



ӨзенМұнайГаз

АКЦИОНЕРЛІК ҚОҒАМЫ АКЦИОНЕРНОЕ ОБЩЕСТВО

Address: Uzenmunaigaz"JSC, 130200, Republic of Kazakhstan, Mangystau region, Zhanaozen city, K. Satbaev street, building 3.

Email; ozenmunaisales@gmail.com Tele/WhatsApp; +7 7789092870

Date of issue :06/01/2025

Valid till 2026

To:End-Buyer/Mandate.

SOFTCORPORATEOFFER

We the undersigned ZEN MUNAI GAS JSC with full Corporate and legal responsibility, under penalty of perjury confirms that our Seller Refinery are ready willing and able to sell and supply the following Products on the following terms and with total guarantee to meet the specifications and pass through the stringent of SGS or Equivalent, hence complies with the Sellers procedure and prices.

TERMS OF NEGOTIATION

Origin:

Kazakhstan Origin available / Russian Origin available

Delivering port:

ASWP

Incoterms:

FOB/CIF

Loading Port:

Aktau Port/ Novorossiysk / Vladivostok / Primorsk / Nakhodka / Rotterdam/ Houston 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 Value

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AVAILABLE PRODUCTS

Address: Uzenmunaigaz"JSC, 130200, Republic of Kazakhstan, Mangystau region, Zhanaozen city, K. Satbaev street, building 3.

JET FUEL A1

Minimum Quantity: 1,000,000 Barrels per Month Maximum Quantity: 10,000,000 Barrels per Month

FOB Price; Gross \$ 78 / \$ 74 NET. CIF Price; Gross \$ 80 / \$ 76 NET

Commission: \$ 2 / \$ 2

AVAIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Quantity: Minimum:1,000,000 BBLS Trial Shipment / Maximum: 5,000,000 BBLS Monthly

FOB Price: \$ 70 Gross / \$ 66 Net. CIF Price; Gross \$ 72 / \$ 68 NET

Commission: \$ 2 / \$ 2

ESPO CRUDE OIL

Minimum Quantity: 1,000,000 Barrels per Month Maximum Quantity: 5,000,000 Barrels per Month

CIF Price; Gross \$ 66 / \$ 62 NET.

Commission: \$2 / \$2

GAS L0.D2/26 GOST 305-82

Quantity: Minimum: 50,000 MT Trial Shipment / Maximum: 500,000 MT Monthly.

FOB Price: \$ 290 Gross / \$ 280 Net. CIF Price; Gross \$ 300 / \$ 290 NET

Commission: \$5 / \$5

VIRGIN D6 FUEL OIL

Quantity: Minimum: 100,000,000 Gallon Trial Shipment / Maximum: 300,000,000 Gallon Monthly.

FOB: \$0.74 Gross / \$0.70 Net

Commission: \$0.02 / \$0.02

DIESEL EN590 10PPM

Quantity: Minimum 50,000 MT Trial Shipment / Maximum 500,000 MT Monthly

FOB: \$ 410 Gross / \$ 400 Net. CIF Price; Gross \$ 420 / \$ 410 NET

Commission: \$5 / \$5

UREA 46% GRANULAR

Minimum Quantity: 50,000MT per Month

Maximum 500,000 MT Monthly

CIF Price: Gross \$ 340 / \$ 330 Net

Commission; \$ 5 / \$ 5

DAP FERTILIZER

Minimum Quantity: 50,000MT per Month

Maximum 150,000 MT Monthly

CIF Price: Gross \$ 360 / \$ 350 Net

Commission; \$ 5 Seller side / \$ 5 Buyer side

DIESEL GAS D2 OIL GOST 305-82

Quantity: 50,000-100,000 Metric Tons

CIF Price: Gross \$ 290 Net \$ 280 Per Metric Tons.

Commission \$5 Seller side \$5 Buyer side

LIQUIDIFIED NATURAL GAS [LNG]

Quantity: 50,000-100,000 Metric Tons

CIF Price: Gross \$ 290 Net \$ 280 per Metric Tons

Commission \$5 Seller side \$5 Buyer side

ESPO BLEND CRUDE OIL

Minimum Quantity: 500,000 bbls

Maximum Quantity 5,000,000 bbls

CIF Price: Gross \$ 52, Net \$ 50.

