

Ref: BONPBBV/SCO/0410202502
ISSUED: 4TH OCTOBER 2025
VALIDITY: 31ST DECEMBER 2025

TO: END BUYERS GROUP

SOFT CORPORATE OFFER

"We, as representatives of our supplier, "NELSON PETROLEUM BUZACHI B.V. KAZAKHSTAN" with BIN: 990341000901, confirm our preparedness, eagerness, and ability to supply the requested volumes of petroleum products at the designated prices."

PRODUCT:	VIRGIN D6 FUEL OIL(D6)
ORIGIN:	KAZAKHSTAN
QUANTITY:	100,000,000 GALLON – 500,000,000 GALLONS ON A YEARLY CONTRACT
FOB PRICE:	USD \$0.64 GROSS / USD \$0.60 NET PER GALLON
COMMISSION:	\$0.4 BUYER’S SIDE / 0.4 SLLER’S SIDE
PRODUCT:	AVIATION TURBINE FUEL (JET A-1)
ORIGIN:	KAZAKHSTAN
QUANTITY:	10,000,000 BBLS - 50,000,000 BBLS ON A YEARLY CONTRACT
FOB PRICE:	\$86.00 GROSS / \$82.00 NET PER BARREL
COMMISSION:	\$2 BUYER’S SIDE / \$2 SELLER’S SIDE
PRODUCT:	ULTRA LOW SULPHUR DIESEL FUEL (EN590 10PPM)
ORIGIN:	KAZAKHSTAN
QUANTITY:	ONE HUNDRED THOUSAND (100,000) METRIC TONS WITH R&E INTO YEARLY CONTRACT
FOB PRICE:	USD \$400.00 GROSS / USD \$390,00 NET PER METRIC TON
CIF PRICE:	USD \$420.00 GROSS / USD \$410,00 NET PER METRIC TON
PRODUCT:	DIAMMONIUM PHOSPHATE GRANULAR (brown/yellow)
ORIGIN:	KAZAKHSTAN
QUANTITY:	100,000 METRIC TON – 500,000 METRIC TON ON A YEARLY CONTRACT
CIF PRICE:	USD \$270.00 GROSS / USD \$260,00 NET PER METRIC TON
COMMISSION:	\$5 BUYER’S SIDE / \$5 SLLER’S SIDE
PRODUCT:	UREA GRANULAR (UREA N64)
ORIGIN:	KAZAKHSTAN
QUANTITY:	10,000 METRIC TON - 500,000 METRIC TON ON A YEARLY CONTRACT
CIF PRICE:	USD \$230.00 GROSS / USD \$220,00 NET PER METRIC TON
COMMISSION:	\$5 BUYER’S SIDE / \$5 SELLER’S SIDE
PRODUCT:	VERY LOW SULPHUR FURNACE OIL (VLSFO)
ORIGIN:	KAZAKHSTAN
QUANTITY:	100,000 MT – 500,000MT ON A YEARLY CONTRACT
FOB PRICE:	USD \$380.00 GROSS / USD \$370,00 NET PER METRIC TON
CIF PRICE:	USD \$390.00 GROSS / USD \$380,00 NET PER METRIC TON

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PRODUCT:	LIQUIDFIED PETROLEUM GAS (LPG)
ORIGIN:	KAZAKHSTAN
QUANTITY:	100,000,000 METRIC TONS – 500,000,000 METRIC TONS ON A YEARLY CONTRACT
CIF PRICE:	USD \$ 220.00 GROSS / USD \$210.00 NET PER METRIC TONS
COMMISSION:	\$5 BUYER'S SIDE / \$5 SLLER'S SIDE
PRODUCT:	LIQUIDFIED NATURAL GAS (LNG)
ORIGIN:	KAZAKHSTAN
QUANTITY:	100,000,000 METRIC TONS – 500,000,000 METRIC TONS ON A YEARLY CONTRACT
CIF PRICE:	USD \$ 220.00 GROSS / USD \$210.00 NET PER METRIC TONS
COMMISSION:	\$5 BUYER'S SIDE / \$5 SLLER'S SIDE
PRODUCT:	EASTERN SIBERIA PACIFIC OCEAN CRUDE OIL (ESPO)
ORIGIN:	KAZAKHSTAN
QUANTITY:	ONE HUNDRED THOUSAND (100.000) BERREL WITH R&E INTO YEARLY CONTRACT
FOB PRICE:	USD \$60.00 GROSS / USD \$58.00 NET PER BERREL
COMMISSION:	\$2 BUYER'S SIDE / \$2 SELLER'S SIDE
PRODUCT:	LIGHT CRUDE OIL (LCO)
ORIGIN:	KAZAKHSTAN
QUANTITY:	100,000 METRIC TON – 500,000 METRIC TON ON A YEARLY CONTRACT
FOB PRICE:	USD \$60.00 GROSS / USD \$58.00 NET PER BARREL
CIF PRICE:	USD \$62.00 GROSS / USD \$60.00 NET PER BARREL
COMMISSION:	\$2 BUYER'S SIDE / \$2 SELLER'S SIDE
PRODUCT:	BASE OIL
ORIGIN:	KAZAKHSTAN
QUANTITY:	10,000 METRIC TON - 500,000 METRIC TON ON A YEARLY CONTRACT
CIF PRICE:	USD \$430.00 GROSS / USD \$420,00 NET PER METRIC TON
COMMISSION:	\$5 BUYER'S SIDE / \$5 SELLER'S SIDE

