



KAZTEMIRGROUP, LLP
✉ purchase@kaztemirgroup.kz

КАЗТЕМИР ГРУПП, ТОО

АДРЕС: ПАВЛОДАРСКАЯ ОБЛАСТЬ, ОЙ КИ ПУТ СІТУ С.А., ОЙ КИ СТАВ ПОПРОБУЙ ЕЩЕ РАЗ, БУТА ТАКЖЕ ПРОСП., ДОМ 175

БИН: 150140008973 / КАТО: 552210000

Email: purchasekaztemirgroup.kz



Ref N°:VC188364-KZ

Validity Date: 30-07-2025

Due Date: 28-11-2025

Addressed:

To:

Via::

SOFT CORPORATE OFFER

We Limited Liability Company-KAZTEMIRGROUP with legal responsibility under penalty of perjury hereby issue this SOFT CORPORATE OFFER with confirmation that seller's refinery has the availability and capability to supply the under listed Products for Immediate Spot and Contract sales according to terms and conditions.

***PRODUCT ORIGIN: KAZAKHSTAN
INCOTERMS: FOB/TTO/CIF***

LOADING PORT: PORT OF AKTAU/ROTTERDAM/ HOUSTON

PAYMENT TERMS: T/T TELEGRAPHIC TRANSFER, SBLC, MT103.

INSPECTION: SGS, CIQ OR SIMILAR

COMMISSION: SELLER'S SIDE 50% /BUYER'S SIDE 50%

KAZAKHSTAN VIRGIN FUEL OIL D6

Minimum Quantity: 100,000.000 Per Gallons @ Trial lift

Maximum Quantity: 400,000.000 Per Gallons @ Monthly Supply

Price: Gross \$0.76 USD / \$ 0.74 USD Net on FOB

Price: Gross \$0.80 USD / \$ 0.78 USD Net on CIF

Commission: Buyer's Side \$2 USD / Seller's Side \$5 USD

GASOLENE 89 OCTANES

Minimum Quantity: 50,000 MT per Month



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Maximum Quantity: 400,000 MT per Month

FOB Price: Gross USD \$ 260.00MT NET / USD \$ 250.00MT on FOB

CIF Price: Gross USD \$ 280.00MT NET / USD \$ 270.00MT on CIF

Commission: Buyer's Side \$5 USD / Seller's Side \$5 USD

AVIATION KEROSENE COLONIAL GRADE A1 JET FUEL A1

Minimum Quantity: 2,000,000 Barrels @ Trial lift

Maximum Quantity: 4,000,000 Barrels @ Monthly Supply

Price: Gross \$76.00USD / \$74.00USD Net on FOB

Price: Gross \$80, 00USD / \$78.00USD Net on CIF

Commission: Buyer's Side \$2.00 USD / Seller's Side \$2.00 USD

UREA 46% PRILLED & GRANULAR (KAZAKHSTAN ORIGIN)

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 50,000 Metric Tons Month

CIF Price: Gross USD \$ 360.00 / NET USD \$ 340.00 on CIF

Commission: Buyer's Side \$5.00 USD / Seller's Side \$5.00 USD

SULPHURGRANULAR

Minimum Quantity: 50,000 metric tons per month

Maximum Quantity: 500,000 metric tons per month

CIF Price: Gross USD \$ 290.00 / NET USD \$ 280.00 on CIF

Commission: Buyer's Side \$5.00 USD / Seller's Side \$5.00 USD

AVIATION KEROSENE COLONIAL GRADE JP54

Minimum Quantity: 2,000,000 Barrels @ Trial lift

Maximum Quantity: 4,000,000 Barrels @ Monthly Supply



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Price: Gross \$70.00USD / \$68.00USD Net on FOB

Price: Gross \$74, 00USD / \$72.00USD Net on CIF

Commission: Buyer's Side \$2.00 USD / Seller's Side \$2.00 USD

KAZAKHSTAN EASTERN SIBERIA PACIFIC OCEAN (ESPO)

Minimum Quantity: 2,000,000 Per Barrel Month

Maximum Quantity: 4,000,000 Per Barrel Month

FOB Price: Gross USD \$ 76.00 NET / USD \$ 74.00 on FOB

CIF Price: Gross USD \$ 80.00 NET / USD \$ 78.00 on CIF

Commission: Buyer's Side \$2.00 USD / Seller's Side \$2.00 USD

LIGHT CYCLE OIL(LCO)

