



# **FALCON OIL & GAS, LTD LLP**

Almaty, Almaly District, Shevchenko Street, 90, Office 81

BIN: 000940000676 KATO: 751110000

WhatsApp: +77026351347

Email Address: falcon.oilandgasltdllp@mail.ru



DATE OF ISSUE: 10-01-2024

EXPIRE DATE: 11-07-2025

TO: END BUYER / BUYER'S MANDATE

## **SOFT CORPORATE OFFER**

On behalf of our End Seller/Refinery, FALCON OIL & GAS, LTD LLP. is a 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.

### **TERMS OF NEGOTIATION:**

Delivery: CIF/FOB

Payment Term: DLC MT700, SBLC MT760 and TT Wire Transfer MT103, Cryptocurrency (BTC/USDT) Performance Bond: 2% operative PB will be issued from Seller's bank to the buyer bank. Quality: Q&Q test report will be conducted at the loading port by SGS or Equivalent at the expense of Seller. Products Origin: KAZAKHSTAN, AZERBAIJAN/RUSSIA AND NON-RUSSIA.

## **PRICE LIST & PRODUCT**

### **EN590 10PPM/50PPM**

ORIGIN: KAZAKHSTAN

LIFTABLE QUANTITY: 50,000MT MONTHLY: 200,000MT

PRICE FOB: US \$480 GROSS, US \$460 NET PER MT COMMISSION: US \$10

PRICE CIF: US \$460 GROSS, US \$440 NET PER MT COMMISSION: US \$10

SHARING: \$5 ON THE SELLER SIDE AND US \$5 ON THE BUYER SIDE.

### **LIQUEFIED PETROLEUM GAS (LPG)**

ORIGIN: KAZAKHSTAN

LIFTABLE QUANTITY: 50,000MT MONTHLY: 200,000MT

PRICE FOB: US \$310 GROSS, US \$300 NET PER MT COMMISSION: US \$10

PRICE CIF: US \$320 GROSS, US \$310 NET PER MT COMMISSION: US \$10

SHARING: \$5 ON THE SELLER SIDE AND US \$5 ON THE BUYER SIDE.

### **ESPO CRUDE OIL**

ORIGIN: KAZAKHSTAN

Min. Quantity: 2,000,000 Barrel

Max. Quantity: 5,000,000 Barrel per Month



# **FALCON OIL & GAS, LTD LLP**

Almaty, Almaly District, Shevchenko Street, 90, Office 81

BIN: 000940000676 KATO: 751110000

WhatsApp: +77026351347

Email Address: falcon.oilandgasltdllp@mail.ru



CIF Price: USD 95/Bbl. Gross USD 93 /Bbl. Net  
FOB Price: USD 88/Bbl. Gross USD 86/Bbl. Net  
Commission: USD 1 Buyer side - USD 1 Seller side

## **AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL (JP54)**

ORIGIN: KAZAKHSTAN  
LIFTABLE QUANTITY: 1,000,000 BBLs MONTHLY: 2,000,000 BBLs  
PRICE FOB: US \$86 GROSS, US \$84 NET PER BBL COMMISSION: US \$4  
PRICE CIF: US \$94 GROSS, US \$92 NET PER BBL COMMISSION: US \$4  
SHARING: \$2 ON THE SELLER SIDE AND US \$2 ON THE BUYER SIDE.

## **PETCOKE**

ORIGIN: KAZAKHSTAN  
QUANTITY: 50,000 Metric tons' trial shipment with up to 500,000 Metric tons  
CIF monthly twelve (12) Months.  
PRICE CIF \$240 GROSS! \$220 NET.  
PRICE FOB \$210 GROSS / \$200 NET  
COMMISSION: Seller side \$5.00 / Buyer side \$5.00

## **HIGH SPEED DIESEL EURO 4 GRADE (GASOLINE)**

ORIGIN: KAZAKHSTAN  
Quantity: 50,000 Metric Tons- 500,000 MT  
CIF Price: US\$ 380.00 Gross / US\$370.00 Net Per Mt.  
FOB Price: US\$ 360.00 Gross / US\$350.00 Net Per Mt.  
Commission: \$5 buy Side. Seller Side \$5 Per Mt

## **AGO**

ORIGIN: KAZAKHSTAN  
Quantity: 50,000 Metric Tons- 500,000 MT  
available Delivery: FOB AWSP  
CIF Price: USD Gross \$380/370 Net per Metric Ton,  
FOB Price: \$ 360 USD Gross \$ 340 USD Net,  
Commission: USD 5 seller side, USD 5 Buyer side Per Metric Ton

## **DIESEL GAS OIL (D6)**

ORIGIN: KAZAKHSTAN  
LIFTABLE QUANTITY: 50,000,000 MT MONTHLY: 100,000,000 MT  
PRICE FOB: US \$0.82 GROSS, US \$0.80 NET PER GALLON COMMISSION: US \$ 0.02  
PRICE CIF: US \$0.86 GROSS, US \$0.84 NET PER GALLON COMMISSION: US \$ 0.02  
SHARING: \$ 5 ON THE SELLER SIDE AND US \$ 5 ON THE BUYER SIDE.