LOADING PORTS – COMMISSION STRUCTURES – PAYMENT TERM

LOADING PORTS: AKTAU/SINGAPORE/ROTTERDAM/HOUSTON/NINGBO-ZHOUSHAN PORT.

INSPECTION: SGS FOR THE QUALITY & QUANTITY TEST REPORT.

COMMISSION PER BBL: SELLER SIDE & BUYER SIDE - \$ 2.00 USD PER BARREL.

COMMISSION PER GAL: SELLER SIDE & BUYER SIDE - \$ 0.04 USD PER GALLON.

COMMISSION PER MT: SELLER'S SIDE - \$5.00 & BUYER'S SIDE - \$5.00 USD PER MT.

PAYMENT TERMS: T/T SWIRE TRANSFER/MT103/USDT/SBLC MT760.

FOB NON-NEGOTIABLE TANK TO TANK TRANSACTION PROCEDURE ROTTERDAM/ SINGAPORE

1. Buyer Issues an ICPO Containing the Seller's Working Procedure and Banking Details Along with Buyer's Nominated TSA, Company Registration Certificate and Data Page of Buyer's Passport.
2. Seller Issues Commercial Invoice (C.I), Buyer Signs and Returns Commercial Invoice Along with An Acceptance Letter.
3. Seller Issues a Copy of SGS Report to Buyer's Tank Farm Company Only to Verify SGS Report with A Confidentiality & Non-Circumvent Letter.
4. Upon Confirmation of SGS Report by Buyer's Tank Farm Company, Seller Request to Lease and Pay the Buyer's Tank For 3 Days, And Buyer Pays His Tank Farm Company For 3 Days After Tank Farm Company Confirmed the Payment from Seller. A Total (6) Days Operational TSR Will Be issued on seller/Buyers Name for A Minimum of xxx.....to xx... Gals / Bbl./Mt
5. Seller Issues Following Pop Documents to Buyer:
 - Q&Q Report.
 - Pre-Injection Report (From Refinery Reservoir to Leased Tanks).
 - Unconditional Dip Test Authorization Letter (DTA)
 - Authorization To Sell.
 - Fresh Update SGS Report.
 - Certificate Of Origin
 - Authorization To Verify Physically the Product in Seller's Tank (ATV).
6. Buyer And His Testing Teams Conduct a Dip Test on The Product Injection Commencing from Seller's Tank to Buyer's Tank.
7. Upon Completion of Injection, Seller Issues Full Injection Report Buyer and Buyer Makes 100% Payment Via Mt103 for The Total Value Product Injected into The Tanks.
8. Seller Pays All Intermediaries Involved in The Transaction and Subsequently Monthly Shipments Continue as Per Terms and Conditions of The Sales and Purchase Agreement Contract Between Buyer and Seller. The Subsequent Delivery Shall Commence According to The Terms and Conditions of The Contract.

