

LIMITED LIABILITY COMPANY "KAMA-NEFT"

Address: 426063, Udmurt Republic, city of Izhevsk, Pushkinskaya st, 114, office 114/2

TIN 1841032108, OGRN 1131841001808, OKPO 16903253

Email: igorevichvladimir94@gmail.com

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Date of Issue: 01, SEPTEMBER 2025.

Valid Till: 30, DECEMBER, 2025

To: END-BUYER COMPANY and BUYER MANDATE'S

SOFT CORPORATE OFFER

We LIMITED LIABILITY COMPANY "KAMA-NEFT" On behalf of our end Seller / Refinery, with full legal responsibility under penalty of perjury hereby issue this Soft Corporate Offer with given terms and conditions as stated in this offer to confirm our readiness and to execute a Sales and Purchase Agreement with the end buyer, with the ability to supply the following commodities according to the terms and conditions stipulated in this soft corporate offer.

PRODUCT ORIGIN: KAZAKHSTAN

CONTRACT TERMS: FOB / SPOT / CIF/ ANNUAL CONTRACT (12 MONTHS WITH RO&E)

DELIVERY TERM: CIF / FOB ROTTERDAM, HOUSTON, FUJAIRAH

PAYMENT TERM: MT103/SBLC

INSPECTION: SGS Q&Q OR SIMILAR

SPECIFICATION: STANDARD SPECIFICATION

AVAILABLE PETROLEUM PRODUCTS FROM KAZAKHSTAN - CIF - FOB - FOB DIP&PAY - TTO - TTV:

MAZUT:

Monthly Quantity: 50,000 MT – 500,000 MT.

Price Per MT: FOB \$250 Gross / \$240 Net.

CIF \$350 Gross / \$340 Net.

Commission: \$5 / \$5 Per MT.

D2 GAS OIL:

Monthly Quantity: 50,000 MT – 500,000 MT.

Price Per MT: FOB \$250 Gross / \$240 Net.

CIF \$310 Gross / \$300 Net.

Commission: \$5 / \$5 Per MT.

LIQUEFIED PETROLEUM GAS. 50% PROPANE & 50% BUTANE:

Monthly Quantity: 20,000 MT 500,000 MT

Price Per MT: FOB \$350 Gross / \$340 Net. CIF \$420 Gross / \$410 Net.

Commission: \$5 / \$5 Per MT.

LIQUEFIED NATURAL GAS:

Monthly Quantity: 20,000 MT -500,000 MT

Price Per MT: FOB \$350 Gross / \$340 Net. CIF \$420 Gross / \$410 Net.

Commission: \$5 / \$5 Per MT.

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ESPO:

Monthly Quantity: 500,000 BBLs-8,000,000 BBLs,

Price Per Barrel: FOB \$40 Gross / \$36 Net. CIF \$64 Gross / \$60 Net.

Commission: \$2 / \$2 Per BBL.

LIGHT CRUDE OIL:

Monthly Quantity: 50,000 MT – 500,000 MT.

Price Per MT: FOB \$290 Gross / \$280 Net. CIF \$320 Gross / \$310 Net.

Commission: \$5 / \$5 Per MT.

AUTOMOTIVE GAS OIL (AGO):

Monthly Quantity: 50,000 MT-500,000 MT

Price Per MT: FOB \$290 Gross / \$280 Net. CIF \$310 Gross / \$300 Net.

Commission: \$5 / \$5 Per MT.

PET COKE:

Monthly Quantity: 50,000 MT – 300,000 MT

Price CIF \$120 Gross / \$110 Net.

Commission: \$5 / \$5 Per MT.

JET FUEL A1 91/91:

Monthly Quantity: 500,000 BBLs-8,000,000 BBLs,

Price Per Barrel: FOB \$84 Gross / \$80 Net. CIF \$108 Gross / \$104 Net.

Commission: \$2 / \$2 Per BBL.

BITUMEN OF ALL SPECIFICATIONS:

Monthly Quantity: 50,000 MT – 300,000 MT

Price Per MT: FOB \$360 Gross / \$350 Net. CIF \$410 Gross / \$400 Net.

Commission: \$5 / \$5 Per MT.