## **JET A1**

ORIGIN: KAZAKHSTAN  
LIFTABLE QUANTITY: 1,000,000 BBLs MONTHLY: 2,000,000 BBLs  
PRICE FOB: US \$89 GROSS, US \$88 NET PER BBL COMMISSION: US \$4  
PRICE CIF: US \$92 GROSS, US \$90 NET PER BBL COMMISSION: US \$4  
SHARING: \$2 ON THE SELLER SIDE AND US \$2 ON THE BUYER SIDE



# **FALCON OIL & GAS, LTD LLP**

Almaty, Almaly District, Shevchenko Street, 90, Office 81

BIN: 000940000676 KATO: 751110000

WhatsApp: +77026351347

Email Address: falcon.oilandgaslldlp@mail.ru



## **UREA**

ORIGIN: KAZAKHSTAN

LIFTABLE QUANTITY: 5,000 MT MONTHLY: 100,000 MT

PRICE CIF: US \$390 GROSS, US \$380 NET PER MT COMMISSION: US\$10

SHARING: \$5 ON THE SELLER SIDE AND US \$5 ON THE BUYER SIDE

## **DIESEL GAS D2 OIL**

ORIGIN: KAZAKHSTAN

LIFTABLE QUANTITY: 50,000MT MONTHLY: 200,000MT

PRICE FOB: US \$420 GROSS, US \$410 NET PER MT COMMISSION: US \$10

PRICE CIF: US \$430 GROSS, US \$420 NET PER MT COMMISSION: US \$10

SHARING: \$5 ON THE SELLER SIDE AND US \$5 ON THE BUYER SIDE.

## **LIQUEFIED NATURAL GAS (LNG)**

ORIGIN: KAZAKHSTAN

LIFTABLE QUANTITY: 1,000,000 MT MONTHLY: 2,000,000MT

PRICE FOB: US \$310 GROSS, US \$300 NET PER BBL COMMISSION: US \$10

PRICE CIF: US \$320 GROSS, US \$310 NET PER BBL COMMISSION: US \$10

SHARING: \$5 ON THE SELLER SIDE AND US \$5 ON THE BUYER SIDE.

## **LCO – LIGHT CYCLE OIL**

ORIGIN: KAZAKHSTAN

Min. Quantity: 10,000 Metric Tons

Max. Quantity: 300,000 Metric Tons per Month

CIF Price: USD 280/ MT Gross USD 260 /MT Net

FOB Price: USD 240/MT Gross USD 220/MT Net

Commission: USD 5 Buyer side - USD 5 Seller side

## **FOB TANK TO TANK**

1. BUYER ISSUES ICPO & TANK STORAGE AGREEMENT TSA
2. SELLER ISSUE COMMERCIAL INVOICE C.I. TO THE BUYER, BUYER SIGN AND RETURN COMMERCIAL INVOICE
3. SELLER LODGE THE FINALIZED COMMERCIAL INVOICE WITH THE BANK AND SELLER PROCEEDS TO VERIFY AND PAY TWO (2) DAYS BUYER TANK STORAGE AS A COMMITMENT TO SUPPLY AND UPON CONFIRMATION OF SELLER PAYMENT BY BUYER TANK OPERATOR BUYER IMMEDIATELY PAY ADDITIONAL 3 DAYS TO OBTAIN THE TOTAL OF 5 DAYS TANK STORAGE RECEIPT NEEDED FOR THE TRANSACTION ISSUED IN BUYER NAME.
4. SELLER INJECT THE PRODUCT INTO BUYER TANKS AND PROVIDE BUYER WITH THE BELOW POP DOCUMENTS
  - A.48 HOURS FRESH SGS REPORT (ANALYSIS REPORT Q&Q OF THE PRODUCT)
  - B. INJECTION REPORT C. DTA (DIP TEST AUTHORIZATION)
  - C. CERTIFICATE OF ORIGIN
  - D.ATSC (AUTHORIZATION TO SELL AND COLLECT)
  - E. STATEMENT OF AVAILABILITY OF PRODUCT
  - F.ATV (AUTHORIZATION TO VERIFY)