SHIP TO SHIP (STS) TRANSACTION PROCEDURES

1. Buyer Issues an official ICPO with Full Buyer Banking Details & Company Registration Certificate.
2. Seller issues a Commercial Invoice for First Lift Quantities at Seller Vessel for Both Party's Signature and Endorsement
3. Buyer Provides Charter Party Agreement (CPA) for spot STS transaction.
4. Seller Verifies Buyers CPA and Issues the Below-Listed Documents
 - Commitment to Supply
 - Product Passport
 - Authorization to Sell (ATSC)
 - Bill of Lading (B/L)
 - Dip Test Authorization (DTA)
 - NOR to be signed by Buyer Tanker/ Vessel Company.
5. Within 24 hours upon the receipt of the documents, BUYER deposits fixed agreed funds of 2% for the shipment total product value equivalent in USD/EURO/RMB via MT103/TT to the seller's fiduciary bank coordinate as a provisional guarantee performance and the said amount will be deducted from the shipment total product value.
6. Buyer Contact Seller's Vessel Company to obtain Authority to board (ATB) and buyer vessel issues vessel details for injection and discharging programming.
7. On Arrival at STS location, buyer team board seller vessel and dip test of products is conducted at seller expense before commence transfer of products.
8. After injection is completed. Buyer conducts dip test inspection for quantity and quality of the products at buyer expense.
9. Upon successfully complete injection, Buyer within 24 hours Maximum Payment via MT103 wire Transfer for the Total value of the products injected into buyer vessel and all exportation documentation in relation to the petroleum products are transferred to buyer.
10. Within 72 hours, commission is paid to intermediaries involved in the Transaction.

FOB ROTHERDAM PROCEDURE TTT" PHYSICAL VERIFICATION AND DIP TEST IN SELLER STORAGE TANK

1. The Buyer shall issue an Irrevocable Corporate Purchase Order (ICPO) and CIS addressed to the Seller, accompanied by a Tank Storage Agreement (TSA). The Buyer will provide his passport data page and two individuals who will be present at Rotterdam for Table Top Meeting (TTM) and physical verification of the product.
2. Seller will authenticate the Buyer's TSA and subsequently issue a Commercial Invoice (CI), which the Buyer will sign and return.
3. The Buyer shall provide the Seller with an Authorization to Inspect (ATI) their designated storage facility.
4. Following the Seller's successful inspection and confirmation of the Buyer's storage facility, the Seller shall provide the Buyer with the following documentation:
 - A. Product Passport (Product Analysis Report)
 - B. Authorization to Verify (ATV) product physically
 - C. Commitment Letter to Supply
 - D. Certificate of Origin
 - E. Non-Circumvention, Non-Disclosure Agreement (NCNDA)/ International Master Fee Protection Agreement (IMFPA)
5. The Seller will schedule and conduct a TTM and physical verification of the product with the Buyer and their team in Rotterdam.
6. During the TTM and physical verification, the Seller will present the Tank Storage Receipt (TSR). The Buyer will then present their Tank Receipt (TR) and buyer remit 10% of the product value as a performance guarantee to commence dip test on seller storage tank and Seller will issue the following Proof of Product (POP) documents:
 - A. Unconditional Dip Test Authorization (UDTA)
 - B. Injection Report
 - C. SGS Inspection Report
 - D. Tank Storage Receipt (TSR)
7. The Buyer will verify the POP documents and conduct a dip test in the seller designated storage tank.
8. Upon successful confirmation of product Quantity and Quality (Q&Q) via the SGS dip test, the Buyer shall remit the remaining balance of the product payment, less the 10% down payment, via MT 103 TT wire transfer.
9. Upon confirmation of full payment, the Seller will transfer title ownership of the product to the Buyer and provide all required exportation documents to buyer.
10. The Seller will pay commission to all involved intermediaries in accordance with the terms of the signed NCNDA.