Minimum Quantity: 50,000 MT per Month

Maximum Quantity: 400,000 MT per Month

FOB Price: Gross USD \$ 360.00MT NET / USD \$ 340.00MT on FOB

CIF Price: USD \$ 400.00MT/USD \$ 380.00 NET on CIF

Commission: Buyer's Side \$5.00 USD / Seller's Side \$5.00 USD

KAZAKHSTAN EXPORT BLEND CRUDE OIL GOST 51 858-2002 / 9965-76 [R.E.B.C.O]

Minimum Quantity: 2,000,000 Barrels @ Trial lift

Maximum Quantity: 4,000,000 Barrels @ Monthly Supply

Price: Gross \$80.00USD / \$78.00USD Net on FOB

Price: Gross \$84.00USD / \$82.00USD Net on CIF

Commission: Buyer's Side \$2.00 USD / Seller's Side \$2.00 USD

KAZAKHSTAN D2 DIESEL GAS OIL L-02-62 GOST 305-82

Minimum Quantity: 100,000 Metric Tons @ Trial lift



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Maximum Quantity: 400,000 Metric Tons @ Monthly Supply

Price: Gross \$380.00 USD/\$370 .00 USD Net on FOB

Price: Gross \$400.00 USD/\$390 .00 USD Net on CIF

Commission: Buyer's Side \$5.00 USD / Seller's Side \$5.00 USD

HSD2 GAS OIL L-0.2-62 GOST 305-82 AGO (AUTOMATIVE GAS OIL)

Minimum Quantity: 100,000 Metric Tons @ Trial lift

Maximum Quantity: 400,000 Metric Tons @ Monthly Supply

Price: Gross \$390.00 USD/\$380 .00 USD Net on FOB

Price: Gross \$410.00 USD/\$400 .00 USD Net on CIF

Commission: Buyer's Side \$5.00 USD / Seller's Side \$5.00 USD

LIQUIDIFIED PETROLEUM GAS (LPG) .GOST 20448-90

Minimum Quantity: 100,000 Metric Tons @ Trial lift

Maximum Quantity: 400,000 Metric Tons @ Monthly Supply

Price: Gross \$360.00 USD/\$350 .00 USD Net on FOB

Price: Gross \$380.00 USD/\$370 .00 USD Net on CIF

Commission: Buyer's Side \$5.00 USD / Seller's Side \$5.00 USD

PETROLEUM COKE

Minimum Quantity: 50,000MT per Month

Maximum Quantity: 400,000MT per Month

CIF Price: USD \$ 200.00MT/USD \$ 190.00 NET on CIF

Commission: Buyer's Side \$5.00 USD / Seller's Side \$5.00 USD

LIQUIDIFIED NATURAL GAS

Minimum Quantity: 100,000 Metric Tons @ Trial lift



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Maximum Quantity: 400,000 Metric Tons @ Monthly Supply

Price: Gross \$340.00 USD/\$330 .00 USD Net on FOB

Price: Gross \$360.00 USD/\$340 .00 USD Net on CIF

Commission: Buyer's Side \$5.00 USD / Seller's Side \$5.00 USD

KAZAKHSTAN ORIGIN MAZUT M100 GOST -10585/75/99

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

FOB Price: Gross USD \$280.00 / USD \$260.00 NET on FOB/Novorossiysk/Rotterdam.

