seller side

PRODUCT: VIRGIN D6 FUEL OIL

Quantity: 25,000,000 Gallons - 100,000,000 Gallons Trial lift
Quantity: 100,000,000 Gallons – 400,000,000 Gallons per week x 52 weeks
Price FOB : USD 0.80 Gross / USD 0.78 Net Per Gallon
Loading port: Rotterdam, Batumi, Poti , Akta, Kuryk and Öskemen
Commission: USD 0.1 Buyer side / USD 0.1 Seller side

PRODUCT: JET FUEL A-1

Quantity: 700,000 Bbl - 2,000,000 Bbl Trial lift
Quantity: 2,000,000 Bbl – 5,000,000 Bbl per Month x 12 Months
Price FOB: USD 66 Gross / USD 64 Net Per Barrel
Price CIF: USD83 Gross / USD 81 Net Per Barrel
Loading port: Rotterdam, Batumi, Poti , Akta, Kuryk and Öskemen
Commission: USD1 Buyer side / USD1 Seller side

PRODUCT: LIQUEFIED NATURAL GAS (LNG)

Quantity: 5,000 Metric Tons - 100,000 Metric Tons Trial lift
Quantity: 100,000 Metric Tons – 200,000 Metric Tons per Month x 12 Months

pg. 2

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Price FOB: USD 240 Gross / USD 230 Net per Metric Tons
Price CIF/ASWP : USD 260 Gross / USD 250 Net per Metric Tons
Loading port: Rotterdam, Batumi, Poti , Akta, Kuryk and Öskemen
Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: LIQUEFIED PETROLEUM GAS (LNG)

Quantity: 5,000 Metric Tons - 50,000 Metric Tons Trial lift
Quantity: 100,000 Metric Tons – 200,000 Metric Tons per Month x 12 Months
Price FOB: USD 240 Gross / USD 230 Net per Metric Tons
Price CIF/ASWP :USD 260 Gross / USD 250 Net per Metric Tons Loading
port: Rotterdam, Batumi, Poti , Akta, Kuryk and Öskemen Commission:
USD 5 Buyer side / USD5 Seller side

PRODUCT: LCO – LIGHT CYCLE OIL

Quantity: 5,000 Metric Tons - 50,000 Metric Tons Trial lift
Quantity: 100,000 Metric Tons – 200,000 Metric Tons per Month x 12 Months
Price FOB: USD 330 Gross / USD 320 Net per Metric Tons
Price CIF/ASWP :USD 420 Gross / USD 410 Net per Metric Tons Loading port:
Rotterdam, Batumi, Poti , Akta, Kuryk and Öskemen Commission: USD 5
Buyer side / USD 5 Seller side

PRODUCT: BASE OIL. (SN500, SN150, SN100, SN300)

Quantity: 5,000 Metric Tons - 50,000 Metric Tons Trial lift
Quantity: 100,000 Metric Tons – 200,000 Metric Tons per Month x 12 Months
Price FOB: USD 320 Gross / USD 310 Net per Metric Tons

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Price CIF/ASWP :USD 410 Gross / USD 400 Net per Metric Tons Loading port: Rotterdam, Batumi, Poti , Akta, Kuryk and Öskemen Commission: USD 5 Buyer side / USD 5 Seller side

PRODUCT: Di AMMONIUM PHOSPHATE (DAP)

Quantity: 5,000 Metric Tons - 50,000 Metric Tons Trial lift

Quantity: 100,000 Metric Tons – 200,000 Metric Tons per Month x 12 Months Price

CIF/ASWP :USD 220 Gross / USD 210 Net per Metric Tons Loading port:

Rotterdam, Batumi, Poti , Akta, Kuryk and Öskemen Commission: USD 5 Buyer side / USD 5 Seller side