COST INSURANCE AND FREIGHT (CIF) PROCEDURE

1. The Buyer shall issue an Irrevocable Corporate Purchase Order (ICPO) to the Seller, including the company information sheet (CIS).
2. The Seller shall provide the Buyer with a draft Sales and Purchase Agreement (SPA) / NCNDA/IMFPA for review and amendment where necessary, prior to signature.
3. The Buyer shall execute the SPA and return it to the Seller, along with a formal acceptance letter. The electronically signed SPA shall be considered legally binding and enforceable. Both parties will sign a Non-Circumvention, Non-Disclosure Agreement and Irrevocable Master Fee Protection Agreement (NCNDA/IMFPA) and return to the Seller for final endorsement.
4. Both parties shall submit the executed SPA to their respective banking institutions.
5. The Buyer shall provide Proof of Funds (POF) and a Bank Confirmation Letter (BCL) to facilitate the issuance of a Standby Letter of Credit (SBLC) MT760 or DLC MT 700. In response, the Seller shall issue the following Proof of Product (PPOP) documentation:
 - Product Quality Passport/Certificate
 - Chartered Party Agreement (CPA)
 - Certificate of Origin
 - Proforma Invoice
 - Authorization to Sell and Collect (ATSC)
6. The Buyer's bank shall issue a Standby Letter of Credit (SBLC) MT760/DLC, within seven (10) banking days, covering the first and last month's face value of the contract. The SBLC or DLC shall be valid for three hundred and sixty-six (366) days and must adhere to the Seller's approved standard verbiage.
7. Upon confirmation of the Buyer's SBLC MT760, the Seller's bank shall issue a 2% Performance Bond (PB) to the Buyer's bank, via bank-to-bank transfer. Failure to issue the said bank guarantee within the stipulated days, buyer issues a Performance security financial deposit of \$420,000.00 USD (Four Hundred and Twenty Thousand United State Dollars) or equivalent in RMB Chinese currency. This is to enable the seller to secure the service of the Vessel for the transportation of the product to buyer's destination port.
8. Within ten (10) days following the issuance of PPOP, the Seller shall load and assign the vessel under the Buyer's name and provide the following shipping documents, listing the Buyer as the Consignee:
 - Bill of Lading (BL)
 - SGS
 - Vessel Q88
 - Ullage Report
 - Vessel Details
 - Cargo Manifest
 - Captain's Notice of Readiness (NOR) and Estimated Time of Arrival (ETA) (full set)
9. Subsequently, the Seller will authorize the vessel captain to issue the Notice of Readiness (NOR) and Estimated Time of Arrival (ETA) to the Buyer's shipping agent. The loaded vessel shall then proceed to the Buyer's designated port of discharge. Upon arrival, shipment notification will be made in the Buyer's name, and the Buyer's shipping agent shall arrange the clearance of the vessel at the port.
10. Upon vessel arrival at the Buyer's designated port, the vessel captain shall provide a Master's Authorization to Board (MATB) to the Buyer's designated inspectors, granting them access to the vessel. The Buyer's inspectors shall conduct a thorough inspection of the cargo, verifying the quality and quantity (Q&Q) of the product. Samples will be taken for further analysis upon the inspectors' departure from the vessel.
11. Following the completion of the Quality and Quantity (Q&Q) inspection, and once the results have been communicated to both the Buyer and the Seller, the Seller shall issue a Commercial Invoice. The Buyer shall make the payment via MT103 transfer in accordance with the terms outlined in the signed agreement and as detailed in the Commercial Invoice.
12. The Seller shall disburse commission fees due to consultants, mandates, and facilitators as per the signed NCNDA/IMFPA. The Seller shall handover the full set of all other relevant cargo documents to the Buyer.

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NON-NEGOTIABLE MEMORANDUM OF UNDERSTANDING FOR TITTLE TAKE OVER TTO PROCEDURE

1. Buyer issues ICPO containing the Seller's procedure, must be with buyer company letterhead, along with Buyers Banking detail, Passport Copy, Company Registration Copy and CIS.
2. Seller issues MOU.
3. Buyer verifies MOU, countersign and returns with a request for a USD \$48,500.00 (Forty-Eight Thousand Five Hundred USD) payment invoice for change of product tittle transfer/documents to Buyer's company name.
4. Upon the receipt of payment and countersigned MOU from the Buyer, the Seller proceeds to change below documents to Buyer's name and emails to Buyer the listed below product documents:
Product Passport (Quantity & Quality Dip Test Analysis Report).
Certificate of Origin.
SGS
Bill of Lading.
Vessel Q88 Document.
E.T.A. (Estimated Time of Arrival) Of Vessel
Vessel (N.O.R) Notice of Readiness.
Ullage Report.
Cargo Manifest.
Authorization to sell and collect (ATSC).
- 5, upon the receipt of the documents, buyer verifies the availability of the product on high sea via the shipping company and immediately negotiate a 3% invoice and effect payment for the vessel re-routing to buyers nominated discharge port and buyer already has the issued shipping documents in the new buyer's name, to enable our agency and vessel maritime declaration registration at discharge port.
6. Vessel arrives at 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. Note the title takeover payment/re-routing cost will be deducted from the total product value.
7. Seller pays commission to all intermediaries involved in the transaction as per NCNDAIMFPA and subsequently monthly shipment continues as per terms and conditions of the MOU/commercial invoice and extension of transaction by issuing 12 months contract to Buyer company for further proceeding.