CIF Price: Gross USD \$300.00/ USD \$ 290.00 NET on CIF

Commission: Buyer's Side \$5.00 USD / Seller's Side \$5.00 USD

BASE OIL

Minimum Quantity: 100,000 Metric Tons @ Trial lift

Maximum Quantity: 400,000 Metric Tons @ Monthly Supply

PRICE FOB ASWP: GROSS \$270/NET \$260

PRICE CIF ASWP: GROSS \$290/NET \$280

Commission: Buyer's Side \$5.00 USD / Seller's Side \$5.00 USD

ULTRA LOW SULFUR DIESEL FUEL (EN590) 10PPM/50PPM

Minimum Quantity: 100,000 Metric Tons @ Trial lift

Maximum Quantity: 400,000 Metric Tons @ Monthly Supply

Price: Gross \$420.00 USD/\$410 .00 USD Net on FOB

Price: Gross \$440.00 USD/\$430 .00 USD Net on CIF

Commission: Buyer's Side \$5.00 USD / Seller's Side \$5.00 USD



TANK EXTENSION PROCEDURE

1. Buyer Issues Official ICPO Addressed to The Refinery or Representative.
2. Seller Acknowledge Buyer ICPO and issue commercial invoice (CI). Buyer Signs and Returns the Signed Invoice.
3. Seller Issues to Buyer the Partial Proof of Product Documents:
 - ATSC - Authority to Sell and Collect
 - Statement Of Product Availability.
 - Commitment Letter to Supply.
 - ATV – Authority to Verify (Physical Verification) to be endorsed by buyer and appropriate authorities.
4. Buyer obtain clearance / access permit to enable Buyer's inspection team gain access into tank yard for Q&Q test report at Buyer's expenses.
5. Seller issues to Buyer Unconditional Dip Test Authorization (DTA) for Buyer to conduct Dip Test on the product Seller's leased tank. Buyer SGS inspection team immediately conducts Dip Test on the product at Buyer's expense in Seller's tank.
6. Upon successful Dip Test, Seller releases the following POP documents directly on Buyer's secured email. Intermediaries excluded.
 - SGS Report
 - Tank Storage Receipt
 - Injection Report
 - Accreditation certificate
 - Export License.
 - Authorization to sell & collect (ATSC).
 - Product Allocation Certificate
 - Certificate of Origin
 - Product Passport
 - Company Registration Certificate.
7. Buyer provides his TSA, TSR and ATI to enable Seller to inject the product into the Buyer's tank. In the case where Buyer does not have a Tank, Buyer can extend / Lease the tank where the product is stored for any given period (between Buyer and Storage Company).
8. Buyer pays for the total cost of the product in the tank or injected into the Buyer's tank via MT103 to Seller's nominated bank account.



9. Within 24hours upon receipt of the payment, Seller pays commission to mandates /intermediaries that are involved in the deal.

10. Seller issues title change/transfer of product to buyer and Buyer fully take over the tank and the product

TRANSACTION WORKING PROCEDURES TANK TO VESSEL

1. Buyer issues official ICPO addressed to the refinery or representative.
2. Seller issues Commercial Invoice (CI), buyer signs and returns the signed invoice to the seller.
- 3) The Buyer signs and returns the CI to seller
3. Seller issues to the buyer the partial proof of product documents:
 - DTA - Dip Test Authorization
 - Product Passport
 - Statement of Product Availability
 - Commitment Letter To Supply
- 5) The Buyer contacts the Seller Tank farm company to request for payment invoice for Tank Access Permit in order for the buyer team to gain access into seller tank for dip Test.
- 6) Upon the Successful Dip Test Inspection in the Sellers Tank, the Buyer Submits their CPA from his shipping company, Seller issue Injects program schedule to buyer tank farm or shipping company, seller inject the product into the Buyer Tank or Vessel.
- 7) The Seller releases the Complete POP Documents to the Buyer, including the following documents:
 - v SGS Report.
 - v Injection Report
 - v Product Passport.
 - v Tank Storage Receipt (TSR)
 - v Authority to Sell and Collect.
- 8) The Buyer issues 100% payment for the total product by MT103/TT Wire Transfer to the Seller.
- 9) The Seller transfers the product title with the complete POP Documents to the Buyer and pays the commission to the Intermediaries as per Master Fee Agreement.
- 10) The Seller issues annual (12 months) delivery contract for the review and acceptance Note: Seller issue Guarantee Letter along with DTA and ATSC with the contents below



- 1) The payment for Tank Access Permit fee is the only payment before buyer dip test and Injection to buyer vessel. In any situation seller will not request buyer pay extra fees or issue instrument for this FOB transaction.
- 2) If dip test does not show correct product, seller will immediately refund the Tank Access Permit Fee back to buyer bank

TANK TO TANK FOB PROCEDURE:

1. Buyer issues ICPO incorporated in it the seller's procedure with banking details and scanned copy of buyer's passport along with (TSA) Tank Storage Agreement (TSA) from buyer's Logistic Company.
2. Seller issues Commercial Invoice (CI) for the available products in Tank at the Port, for Buyer's review and endorsement and return for legalization on seller's expenses.
3. The Seller's verify the Tank Storage Agreement (TSA) provided by the buyer. Upon successful verification and approval, buyer provide a 5 days TSR, buyer pays for 2days and seller pays for 3days, after the release of the TSR by buyer tank storage company, seller release the below POP documents directly to end buyer's secure email.