PRODUCT: UREA 46%

Quantity: 5,000 Metric Tons - 50,000 Metric Tons Trial lift

Quantity: 100,000 Metric Tons – 200,000 Metric Tons per Month x 12 Months

Price FOB: USD 160 Gross / USD 150 Net per Metric Tons

Price CIF/ASWP :USD 230 Gross / USD 220 Net per Metric Tons Loading

port: Rotterdam, Batumi, Poti , Akta, Kuryk and Öskemen Commission:

USD 5 Buyer side / USD 5 Seller side

PRODUCT: PETCOKE

Quantity: 5,000 Metric Tons - 50,000 Metric Tons Trial lift

Quantity: 100,000 Metric Tons – 200,000 Metric Tons per Month x 12 Months

Price CIF: USD 130 Gross / USD 120 Net per Metric Tons

Loading port: Rotterdam, Batumi, Poti , Akta, Kuryk and Öskemen

Commission: USD 5 Buyer side / USD 5 Seller side

PRODUCT: ESPO CRUDE OIL

Quantity: 1,000,000 Bbl - 2,000,000 Bbl Trial lift

Quantity: 2,000,000 Bbl – 5,000,000 Bbl per Month x 12 Months

Price FOB: USD 65 Gross / USD 63 Net Per Barrel

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Price CIF/ASWP : USD 81 Gross / USD 79 Net per Barrel
Loading port: Rotterdam, Batumi, Poti , Akta, Kuryk and Öskemen
Commission: USD 1 Buyer side / USD 1 Seller side

PRODUCT: URALS CRUDE OIL /EXPORT BLEND CRUDE OIL (REBCO)

Quantity: 1,000,000 Bbl - 2,000,000 Bbl Trial lift
Quantity: 2,000,000 Bbl – 5,000,000 Bbl per Month x 12 Months
Price FOB: USD 65 Gross / USD 63 Net Per Barrel
Price CIF/ASWP : USD 78 Gross / USD 76 Net per Barrel
Loading port: Rotterdam, Batumi, Poti , Akta, Kuryk and Öskemen
Commission: USD 1 Buyer side / USD 1 Seller side

PRODUCT: AUTOMOTIVE GAS OIL (AGO)

Quantity: 10,000 Metric Tons - 50,000 Metric Tons Trial lift
Quantity: 100,000 Metric Tons – 200,000 Metric Tons per Month x 12 Months
Price CIF: USD 340 Gross / USD 330 Net per Metric Tons
Loading port: Rotterdam, Batumi, Poti , Akta, Kuryk and Öskemen
Commission: USD 5 Buyer side / USD 5 Seller side

PRODUCT: GASOLINE OCTANE

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift
Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months
Price CIF: USD 340 Gross / USD 330 Net per Metric Tons
Loading port: Rotterdam, Batumi, Poti , Akta, Kuryk and Öskemen
Commission: USD 5 Buyer side / USD 5 Seller side

PRODUCT: ULTRA LOW SULFUR FUEL OIL (ULSFO)

Quantity: 10,000 Metric Tons - 50,000 Metric Tons Trial lift
Quantity: 100,000 Metric Tons – 200,000 Metric Tons per Month x 12 Months

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Price CIF: USD 320 Gross / USD 310 Net per Metric Tons

Loading port: Rotterdam, Batumi, Poti , Akta, Kuryk and Öskemen

Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: LOW SULFUR FUEL OIL(LSFO) /CST 180 – CST360

Quantity: 5,000 Metric Tons - 50,000 Metric Tons Trial lift

Quantity: 100,000 Metric Tons – 200,000 Metric Tons per Month x 12 Months

Price CIF: USD 290 Gross / USD 280 Net per Metric Tons

Loading port: Rotterdam, Batumi, Poti , Akta, Kuryk and Öskemen

Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: BITUMEN

Quantity: 5,000 Metric Tons - 50,000 Metric Tons Trial lift

Quantity: 100,000 Metric Tons – 200,000 Metric Tons per Month x 12 Months

Price CIF: USD \$260 Gross / USD 250 Net per Metric Tons

Loading port: Rotterdam, Batumi, Poti , Akta, Kuryk and Öskemen

Commission: USD 5 Buyer side / USD5 Seller side

FOB /DIP AND PAY TRANSACTION GENERAL PROCEDURE VESSEL –VESSEL /TANK-VESSEL-TANK-TANK EXTENSION CHINA-UAE-SINGAPORE -HOUSTON- ROTTERDAM

