



KAZ OIL SERVICES

OIL AND NATURAL GAS PRODUCTION

ADDRESS:

MANISTAUSKAYA REGION,
AKTAU CITY, MICRODISTRICT 8 A.
TELEPHONE: +79944330134
EMAIL: kazoilservicesllp@mail.ru

Ref No: KAZ/SCO-03/0192-0425

Date: April 17, 2025

Valid Until: September, 2025

To: Capable buyer's/buyer's representatives

SOFT COPORATE OFFER

We LLP "KAZ OIL SEVERICES " in Collaboration with our Business partners, hereby issue this binding offer with full Corporate responsibility; we confirm and certify that Seller have the intention and capacity to supply the commodities according to the terms and conditions herein stipulated. We Confirm and Certify that. We have the intention and Capacity to Supply the product listed below according to the non-negotiable procedure terms and Conditions.

TERMS OF NEGOTIATION

ORIGIN : REPUBLIC OF KAZAKHSTAN OR RUSSIAN
DELIVERING PORT : ASWP
INCOTERMS : FOB/CIF
LOADING PORT : AKTAU/ROTTERDAM
ROTTERDAM OR ANY OTHER SAFE WORLD PORT.
PAYMENT TERMS : MT103 T/T TELEGRAPHIC TRANSFER
INSPECTION : SGS OR SIMILAR
COMMISSION : SELLER'S MANDATE ON SELLER SIDE 50% & BUYER'S MANDATE ON
BUYER SIDE – 50% PERCENT ACCORDINGLY.
INSURANCE : PAID BY SELLER, COVERING 110% OF SHIPMENT VALU

AVAILABLE PRODUCTS

MAZUT M100

MONTHLY QUANTITY : 50,000MT – 1,000,000MT. (+/-5%) x 12
PRICE PER MT : FOB \$355 GROSS / \$345 NET – CIF \$365 GROSS / \$355 NET.
COMMISSION : USD 5\$ / 5\$.

D2 GAS OIL

MONTHLY QUANTITY : 50,000MT – 1,000,000MT. (+/-5%) x 12
PRICE PER MT : FOB \$355 GROSS / \$345 NET – CIF \$365 GROSS / \$355 NET.
COMMISSION : USD 5\$ / 5\$.

LIQUEFIED PETROLEUM GAZ. 50% PROPANE & 50%BUTANEMIX

MONTHLY QUANTITY : 20,000 MT – 500,000 MT.
PRICE PER MT : FOB \$330 GROSS / \$320 NET – CIF \$340 GROSS / \$330 NET.
COMMISSION : USD 5\$ / 5\$.

BIN: 220340008605 / 43001-0083512



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LIQUEFIED NATURAL GAZ

MONTHLY QUANTITY : 20,000 MT – 500,000 MT.
PRICE PER MT : FOB \$330 GROSS / \$320 NET – CIF \$340 GROSS / \$330 NET.
COMMISSION : USD 5\$ / 5\$.

DIESEL FUEL EN590

MONTHLY QUANTITY : 10,000MT – 300,000,000MT.
PRICE PER MT : FOB \$450 GROSS / \$440 NET – CIF \$470 GROSS / \$460 NET.
COMMISSION : USD 5\$ / 5\$.

DIESEL D6 VIRGIN LOW POUR FUEL OIL

MIN / MAX QUANTITY : 25,000,000 Gallon – 50.000.000 Gallon Per Week
PRICE PER GALLON : FOB \$1.66 Gross / \$1.62 Net – CIF \$1.70 Gross / \$1.66 Net
COMMISSION : 0.2 Seller Side / 0.2 Buyer Side.

JET FUEL A1 91/91

MONTHLY QUANTITY : 500,000BBLS – 10,000,000BBLS.
PRICE PER BARREL : FOB \$84 GROSS / \$80 NET – CIF \$86 GROSS / \$82 NET.
COMMISSION : USD 2\$ / 2\$.