PRODUCT SPECIFICATIONS

ANALYTICAL PRODUCTS SPECIFICATIONS JET FUEL A1					
PROPERTIES	UNIT	RESULT	TEST-IP	METHOD	ASTM
ADDITIVES					
Anti oxidantin hydro processed fuel	Mg/l	Min	17		
Anti oxidantnon hydro processed fuel	Mg/l	Max	24		
Static dissipater first doping ASA-3	Mg/l	Min	24		
Stadis450	Mg/l	Min	1		
COMBUSTION PROPERTIES					
Smoke point	mj/lkg	Min	18.4		D4808
Specific energy, net	Mm	Min	19		D1322
Lumin omitter number		Min	45		D1740
Naphthalene	%volume	Max	3		D1840
COMPOSITION					
Total Acidity	mgKOH/g	Max	0.01	354	D3242
Aromatics	%vol	Max	22	158	D1318
Sulphur, Total	%mass	Max	0.30	107	D1266/2622
Sulphur, Mercaptan	%mass	Max	0.003	342	D3227
Doctor, test				30	D4952
VOLATILITY					
Initial Boiling Point	Centigrade	Max	Report	176	D96
10%vol at C			210		
20%vol at C			Report		
50%vol at C			Report		
80%vol at C			Report		
Endpoint	Centigrade	Max	300		
Recovered residuals	%Vol	Max	1.5		
Loss	%Vol	Max	1.5		
Flash Point	Centigrade	Max	42	170/303	D56/3828
Densityat15 C	Kg/m2	min/max	776/840	180/305	D1256
LOW TEMPERATURE					
Freezing Point	Centigrade	Max	-47	15	D2256
CORROSION					
Corrosion, copper(2hrs at 100C)		Max	1	154	D130
Corrosion, silver(4hrs at 50C)		Max	1	227	
Thermal stability control, Temp.280C					
Filter pressure, differential mm.Hg		Max	323		
Tube deposit rating(visual)		Max	25	<3	
CONTAMINATIONS					
Existent Gum	mg/100ml	Max	7	131	D361
Water reaction, interface rating		Max	16	258	D1084
Fuel with static dissipater additives		Min	75		D3648
Fuel without static dissipater additive		Min	85		

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ANALYTICAL PRODUCTS SPECIFICATION FOR EN589-10PPM

Component		Method of Analysis	Unit	Result	
				Min.	Max.
Aspect Color		Visual Inspection ASTM D1500		Clear 2,0	
Density @ 15°C		ENISO 3675:98 / EN ISO 12185:96 / C1:2001	Kg/m³	820,0	845,0
Flash Point		ENISO 2719:2002	oC	55 (1)	
Distillation:		ENISO 3405:2000			
- Recovered @ 150°C			% vol		2,0
- Recovered @ 250°C			% vol		65,0
- Recovered @ 360°C			% vol		(2)
- Recovered @ 95°C			oC	85,0 (2)	360,0
C.F.P. P (Summer)	(3)	EN 116:1997	oC	-2	
C.F.P.P (Winter) (3)				10,0	20 °C
				12	
CLOUD Point (Summer) CLOUD Point (Winter)		EN 23015:1994	oC	Report 0	
Cetane Number		EN ISO 5165:1998	no	51,0	
Cetane Index		EN ISO 4264:1996	Index	46,0	
Viscosity @ 40°C		ENISO 3104:1996	mm²/s	2,00	4,50
Water Content		ENISO 12937:2000	mg/kg		500
Total Contamination		EN ISO 12662:2002	mg/kg		15
Sulphur Content		ENISO 20884:2004	mg/kg		10,0
Copper Strop Corrosion (3 hrs at 50°C)		ENISO 2160:1998	Indice 1 st Class		
Carbon Residue (On 10% Distillation Residue)		ENISO 10370:1995	% weight		0,15
Total Acidity		ASTM D974:2002	mg KOH/g		0,3
Ash Content Lubricity, Correct Wear Scar Oxidation Stability		EN ISO 6245:2002 EN ISO 12156- 1:2000 ENISO 12205:1996	% weig ht µm g/m 3	20	0,01 460
Electrical Conductivity (4)		IP 274 / ASTM 2624 / ISO 6297	pS/m	50	
Polycyclic Aromatic Hydrocarbons		EN 12916:2001	%m/m		8,0 (M/M)
Biodiesel Content (FAME)		EN 14078:2003	% vol	0,0	B0D

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NELSON PETROLUUM BUZACHI BV. KAZAKHSTAN

SALE & EXPORT AUTHORITY

DATE: 4th OCTOBER, 2025

SIGNATURE/STAMP



Reg No.: [990341000901](#)

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