1. Buyer sends Company Profile along with ICPO, CHARTER PARTY AGREEMENT (CPA) and data page of buyer passport.
2. Seller issues commercial invoice (CI), Buyer signs and returns commercial invoice back to seller.
3. Buyer request 1days Tank extension Invoice fee from Seller to enable dip test on seller's Tank . Upon receipt of payment, Seller issues the following POP documents to buyer:

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Documents:

- a. Statement of Product Availability b. Commitment Letter to supply
- c. Unconditional Dip Test Authorization (UDTA) d. Authorization to Sell and Collect (ATSC)
- e. Authorization to verify the product in sellers tanks (ATV) f. Fresh SGS Report (ATV)
4. NCNDA/IMFPA will be signed among all parties involved.
5. Buyer options to conduct Dip Test on the product and makes the payment for the total value of product injected into the Buyers vessel through the means of MT103-TT.
6. 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 12months contract to buyer for proceeding.

STANDARD PROCEDURES FOB DIP PAY ROTTERDAM/HOUSTON/BATUMI PORT/SINGAPORE/CHINA/UAE

1. Buyer sends Company Profile along with ICPO, TSA or CPA and data page of buyer's passport.
2. Seller issues commercial invoice (CI) along with SBLC MT760 verbiage.
3. Buyer signs and issue SBLC via MT760 within 4banking days. Buyer returns commercial invoice back to seller Along with swift note . Seller's bank respond with 2% pb within 48hours. **Note: Buyer who can not issue SBLC , shall pay USD\$81,000 logistics fee to gain access to product .**
5. Seller verify SBLC MT760 with his bank and confirm buyer TSA or CPA . Seller issues the following POP documents to buyer:

Documents:

- A. Statement of Product Availability
- B. Authorization to Sell and Collect (ATSC)
- C. Fresh SGS and injection report not more than 48 HOURS
- D. Unconditional Dip Test Authorization (UDTA)
- E. Tank Storage Receipt (TSR)
- F. Commitment Letter to supply
- G. Authorization to verify the product in seller's tanks (ATV)

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6. NCNDA /IMFPA will be signed among all parties involved.
7. Buyer options to conduct second Dip Test on the product and makes the payment for the total value of product injected into the tanks/Vessel through the means of MT103-TT.

STANDARD PROCEDURES FOB DIP PAY ROTTERDAM/HOUSTON

- 1) Buyer issue ICPO containing Seller working procedure and banking details along with buyer's nominated + TSA, and Company Registration Certificate and buyer's Passport. To Seller
- 2) If the Buyer TSA is accepted, the Seller issues commercial invoice of the product in tanks at the port, signs and returns the signed commercial invoice.
- 3) Seller issues a copy of Fresh SGS Report (Not less than 48 hours) to Buyer Tank Storage Company only to verify SGS Report.
- 4) Upon confirmation of the successful verification of SGS Report by Buyer Tank Storage Company, Buyer's company provides Valid Tank Storage Receipt from its logistics company to name of Refinery as Supplier to proceed with the injection of fuel into Buyer's leased Tank
- 5) Seller issues following POP documents to buyer,
Buyer conducts Dip Test (at his expense) on the product and makes the payment for the total value
Of product injected into the tanks through the means of MT103-TT.
 - a) Fresh Q&Q Report
 - b) Injection Report
 - e) Unconditional Dip Test Authorization letter (DTA)
 - d) Authorization to Sell
 - e) Fresh SGS Report.
 - t) Authorization to verify the product in seller's tank (ATV)
- 6) (NCNDA/IMFPA) will be signed,
Seller pays all intermediaries involved in the transaction
And subsequently months' shipment continues as per terms and conditions of the Commercial Invoice and extension of transaction by issuing 12 months'

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contract to buyer for proceeding

TRANSACTION CONTRACTING CIF WORKING PROCEDURE DAP -UREA.