Commission \$1 Seller side \$1 Buyer Side

LIQUEFIED PETROLEUM GAS [LPG]

Quantity: 50,000-100,000 Metric Tons

CIF Price: Gross \$ 280 Net \$ 270 per Metric Tons

MAZUT-100 10585-75

Quantity: 50,000- 300,000 Metric Tons.

CIF Price: Gross \$ 230 Net \$ 220 per Metric Tons

Commission \$5 Seller side \$5 Buyer side

- :
: **DIESEL ULTRA-LOW SULPHUR (ULSD 10 PPM)**
Minimum. Quantity: 50.000 MT Trial Shipment
Maximum. Quantity: 1.000.000 MT Month Monthly
Price: USD \$ 310 Gross/ \$ 300 Net per MT
COMMISSION: \$5 USD Per MT Buyer Side / \$5 USD Per MT Seller Side.

BASE OIL.

SN 100 - \$ 330 Gross / 320 Net

BS 150 - \$ 340 Gross / 330 Ne

SN150 - \$ 330 Gross / 320 Net

SN 300 - \$ 360 Gross / 350 Net

SN 500 - \$ 300 Gross / 280 Net

COMMISSION: \$5 USD seller side and \$5 USD buyer side

Diesel Euro 4

- : Qty; 50000 x12 Mt months
Minimum Quantity: 50,000 Metric Tons per Month
Maximum Quantity: 500,000 Metric Tons per Month
Price: Gross \$ 280 USD / \$ 270 USD NET
Commission \$5 Buyer side / \$5 Seller side
Unleaded motor gasoline 95 RON Qty; 10000 x12 Mt months

Minimum Quantity: 50,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

Price: Gross \$ 340 USD / \$ 330 USD NET

Commission \$5 Buyer side / \$5 Seller side

Commission \$5 Seller side \$5 Buyer side

LIGHT CIRCLE OIL (LCO)

Quantity: Minimum: 50,000 MT Trial Shipment

Maximum: 500,000 MT Monthly.

CIF Price: \$260 Gross / \$250 NET

Commission: \$5 Seller side / \$ 5 Buyer side



CIF TRANSACTION PROCEDURE: ASWP

1. Buyer issues Purchase Order upon receipt in acceptance of seller's Soft Offer.
2. Seller issues Sales Purchase Agreement, (SPA) and open for amendment, Buyer reviews draft agreement and then returns to seller sign in word format and PDF format, Seller acknowledged and submit the contract to the Ministry of Energy for legalization on seller expense.
3. Seller sends partial POP to Buyer via email:
 - (a) Statement of Availability of Product
 - (b) Commitment to Supply
 - (c) Product Passport
 - (d) Product Allocation Export License
 - (e) Company Registration Certificate
4. Seller appoints and signs charter Party Agreement with the buyer and the Shipping Company. Buyer and Seller pay to the shipping company for transporting of the product to buyer' s final discharge port. Which will be deducted from the total cost of product.
5. Seller swift the full POP and 2% Performance Bond to buyer' s bank. Buyer' s Bank swift in return, the Irrevocable Non Transferable Documentary Letter of Credit to the Seller' s Bank .
6. Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port and after SGS/Q&Q or Equivalent inspection immediately Buyer' s Bank releases the Total value of the shipping to Seller' s Bank within 48hours (two banking days) By MT103.
7. Buyer / Seller pays all intermediaries involved in transaction as per IMFPA within 48 hours.



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FOB TRANSACTION PROCEDURES TANK TO VESSEL(DIP AND PAY)

1. The Buyer sends ICPO
2. The Seller Issues Commercial invoice (CI) for the Buyer's endorsement.
3. The Buyer signs and returns the CI to the Seller
4. The Seller issues the product ATV, to Buyer
5. The Buyer contacts the Seller Tank Administrator to execute the Quality & Quantity, and to register at the Tank Farm Terminal prior to the inspection (This process involves the acquisition of the Access Code Certificate cost \$120,000 deductible to the price).
5. seller issue UDTA, PRODUCT PASSPORT, ATSC, INJECTION REPORT, SGS Report (not less than 48 hours)
7. Upon the Successful Dip Test Inspection in the Seller's Tank, the Buyer Submits NOR from his Shipping Company and Seller Injects the product into the Buyer Vessel or Tanks.
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 Seller and Buyer Sides Intermediaries as per Master Fee Agreement
10. The Seller issues an annual (12 months) delivery contract for review