AVIATIONKEROSENE COLONIAL GRADE 54 JET FUEL

MONTHLY QUANTITY : 500,000BBLS – 10,000,000BBLS.
PRICE PER BARREL : FOB \$80 GROSS / \$76 NET – CIF \$84 GROSS / \$80 NET.
COMMISSION : USD 2\$ / 2\$.

EXPORT BLEND CRUDE OIL GOST 9965-76

MONTHLY QUANTITY : 500,000BBLS – 10,000,000BBLS.
PRICE PER BARREL : FOB \$61 GROSS / \$57 NET – CIF \$66 GROSS / \$62 NET.
COMMISSION : USD 2\$ / 2\$.

AUTOMOTIVE GAS OIL (AGO)

MONTHLY QUANTITY : 50,000MT – 500,000MT.
PRICE PER MT : FOB \$360 GROSS / \$350 NET – CIF \$380 GROSS / \$370 NET.
COMMISSION : USD 5\$ / 5\$.

ESPO

MONTHLY QUANTITY : 500,000BBL – 10,000,000BBL.
PRICE PER BARREL : FOB \$60 GROSS / \$56 NET – CIF \$65 GROSS / \$61 NET.
COMMISSION : USD 2\$ / 2\$.

LIGHT CRUDE OIL

MONTHLY QUANTITY : 10,000MT – 300,000MT.
PRICE PER MT : FOB \$340 GROSS / \$330 NET – CIF \$355 GROSS / \$345 NET.
COMMISSION : USD 5\$ / 5\$.



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BITUMEN OF ALL SPECIFICATIONS

MONTHLY QUANTITY : 500,000MT – 150,000MT.
PRICE PER MT : FOB \$430 GROSS / \$420 NET – CIF \$445 GROSS / \$435 NET.
COMMISSION : USD 5\$ / 5\$.

EURO 4, 5

MONTHLY QUANTITY : 10,000MT – 300,000MT.
PRICE PER MT : FOB \$330 GROSS / \$320 NET – CIF \$340 GROSS / \$330 NET.
COMMISSION : USD 5\$ / 5\$.

GASOLINE 95 OCTANES

MONTHLY QUANTITY : 50,000MT – 500,000MT.
PRICE PER MT : FOB \$330 GROSS / \$320 NET – CIF \$345 GROSS / \$335 NET.
COMMISSION : USD 5\$ / 5\$.

DI-AMMONIUM PHOSPHATE (DAP)

MONTHLY QUANTITY : 5,000MT – 100,000MT.
PRICE PER MT : CIF \$360 GROSS / \$350 NET.
COMMISSION : USD 5\$ / 5\$.

UREA GRANULAR AND PRILLED

MONTHLY QUANTITY : 5,000MT – 100,000MT.
PRICE PER MT : CIF \$350 GROSS / \$340 NET.
COMMISSION : USD 5\$ / 5\$.

CONTRACTUAL PERIOD: SPOT / 12-MONTH CONTRACT WITH ROLLOVERS AND EXTENSION COMMISSION. ALL PRODUCTS LISTED ARE SUBJECT TO APPROVED COMMISSIONS OF \$4 PER BARREL, \$10 PER METRIC TON, AND \$0.4 PER GALLON. THESE COMMISSIONS WILL BE DISTRIBUTED EQUALLY, WITH 50% ALLOCATED TO THE SELLER SIDE AND 50% TO THE BUYER SIDE INTERMEDIARIES.

FOB PROCEDURES TANK EXTENSION

1. Buyer accepts seller working procedure and issue ICPO
2. Seller's issues commercial invoice (CI), Buyer signs and returns back commercial invoice.
3. Seller issue TSR with GPS coordinate to Buyer Company,
4. Buyer contacts the Seller's storage facility for tank extension to enable Buyer approval to gain access to the facility and execute the Quality & Quantity Inspection in Seller Tank Farm for FRESH Analytical Report/Result by SGS.
5. After successful DIP test, (NCNDA/IMFPA) will be signed by all parties.
6. Seller injects product into Buyer's vessel or injects into Buyer's tanks Buyer or buyer take over the storage tanks, within maximum 48 hours Buyer pays via MT 103/TT for the spot transaction and seller issues all export documents to buyer.
7. Upon conclusion of first lift transaction seller pays all intermediaries involved in the Transaction and proceeds with the signing of contract with Buyer.