GASOLINE 95 OCTANES:

Monthly Quantity: 50,000 MT – 500,000 MT

Price Per MT: FOB \$250 Gross / \$240 Net. CIF \$300 Gross / \$290 Net.

Commission: \$5 / \$5 Per MT.

EXPORT BLEND CRUDE OIL:

Monthly Quantity: 500,000 BBLs-8,000,000 BBLs,

Price Per Barrel: FOB \$30 Gross / \$26 Net. CIF \$60 Gross / \$56 Net.

Commission: \$2 / \$2 Per BBL.

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AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL:

Monthly Quantity: 500,000 BBLs-8,000,000 BBLs,

Price Per Barrel: FOB \$45 Gross / \$42 Net. CIF \$85 Gross / \$82 Net.

Commission: \$2 / \$2 Per BBL.

DIESEL FUEL EN590:

Monthly Quantity: 20,000 MT – 300,000 MT,

Price Per MT: FOB Price: \$410 Gross / \$400 Net PER MT. CIF Price: \$550 Gross / \$540 Net.

Commission: \$5 / \$5 Per MT.

UREA GRANULAR AND PRILLED:

Monthly Quantity: 50,000 MT – 100,000 MT Price Per MT:

CIF \$460 Gross / \$450 Net.

Commission: \$5 / \$5 Per MT.

DIESEL D6 VIRGIN LOW POUR FUEL OIL:

Min. Quantity: 25,000,000 Gallons.

Max. Quantity: 500,000,000 Gallons Per Week,

FOB Price: \$0.50 Gross / \$0.46 Net Per Gallon.

CIF Price: \$0.54 Gross / \$0.50 Net FOB Price.

Commission: \$0.2 Seller Side / \$0.2 Buyer Side.

FOB TANK TO TANK (TTT) TRANSACTION WORKING PROCEDURE

1. Buyer issues ICPO together with tank storage agreement (TSA) upon acceptance to seller offer.
2. Seller issues commercial invoice (CI) for the available quantities on ground to be sold to buyer.
3. Buyer signs and then return the commercial invoice with NCNDA/IMFPA signed by all buyer groups with commission structures.
4. The seller issue injection programming agreement (IPA), for seller, buyer and buyer logistics company all three parties sign and endorse the injection programming agreement (IPA).
5. After successful signing and sealing the (IPA) by all three parties, seller issue the following documents to buyer.
 - a) (Three) 3 days unconditional dip test authorization (DTA)
 - b) Fresh uncut SGS Report (Non less down 24hrs)
 - c) Reservoir storage receipt with GPS Coordinates
 - d) Authorization to verify (ATV)
 - e) Injection report
 - f) Certificate of origin
 - g) Authorization to sell and collect (ATSC)

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6. Buyer upon verification and confirmation of the product and the PPOP documents, order SGS to conduct the dip test in the seller reservoir on buyer expenses.

7. Upon successful Dip Test, seller commences injection immediately into buyer tank and issues buyer title of ownership certificate to be followed by all export documentation.

8. Buyer makes payment by MT 103 or TT Wire transfer for the total product and lifts the product and seller pays all intermediary involve in the transaction

TANK TAKEOVER (TTO) TRANSACTION PROCEDURE

1. Buyer issues ICPO.
2. Seller provides MOU and CI to be signed by Buyer and Seller
3. Seller and Buyer endorse the CI and MOU
4. Upon acceptance of the signed MOU Seller provide following documents:
 - A. Statement of Product Availability
 - B. Commitment to Supply
 - C. Certificate of Origin
 - D. Company License to Export
 - E. Company Registration Certificate
 - F. Product Passport (Dip Test Result)
 - G. Bill of Lading
 - H. Vessel's Q88.
- I. 5% payment invoice under 24 hours.

5. Buyer pays 4% deposit of the total product
6. Seller provides ATV on board and product title transfer certificate
7. Buyer pays remaining balance in full after CIQ/SGS test confirm Q&Q
8. Seller pays the commission to all intermediates and completes the deal.

