

# PRIVATE COMPANY BEINEU PETROLEUM LIMITED

BIN: 230240900145

Z05T3F5, ASTANA CITY, YESIL DISTRICT, ST. DINMUKHAMED KONAEV, Bldg. 12/1, VP 32,  
BUSINESS CENTER "TRUST", IHUB COWORKING  
Email: [privatecompanybeineupetroleum@mail.ru](mailto:privatecompanybeineupetroleum@mail.ru) |  
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## SOFT CORPORATE OFFER (SCO)

### Soft Corporate Offer (SCO)

**Issued by:** PRIVATE COMPANY BEINEU PETROLEUM LIMITED

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#### 1. Introduction

PRIVATE COMPANY BEINEU PETROLEUM LIMITED, as a registered mandate, hereby issues this Soft Corporate Offer (SCO) to the interested Buyer/End-Buyer or Buyer's Mandate for the supply of petroleum products. This offer is legally binding under corporate responsibility and reflects our readiness to supply products as per the Terms and Conditions stated below.

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#### 2. Terms of Negotiation

- **Delivery Terms:** CIF / FOB
- **Payment Terms:** DLC MT700, SBLC MT760, TT Wire Transfer MT103, or Cryptocurrency (BTC)
- **Performance Bond:** 2% PB issued from Seller's Bank to Buyer's Bank upon contract execution
- **Inspection:** Q&Q Test by SGS or equivalent at Seller's expense at the loading port
- **Product Origin:** Kazakhstan / Azerbaijan / Russia / Non-Russian Sources
- **Contract Duration:** 12 Months with R&E (Roll & Extension) Option

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#### 3. Products & Pricing

| Product           | Origin     | Quantity | Delivery | Price<br>(FOB) | Price<br>(CIF) | Commission       |
|-------------------|------------|----------|----------|----------------|----------------|------------------|
| Aviation Kerosene | Kazakhstan | 1M-2M    | CIF /    | \$86 G /       | \$94 G /       | \$4 (\$2 Buyer / |

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| Product                           | Origin     | Quantity             | Delivery     | Price (FOB)             | Price (CIF)             | Commission     |
|-----------------------------------|------------|----------------------|--------------|-------------------------|-------------------------|----------------|
| (Jet Fuel A1 / JP54)              |            | BBL/Month            | FOB          | \$84 N                  | \$92 N                  | \$2 Seller)    |
| EN590<br>(10ppm/50ppm)            | Kazakhstan | 50K-200K<br>MT/Month | CIF /<br>FOB | \$380 G<br>/ \$360<br>N | \$400 G<br>/ \$390<br>N | \$10 (\$5/\$5) |
| LPG (Liquefied<br>Petroleum Gas)  | Kazakhstan | 50K-200K<br>MT/Month | CIF /<br>FOB | \$310 G<br>/ \$300<br>N | \$320 G<br>/ \$310<br>N | \$10 (\$5/\$5) |
| ESPO Crude Oil                    | Kazakhstan | 2M-5M<br>BBL/Month   | CIF /<br>FOB | \$88 G /<br>\$86 N      | \$95 G /<br>\$93 N      | \$2 (\$1/\$1)  |
| Bitumen (40/50,<br>60/70, 80/100) | Kazakhstan | 50K-500K<br>MT/Month | CIF /<br>FOB | \$340 G<br>/ \$330<br>N | \$355 G<br>/ \$345<br>N | \$10 (\$5/\$5) |
| PetCoke                           | Kazakhstan | 50K-500K<br>MT/Month | CIF /<br>FOB | \$210 G<br>/ \$200<br>N | \$240 G<br>/ \$220<br>N | \$10 (\$5/\$5) |
| Diesel Gas Oil<br>(AGO/D2)        | Kazakhstan | 50K-500K<br>MT/Month | CIF /<br>FOB | \$360 G<br>/ \$340<br>N | \$380 G<br>/ \$370<br>N | \$10 (\$5/\$5) |
| Jet A1                            | Kazakhstan | 1M-2M<br>BBL/Month   | CIF /<br>FOB | \$89 G /<br>\$88 N      | \$92 G /<br>\$90 N      | \$4 (\$2/\$2)  |
| Urea (46%)                        | Kazakhstan | 5K-100K<br>MT/Month  | CIF          | —                       | \$390 G<br>/ \$380<br>N | \$10 (\$5/\$5) |
| LCO (Light Cycle Oil)             | Kazakhstan | 10K-300K<br>MT/Month | CIF /<br>FOB | \$240 G<br>/ \$220<br>N | \$280 G<br>/ \$260<br>N | \$10 (\$5/\$5) |
| LNG (Liquefied<br>Natural Gas)    | Kazakhstan | 1M-2M<br>MT/Month    | CIF /<br>FOB | \$310 G<br>/ \$300      | \$320 G<br>/ \$310      | —              |