# **FALCON OIL & GAS, LTD LLP**

Almaty, Almaly District, Shevchenko Street, 90, Office 81

BIN: 000940000676 KATO: 751110000

WhatsApp: +77026351347

Email Address: falcon.oilandgasltdllp@mail.ru



5. NCNDA/IMFPA WILL BE SIGNED BY ALL INTERMEDIARIES INVOLVED WITH SELLER BANK ENDORSEMENT.
6. AFTER CONFIRMATION OF THE ABOVE POP DOCUMENTS AND PRODUCT IN TANKS, BUYER MAKE PAYMENT FOR TOTAL COST OF PRODUCT VALUE VIA MT103 AND SELLER TRANSFER TO BUYER THE PRODUCT TITLE AND ONE (1) YEAR CONTRACT.
7. SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION ACCORDING TO THE SIGNED NCNDA/IMFPA

## **DIP AND PAY TRANSACTION PROCEDURE FOB CHINA, SINGAPORE, FUJAIRAH, ROTTERDAM, HOUSTON**

1. REFINERY ISSUES A FULL CORPORATE OFFER AND BUYER SENDS ICPO, CP, AND TANK STORAGE AGREEMENT (TSA) AS PROOF OF STORAGE AVAILABILITY.
2. REFINERY VERIFIES AND ISSUES COMMERCIAL INVOICE (CI) FOR AVAILABLE QUANTITY INCLUDE THE PRODUCT SPECIFICATIONS, TANK TO TANK INJECTION AGREEMENT (TTVIA). BUYER SIGNS AND RETURNS SIGNED CI TO REFINERY ALONG WITH (TTVIA) SIGNED AND APPROVED BY THEIR LOGISTICS COMPANY.
3. THE REFINERY ISSUES THE BELOW POP DOCUMENTS TO ALLOW THE BUYER DIP TEST IN SELLER'S EX-SHORE TANK.
  - A. DIP TEST AUTHORIZATION (DTA).
  - B. AUTHORIZATION TO SELL & COLLECT (ATSC).
  - C. COMMITMENT LETTER TO SUPPLY.
  - D. STATEMENT OF PRODUCT AVAILABILITY.
  - E. AUTHORIZATION LETTER TO VERIFY.
  - F. PAYMENT INVOICE FOR TANK EXTENSION FOR DIP TEST AND PRODUCT ALLOCATION.
4. AFTER CONFIRMING THE PAYMENT BY THE SELLER, THE BUYER ORDERS SGS TO CONDUCT A DIP TEST OF THE PRODUCT IN THE SELLER'S EX-SHORE TANKS AT SELLER'S EXPENSES WITHIN THE VALIDITY OF THE TANK STORAGE RECEIPT.
  - 5A. BUYER PROVIDES LOGISTICS DETAILS EITHER THEIR VESSEL DETAILS OR TANK STORAGE AGREEMENT AS TO COMMENCE INJECTION OF PRODUCT.
  - 5B. UPON SUCCESSFUL RECEIVE OF THE SGS ANALYSIS REPORT OF THE PRODUCT SELLER PROVIDES TO THE BUYER THE FOLLOWING DOCUMENTS:
    - A. LOADING PORT INJECTION REPORT.
    - B. PRODUCT PASSPORT.
    - C. BILL OF LADING.
    - D. CERTIFICATE OF ORIGIN.
    - E. CERTIFICATE OF OWNERSHIP.
    - F. Q88



## **FALCON OIL & GAS, LTD LLP**

Almaty, Almaly District, Shevchenko Street, 90, Office 81

BIN: 000940000676 KATO: 751110000

WhatsApp: +77026351347

Email Address: [falcon.oilandgasltdllp@mail.ru](mailto:falcon.oilandgasltdllp@mail.ru)



6. BUYER MAKES 100% PAYMENT BY MT 103 TT WIRE TRANSFER FOR THE TOTAL COST OF THE PRODUCT AND REFINERY PAYS COMMISSION TO ALL SELLER AND BUYER INTERMEDIARIES INVOLVED IN THE TRANSACTION WITHIN 48 HOURS AFTER CONFIRMATION OF THE BUYER'S PAYMENT.

7. REFINERY ISSUES DRAFT SALES AND PURCHASE AGREEMENT TO BUYER TO REVIEW FOR ROLL OVER AND EXTENSION MONTHLY OF DELIVERIES FOR ONE YEAR.

8. THE SUBSEQUENT DELIVERY SHALL COMMENCE ACCORDING TO THE TERMS AND CONDITIONS OF THE SALES AND PURCHASE AGREEMENT AND MANDATES / INTERMEDIARIES RECEIVE THEIR COMMISSIONS ACCORDING TO MONTHLY DELIVERIES



ALAN SANZHAR  
SALES DIRECTOR  
FALCON OIL & GAS, LTD LLP.  
EMAIL: [FALCON.OILANDGASLTDLLP@MAIL.RU](mailto:FALCON.OILANDGASLTDLLP@MAIL.RU)  
WHATSAPP: +77026351347