PROCEDURE FOR TANK TO VESSEL

1. BUYER ISSUES ICPO AND COMPANY REGISTRATION CERTIFICATE AND ALONG WITH BUYER CPA.
2. SELLER ISSUES THE COMMERCIAL INVOICE (CI) AND TANK TO VESSEL INJECTION AGREEMENT (TTVIA TO BE ENDORSED BY BUYER AND ITS TRANSPORT LOGISTIC COMPANY.
3. UPON RECEIVED SIGNED TTVIA FROM BUYER AND HIS TRANSPORT LOGISTICS COMPANY, AND SIGNED COMMERCIAL INVOICE (CI).
4. THE SELLER ISSUES THE FOLLOWING DOCUMENTS OF THE PRODUCT IN STORAGE TANKS: AND SIGNED NCNDA/IMFPA.
 - A. TANK STORAGE RECEIPT (TSR)
 - B. AUTHORITY TO VERIFY (ATV)
 - C. AUTHORITY TO SELL AND COLLECT (OPTIONAL)
 - D. PRODUCT PASSPORT (QUANTITY & QUALITY ANALYTICAL REPORT)
5. THE BUYER VERIFIES THE FUEL AFTER OBTAINING THE CLEARANCE CODES AND ACCESS PERMIT TO ENABLE THEIR INSPECTION TEAM GET ACCESS TO DO THEIR DIP TEST AND INJECTION IS CARRIED OUT INTO THE BUYERS VESSEL.
6. THE BUYER, AFTER SATISFACTORY RESULT PAYS THE SELLER VIA MT103 AND INTERMEDIARIES, INVOLVED SUCCESSFULLY AS PER NCNDA/IMFPA.

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COST, INSURANCE AND FREIGHT (CIF)

1. Buyer issues an official ICPO with company registration license.
2. Seller issues draft contract (SPA), buyer signs and return with a letter of acceptance stating to adhere to seller's transaction terms and procedure.
3. Buyer review and sign mutually accepted contract and return to the seller in word format and PDF within 5 working days.
4. Seller reviews the signed contract and converts to PDF and sends copy to buyer with guarantee letter to supply.
5. Seller submits signed contract to the government ministry of energy for registration, legalization and notarization at seller's expense
6. Seller sends to buyer the below listed soft performance guarantee POP documents:
 - a) Commitment letter to supply the product
 - b) Availability letter of product
 - c) Certificate of origin
 - d) Product passport
 - e) Company registration license
7. Buyer's bank issues bank instrument via SBLC MT760 for the value of first shipment to seller's nominated fiduciary bank coordinate in a format acceptable to seller/seller's bank within 10 banking days of buyer receiving final approved contract in PDF format with soft performance guarantee POP documents to enable seller commence trans-loading of product with the shipping company and release full set of POP documents after loading via bank to bank swift within five (5) working days. Please note: if buyer fails to issue the bank instrument within 10 banking days, in alternative buyer pays via MT103/TT USD 350,000.00 as provisional guarantee performance within 72 hours and the amount will be deducted from the product first value when final payment is to be made.
8. Within 5 banking days of seller's fiduciary bank receiving buyer's bank instrument, seller's fiduciary bank issues 2%PB to buyer's bank account which is detailed and mutually agreed in the signed contract Please note: 2% PB will not be issued by seller for alternative provisional guarantee performance payment of USD 350, 000.00)
9. On confirmation of the above clause, Seller Company releases copies of POP and Shipping documents to buyer
 - Company Copy of export license, issued by the ministry of Petroleum and Energy
 - Copy of approval to export, issued by the ministry of justice. Copy of statement of availability of the product
 - Copy of the refinery commitment
 - Copy of Transnet contract to transport the Product to the Port
 - Copy of the Port Storage agreement/ Insurance
 - Copy of charter party agreement
 - Copy of Customs clearance certificate
 - Copy of the tank receipt issued by the storage facilitator
 - Copy of SGS Report
10. Shipment commences as per contract and upon arrival of the vessel tanker at the discharge port, buyer conducts SGS or CIQ Inspection.
11. Upon successful inspection, Buyer makes operative payment for the full shipment via T/T Wire / MT103.
12. Seller will release payments to the intermediaries involved within 48 hours of receiving the full Payment for the product from the Buyer's bank.
13. After successful delivery of the first monthly shipment of the Product, Buyer transfers the full amount of the following month delivery to maintain the Standby Letter of Credit 100% SBLC MT760 and contract continues for subsequent Eleven (11) months subject to this Contract

Yours sincerely,
Shvedas Vladimir Igorevich