Copy of Legalized Commercial Invoice.
Copy of Commitment to Supply.
Copy of Injection Report
Copy of Fresh SGS (Not Older Than 48 hrs.)
Copy of ATS -Authorization to Sell & Collect
Copy of Authorization to Verify (ATV)
Copy of Dip Test Authorization (DTA)
Copy of Commitment Letter to Supply
Copy of Export license.
Copy of Statement of Product Availability.
Copy of Tank Storage Receipt (TSR) with barcode and GPS Coordinate.
Copy of NCNDA/IMFPA

4. The Buyer Conducts Dip Test in the product in the seller's reservoir.
5. Buyer provide Authority to Inject (ATI) from its Logistic Company to enable seller commence Injection of Product into the Buyer's Tank.
6. Within Twenty-Four (24) Hours upon completion of the Injection, buyer makes payment for the total cost of the product injected into buyer's tank by TT wire transfer to seller's nominated bank account.



7. Buyer lifts products and all intermediaries are paid; Seller and Buyer consider and signs further

Contracts after successful Transaction

FOB CHINA PORT DIP AND PAY TRANSACTION PROCEDURE:

1. Buyer Issues ICPO, And Company Registration Certificate and Data Page of Buyer's Passport or Any ID

2. Seller Issues Commercial Invoice (CI) and ICC warning letter For The Available Quantity in storage tank in Ningbo China Port, Following Documents after Receipt of the Signed CI.

- (a) Copy of Company Registration Certificate
- (b) Export License
- (c) Copy of Statement of Product Availability in the Tank in Ningbo China Port.
- (d) Product Passport
- (e) Commitment to Supply
- (h) Certificate of Origin
- (g) upon the confirmation of the above document, seller issue a payment invoice to the buyer.

3. Buyer make payment of the sum of \$105,000 (Equivalent in RMB). to secure the allocation to enable seller issue the ownership certificate on buyer company name, upon confirmation of the payment by the seller,

4. Seller proceed with the following document that will enable the seller dip test and inject from the sellers tank, below are the document.;

- (a) Three Days (3) Unconditional Dip Test Authorization (DTA)
- (b) Fresh SGS Report Inspected In Tank in Ningbo Shore Tanks
- (c) Authorization for Physical Verification of the Product (ATV)
- (d) Injection Report Shore Tank in Ningbo Port
- (e) Title Transfer Certificate
- (f) Passport code certificate of energy distribution transaction (ATPCC)
- (g) Notarized & Endorsed NCNDA/IMFPA By The Seller & Their Bank.
- (h) China Inspection and Quarantine (CIQ) Analysis Test Report.
- (i) Copy of ship questionnaire 88
- (j) Immersion test and authorization (DTB)

5. Buyer upon Physical Verification of The Product & PPOP Confirmation Order SGS To Conduct Dip Test In the Seller's Tank at Buyer's Expense And Issue SGS Certificates and CIQ Of Q&Q In The Buyer's Name.

6. Seller Commences Immediately the Injection into Buyer's Tank and Issues the Title Of ownership Certificate to be followed by All Export Documentation.



7. Buyer Makes Payment By Mt103/TT Wire Transfer For The Total Product & Lifts The Product. Seller pays 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.

TRANSACTION PROCEDURE FOR FOB ROTTERDAM

1. Buyer issues ICPO, Company Registration Certificate and Data page of buyer's Passport copy.

2. Seller receives buyer's ICPO. Seller issues Commercial Invoice (CI) for the total product in seller's leased tank in port terminal for buyer's endorsement.

3. Buyer endorse and returns the signed Commercial Invoice to Seller for final legalization.

4. Seller acknowledges the signed CI and sends the following PPOP documents to buyer.

- v Authorization to Verify (ATV)
- v Letter of Guarantee of product.
- v Commitments to Supply
- v Statement of product Availability.

5. Buyer verify and obtain clearance / access permit to enable buyer's inspection team gain access into tank yard for Q&Q test report at buyer's expense.

6. Seller issues to buyer Unconditional Dip Test Authorization (DTA) for buyer to conduct Dip Test on the product in seller's leased tank.

7. Buyer SGS inspection team immediately conducts dip test on the product at buyer's expense in seller's tank.

8. Upon successful dip test, seller releases the following POP documents directly on buyer's secured email. Intermediaries excluded.

- v SGS Report
- v Legalized Commercial Invoice
- v Tank Storage Receipt
- v Injection Report
- v Accreditation certificate
- v Export License.
- v Authorization to sell & collect (ATSC).
- v Product Allocation Certificate
- v Certificate of Origin
- v Product Passport
- v Company Registration Certificate.



9. Buyer provides his TSA, TSR and ATI to enable seller inject the product into the buyer's tank. In the case where buyer does not have a Tank. Buyer can extend / Lease the tank where the product is stored for any given period of time (Between buyer and Storage Company).