1. Buyers issues Irrevocable Corporate Purchase Order (ICPO) .
2. Seller issues the Draft contract for all parties' review and endorsement.
3. Upon signing the contract, Refinery Register SPA and issue the below PPOP document along with legalized SPA to

Buyer.

- A. Commitment To Supply
- B. Proforma Invoice
- C. Company License To Export
- D. MSDS

E. Statement Of Product Availability

4. End Buyer issue pay 2.5% percent of the total product volume via TT Wire transfer to seller nominated account,

End seller refinery legalizes and registers the hardcopies of the contract with the various Government Ministries.

Seller Logistics agent issues Charter party agreement (CPA), Scanned Copies of the Legalized and Registered Along with NCNDA/IMFPA hardcopies (SPA) alongside the Full Proof of Product to Buyer.

- A. STATEMENT OF PRODUCT AVAILABILITY
- B. BILL OF LADING
- C. VESSEL'S Q88
- D. CPA
- E. SGS REPORT
- D. PACKING LIST
- F. CERTIFICATE OF ORIGIN
- G. TITLE OF OWNER SHIP TRANSFER CERTIFICATE
- H. NOR /ETA

5. Shipment commerce as agreed in the final contract, Buyer shall release the balance 96.5% percent of the full product payment to Seller upon arrival of product in buyer destination port by TT Wire transfer MT103, Seller will immediately upon receipt of Buyer's Operative Financial Instrument Release

Payments to involved intermediaries.

TRANSACTION PROCEDURE CIF

1. Buyer issues ICPO upon receipt of Soft Corporate offer.
2. Seller issues Draft Sales and purchase Agreement to buyer, Buyer returns signed contract to Seller
3. Seller reviews signed contract acknowledged and legalize it through the Authorized Authority.
Cost of legalization shall be borne by the Seller.
4. The Below Notarized listed PPOP is released for Buyer confirmation.
 - (a) Refinery Commitment to Supply
 - (b) MSDS
 - (c) Seller export license
 - (d) Company profile
 - (e) Statement of Product Availability
 - (f) Authorization to Sell and collect
 - (g) Payment Invoice of \$350,000 performance guarantee deposit.
5. Buyer pays \$350,000 of the total product cost as performance guarantee deposit to secure the product allocation and charter vessel.
This payment would be deducted from the final payment at discharge port.
Within 24hrs of Guarantee Deposit Confirmation, Seller Sign CPA and release full POP document and 2% Performance Bond to Buyer's Bank. All Parties involved sign the NCNDA/IMFPA while seller load product and sail the vessel.
 - (a) Ship Certificates
 - (b) Cargo Declaration
 - (c) Fresh SGS Report/ Certificate of Origin
 - (d) Charter Party Agreement (e) Ownership Certificate (f) Title Transfer Affidavit
 - (g) Product Allocation Certificate
 - (h) Ullage Report
 - (i) Notice of Readiness
 - (j) Customs Declaration Certificate
 - (K) 2% Performance Bond
6. Shipment commences as per contract schedule.

7. Within 72 hours of Vessel arrival, buyer release payment via MT103 after CIQ/SGS at destination port.
8. Seller pays the commission to all intermediaries involved in the transaction within 24 hours after confirmation of buyer's payment and seller transfers title to buyer.

TRANSACTION CONTRACTING CIF WORKING PROCEDURE .