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TRANSACTION PROCEDURES FOR CIF DELIVERY

1. Buyer issues official ICPO, Company Certificate of Registration, Buyer's passport data page and Letter of acceptance stating to adhere to seller's transaction terms and procedures.
2. Seller acknowledges buyer's ICPO and issues Draft Contract to buyer open for amendment, Buyer reviews and signs mutually accepted contract and returns to seller in word format within 3 working days.
3. Seller reviews the signed contract, converts to PDF, and send copy to buyer with a guarantee letter to supply.
4. Seller sends to buyer the final agreement in PDF format with below soft performance guarantee POP documents;
 - (A) Statement of Availability of the product.
 - (B) Commitment to Supply.
 - (C) Certificate of Origin.
 - (D) Product Passport.
5. Seller appoint shipping company that will export the product and sign Charter Party Agreement (CPA) including the Seller and Buyer's endorsement.
6. Buyer contacts the shipping company to confirm the shipping and finalize the shipping schedule. Both seller and buyer jointly pay for the CPA.
7. Within 3 working days after the receipt confirmation of the buyer freight charges 50% payment from the shipping company, Seller send the listed documents to buyer;
 - (A) Tank Receipt.
 - (B) Bill of Lading.
 - (C) Vessel Details.
 - (D) Copy of Performa Invoice.
 - (E) Cargo Manifest.
 - (F) Ullage Report.
 - (G) Injection Report.
 - (H) SGS Report.
8. Shipment commences immediately as per scheduled.
9. Upon the arrival of the cargo at destination port and upon inspection on the product, Buyer release payment via wire transfer swift MT103 to seller's bank and within 3 banking days after a successful SGS quality survey and on receipt of the payment for the product.
10. Seller releases payment to all intermediaries involve as per the signed NCNDA/IMFPA and subsequently monthly shipment continue and buyers bank swift DLC MT 700 to seller's bank and seller's bank swift 2% PB/Full POP documents.



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TRANSACTION PROCEDURES FOB ROTTERDAM/HOUSTON /AL FUJAIRAH FOB WORKING PROCEDURE

- 1) Buyer issues and send irrevocable corporate purchase order (ICPO) with seller's transaction procedure along with passport copy of the company representative. The buyer will also provide TSA to the seller.
- 2) Seller issues Commercial Invoice (CI), Buyer sign CI and Return CI to seller.
- 3) Seller releases Injection Programming Agreement (IPA) to Buyer for affirmation to program product injection with Buyer's tank farm.
- 4) Upon successful programming, Seller's representative, SGS Team, and Buyer's representative meets at seller tank storage for the tank and pipeline verification and Seller issues the hard copy POP documents to buyer representatives in person (Face to Face).
 - Quantity and Quality Certificate (SGS) 48hrs fresh
 - Tank Storage Receipt (TSR).
 - Product Passport (Dip Test Result).
 - Statement of Product Availability.
 - Refinery Commitment to Supply.
 - Authorization to Sell/Collect (ATSC).
 - Authorization Letter to Verify the Product with the Tank Farm.
 - Company Registration Certificate.
- 5) Upon successful verification of documents and SGS report by buyer's team, buyer commence dip test in seller's tank, if need be, for more confirmation.
- 6) Upon confirmation of product Q&Q, Seller begins injection into buyer's tank storage and all parties sign NCNDA/IMFPA.
- 7) The buyer makes payment by MT103 or TT wire transfer for the total product available.
- 8) The seller changes the title of ownership to the buyer's name and pays all intermediaries according to the signed NCNDA/IMFPA for monthly deliveries and the buyer lifts the product.



Shmanov Daniyar Alimbekovich
Manager Kaz Oil Services

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