10. Buyer pays for the total cost of the product in the tank or injected into the buyer's tank via MT103 to seller's nominated bank account.

11. Within 24hours upon receipt of the payment, seller pays commission to mandates / intermediaries that are involve in the deal.

12. Seller issues title change/transfer of product to buyer and buyer fully take over the tank and the product.

TRANSACTION PROCEDURES FOR TITLE TAKE-OVER (TTO)

1. Buyer issues ICPO according to the seller's working procedure along with buyer's company certificate of registration or profile with copy of buyer's passport.

2. Seller issues the Title Take-Over Contract (TTO/MOU) addendum for review and endorsement by all parties.

3. Seller issues Proof of Product and Shipping documents as listed below;

- ✓ Product Passport (Quantity & Quality Dip Test Analysis Report)

- ✓ Certificate of Origin

- ✓ Bill of Lading

- ✓ Tanker Vessel Q88 Document

- ✓ Vessel (N.O.R) Notice of Readiness

- ✓ Ullage Report

- ✓ Cargo Manifest

- ✓ Invoice for title transfer

4. Upon the receipt of the documents, buyer verifies the availability of the product on high sea and immediately make \$450.000 security guarantee payment of the total cost of the product which serves as a Title Take-Over Fee

5. Upon seller receipt of the title takeover payment, seller orders for re-rout to buyer's desired port, transfers the title to the potential buyer's company's name and also re-issue all other outstanding documents to the potential buyer's company's and via swift from seller bank the full prove of product.

6. Vessel arrives the discharge port and buyer carries out the CIQ/SGS inspection and upon a successful inspection, buyer pays by MT103 T/T for the full product to the seller.

7. Seller shall provide the following proof of product documents which were issued In name of initial buyer.



TRANSACTION PROCEDURE ON CIF:

1. Buyer issues ICPO with this procedure incorporated on the ICPO along with Buyer's company registration certificate.
2. Seller Issues Sale & Purchase Agreement (SPA), and ICC warning letter Buyer review, amend (if necessary), signs and return the SPA in WORD format to Seller within 3 banking days. Seller sends final SPA to Buyer in PDF format; Buyer confirms final SPA and issues letter of acceptance of the final SPA.
3. Seller issues to Buyer via email the following transaction documents:
 - A. Commitment to supply
 - B. Statement of product availability
 - C. ATSC, Buyer confirms the receipt of the documents by mail and issue confirmation letter within 24hrs.
4. Seller makes arrangement for the chartered freight with a renowned shipping company for the transportation of the product to buyer designated discharge port, both Seller and Buyer sign the Charter Party Agreement (CPA) together with the shipping company (A third-party CPA) this is applicable only for 1st shipment(Buyer and seller). Pays CPA cost 50/50 via T/T wire transfer directly to the shipping company. The fee would later be refunded/ deducted when the Buyer is paying for the total product cost).
5. After completion of the above, Seller issues to Buyer product title transfer agreement, Buyer signs, and returns. Seller legalizes the joint Contract with the authorities in charge and sends to the buyer the legalized contract, the certificate of product title transfer, and then proceeds with the port & custom clearance of product and all internal routines operations accordingly.
6. Upon completion of the above and confirmation of this export approval by the Authority to Seller with the endorsement of the Charter Party Agreement (CPA) and the Shipping Schedule by the Port Authority, to enable Seller to release the below Proof of Product Documents:
 - ~ Legalized Charter Party Agreement (CPA) with the Loading Port Authority. ~ Injection Report
 - ~ Product Allocation Certificate.
 - ~ Allocation Title Transfer Certificate.
 - ~ Export License ~ Export Approval
 - ~ Tank Receipt.
 - ~ Test Authorization.
7. Seller issues the commercial invoice and sends to Buyer for Seller to lodge and activate a 2% PB(Performance Bond/Performance Guarantee) in the favor of the Buyer. If Seller fails to supply the cargo/shipment of the product to the Buyer this 2% Performance Bond will be paid/forfeited to the Buyer.

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8. The product SGS inspection charges will be borne by the Seller at the loading port. Seller invites buyer for visitation to witness the final inspection and TTM for negotiation of the future transaction (Optional to Buyer). Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.

9. Loading & Shipment of the product commences as per schedule. Upon Vessel's arrival and finalization of SGS at the destination port, Buyer release payment via swift fund transfer within 3 to 5 banking days to Seller for total shipment value after discharge of product at destination port and receipt of the entire relevant shipping and export documents. Seller within 48 hours pays the intermediaries Involved according to signed & notarized IMFPA

Best Regards

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