FOB TRANSACTING PROCEDURE TANK TO TANK (DIP AND PAY)

1. Buyer issues ICPO, and company registration certificate and data page of buyer's Passport or any I.D.
2. Seller issues Commercial Invoice (CI) & Warning Letter, buyer signs and returns to seller with his TSA. Seller will complete verification on the TANK FARM of the buyer before making their three (3) days tank lease payment.
2. Buyer leases and pays his tank for 2 days for the Injection Process. Seller pays to Buyer's Tank Farm Company for his three (3) days' tank storage costs, (totaling a five (5) day TSR) After Buyer Company has received the payment from Seller Company three (3) days cost.
4. Seller issues Unconditional DTA and SGS report.
5. Buyer conducts Dip test on the product and makes the payment for the total value of product injected into the tanks through the means of MT103- TT.
6. Seller pays all intermediaries involved in the transaction and subsequently monthly shipment continues as per terms and purchase agreement contract between buyer and seller



TRANSACTION PROCEDURES FOR CIF DELIVERY (Allocation Procurement)

1. Buyer issues ICPO alongside with letter of acceptance of seller's terms to seller upon receipt and signatory of full corporate offer.
2. Seller issues Sales Purchase Agreement, (SPA) and open for amendment, Buyer reviews draft agreement and then returns to seller sign in word format and PDF format, Seller acknowledged and submit the contract to the Ministry of Energy for legalization on seller expense
3. seller issues payment invoice for the first delivery on product allocation procurement certificate that approves the buyer as a standing owner of the commodity. Upon executed by the buyer via TT and confirmation of the payment, the seller Issue the following PPOP documents.
 - (A) Seller Irrevocable Commitment to Supply
 - (B) Product Passport
 - (C) Certificate of origin
 - (D) Commercial invoice for the first value shipment
4. Upon the confirmation of the listed partial PPOP, Buyer bank issues irrevocable (DLC/MT700) according to seller' s fiduciary bank verbiage to seller nominated fiduciary offshore bank account for first month shipment, the buyer must not fail.
5. Seller' s bank replied with 2% PB to activate the letter of credit issued by the buyer bank. Seller' s Bank issues Full POP Documents to the Buyer' s Bank alongside with 2% Performance Bond (PB2%).
 - a) Copy of license to export, issued by the department of the Ministry of Energy.
 - b) Copy of Approval to Export, issued by the Ministry of Justice.
 - c) Copy of statement of availability of the product.
 - d) Copy of the refinery commitment to produce the product.
 - 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
 - n) Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy



6. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer' discharge port within 5-24 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport.

7. Buyer' s bank upon arrival of the cargo at the discharge port, payment will be made for the total cost of Product within 24hours after in inspection.

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CIF PROCEDURE TITLE TAKE OVER (TTO)

1. Buyer issue official ICPO to the exact quantity in the sanitized MOU and CI;
- 2 Seller issues original MOU and CI;
- 3 Buyer counter sign the MOU and CI and forward back;
- 4 Buyer pay for the allocation procurement of the first delivery that enable buyer obtain certificate of ownership which cost \$120,000 USD.
- 5 Upon receipt of the countersigned original MOU and CI from the Buyer, Seller emails to the Buyer the listed documents issued in the name of the initial Buyer as stated in the MOU;
 - a) Certificate of Product Origin;
 - b) Product Passport (Quality and Quantity Dip Test Analysis Report;
 - c) Bill of Lading;
 - d) Cargo Manifest
 - e) Tanker Vessel Q88
 - f) Vessel Details
 - g) Ullage Report;
 - h) Invoice for Title Take Over
- 6 Upon Buyer receipts of the documents, Buyer verifies the availability of the Product on high sea and makes payment within 72 hours for the Title Take Over;
- 7 Upon Seller receipt of the Title Take over payment, Seller transfers the title to the Potential Buyer' s company name and also re-issues all outstanding documents to the potential Buyer' s company name and sends via swift from Seller' s bank to Buyer' s bank the Full Proof of Product.
- 8 Vessel arrives Buyer' s Discharge Port and Buyer carries out the CIQ/SGS inspection and upon successful inspection Buyer pays by MT103 TT Wire Transfer for the full Product to the Seller. The title take over



Export Director

LLC"OZEN MUNAI GAS"
MR. KILYBAI NURDAULET IGILIKULY
 Export Director





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