1. Buyer accepts Seller's procedure and issues ICPO with the following:
 - a) Banking details, b) company profile, C) passport copy d) Acceptance letter stating to adhere to seller's procedure.
2. Seller acknowledges buyer's ICPO and issues contract to buyer open for amendment, buyer signs SPA and return the contract to the seller in word format within 3 working international days
3. Seller notarizes the SPA, makes the final signature and covert the contract to PDF and Send to buyer as final approved contract along with soft performance guarantee POP documents given below:
Documents:
 - A. Company profile
 - C. Pro forma invoice
 - D. MSDS
 - E. COMMITMENT LETTER TO SUPPLY
 - F. Export license
4. Buyer's Bank in accordance with Seller's verbiage issue SBLC (MT760)/DLCMT700 within 7 working days for first shipping's value to seller's financial bank to enable seller commence loading of product with the shipping company and release full set of PPOP documents after loading via bank to bank swift within 7 working days . Should buyer fail to issue payment instrument within 7 banking days, buyer will make cash deposit or TT wire of USD\$420,000 for security guarantee to enable seller charter vessel and commence shipment.
5. Seller's bank issues operative 2% PB in favor of buyer's bank account within 3 working days, which is submitted and detailed in the mutually agreed signed contract
6. Upon Seller's bank successful exchange of instrument method with buyer's bank in which the buyer's bank must have must finished issuance of the SBLC (MT760)/DLCMT700 to the Seller's bank within the stipulated 7 working days), Seller

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loads product within 7 international working days and send Full Sets of PPOP documents in buyer's company name to buyer via bank to bank along with NCNDA and copy via email to buyer and representative as given below:

- (A) Copy of license to export
- (B) Copy of Approval to Export
- (C) Copy packing List
- (D) Copy Certificate of Origin
- (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) &ATB
- (L) NOR /ETA
- (M) Certificate of Ownership Transfer

7. Buyer notifies seller by official written notice of his bank receiving seller's PPOP document while seller sends to buyer the registered hard copy of contract through courier service within 3 working days.

8. Shipment commences as scheduled in the contract and upon arrival of the Cargo at the discharge port, buyer's inspection team carry out CIQ or equivalent inspection to ascertain quality.

9. 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.

10. Seller pay commission to all intermediaries involved before 48 hours as per NCNDA/ IMFPA.

TTO -TANK TAKE OVER - TRANSACTION PROCEDURE

1. Upon acceptance of seller's offer, buyer issues Purchase Order
2. Seller issues Draft Contract and Commercial Invoice for buyer's review and signing.
3. Buyer signs the contract and commercial invoice and return to seller. Upon acknowledgement of the signed CI and contract, seller issues the POP Documents as shown below.

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- (a) Refinery Commitment to Supply
 - (b) Certificate of Origin
 - (c) Ullage Report After Loading
 - (d) Product quality passport (Analysis test Report)
 - (e) Cargo Manifest
 - (f) Authorization Letter to Sell and Collect (ATSC)
 - (g) Marine Bill of Lading
 - (h) Vessel Tanker Q88
 - (i) Invoice 5%
4. Buyer conducts due diligence on the availability and makes a guarantee deposit of 5% within 48 hours via TT-MT103 to the seller's nominated bank.
5. Buyer contact shipping company to re-direct the route of the vessel Tanker to buyer's destination port and seller transfers title to buyer's name. Upon arrival of the vessel at buyer's discharge port, Seller issues an Authorization for the buyer's reps and inspection team to board the vessel and conduct Q&Q Inspection.
6. upon successful Inspection, buyer makes payment for the product via TT Wire or MT103 to the seller and takes over the vessel tanker.
7. Seller issues buyer the full Proof of Product Documents and 2% Performance Bond for the monthly contract shipments.
8. Buyer issues their Bank Guarantee SBLC (MT760) to seller's Bank to guarantee the monthly shipment.
9. Monthly shipment commences to the buyer's discharge port as stipulated in the contract.
- Note: The title takeover payment will be deducted when buyer is paying for the full product.



Authorized by Managing Director

Mr. Oralov Zhanat Kabikenovich