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| Product | Origin | Quantity | Delivery | Price<br>(FOB) | Price<br>(CIF) | Commission |
|---------|--------|----------|----------|----------------|----------------|------------|
|         |        |          |          | N              | N              |            |

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## 4. Payment Terms

- Payment via Irrevocable MT103 or USDT from a top-tier international bank.
- Alternatively, Standby Letter of Credit (SBLC) with mutual verification.
- 100% payment at sight upon presentation of shipping documents.

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## 5. Delivery Terms

- **Basis:** CIF / FOB (Incoterms 2020)
- **Shipment Period:** Within 10–15 days after receipt of acceptable financial instrument
- **Loading Ports:** Aktau Port / Tengiz / Atyrau (Kazakhstan)
- **Inspection:** SGS / Saybolt / Intertek at Seller's cost at loading port

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## 6. Documentation Provided by Seller

- Commercial Invoice
- Certificate of Origin
- Certificate of Quality and Quantity (SGS or equivalent)
- Bill of Lading (3 Originals)
- Cargo Manifest
- Product Passport & Analysis Report
- Tank Storage Receipt (TSR) if applicable

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## 7. Transaction Procedures

### 7.1 FOB CI DIP & PAY

1. Buyer issues ICPO including company details, banking info, passport copy, and letter of readiness.
2. Seller issues Commercial Invoice (CI) for the total product in port terminal for buyer's endorsement.
3. Buyer endorses CI and provides Tank Storage Agreement (TSA) as proof of storage availability.
4. Seller verifies TSA and issues PPOP documents:
  - o DIP-Test Authorization (DTA)
  - o Legalized Commercial Invoice
  - o Company Corporate Certificate
  - o Guarantee Letter to Supply
  - o Statement of Availability of Product
5. Buyer returns endorsed DTA within 48 hours. Upon receipt, Seller issues full PPOP and signs NCNDA & IMFPA.
6. Buyer conducts Q&Q test at buyer's expense.
7. Seller injects product into Buyer tank/vessel.
8. Optional one-year SPA signed.
9. Buyer pays via MT103; ownership transfer completed.

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### 7.2 FOB Direct Injection into Buyer's Tank

1. Buyer issues ICPO with required documents.
2. Seller issues CI for product in leased tank.
3. Buyer returns signed CI and TSA.
4. Seller verifies TSA and pays 3-day tank lease cost. Buyer pays remaining 2 days.

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5. Seller issues POP documents including DTA, SGS Report, Injection Report, Product Passport, TSR, Authority to Sell and Collect, NCNDA/IMFPA.
6. Buyer conducts Q&Q inspection.
7. Product injected into buyer's leased tanks.
8. Buyer makes 100% payment via MT103.
9. Seller transfers product title and pays intermediaries within 24 hours.

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## 7.4 Title Take-Over (TTO)

1. Buyer issues ICPO with company certificate and passport copy.
2. Seller issues TTO/MOU addendum for review.
3. Seller provides Proof of Product and shipping documents: Product Passport, Certificate of Origin, Bill of Lading, Vessel Q88, NOR, Ullage Report, Cargo Manifest, Invoice.
4. Buyer pays \$480,000 as Title Take-Over Fee.
5. Seller reroutes vessel, transfers title, and re-issues outstanding documents.
6. On arrival, buyer conducts CIQ/SGS inspection and pays full product value via MT103.

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## 7.5 FOB Tank-to-Vessel Procedure

1. Buyer issues ICPO.
2. Seller issues CI for product in leased tank.
3. Buyer signs CI and provides CPA.
4. Seller issues Inter Terminal Transfer (ITT) Protocols.
5. Buyer endorses ITT and bears ITT costs.
6. Seller issues DTA for dip test.

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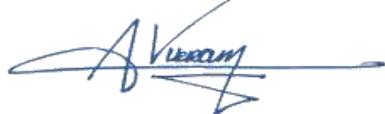
7. Buyer conducts dip test via SGS.
8. Seller issues NOR for injection.
9. Injection completed; POP documents issued: SGS Report, Injection Report, Authority to Sell, Product Passport, Certificate of Origin, NCNDA/IMFPA.
10. Buyer pays total product cost via MT103; ownership transferred; intermediaries paid.

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## 7.6 CIF Delivery Procedure

1. Buyer issues ICPO on official letterhead.
2. Seller issues Draft SPA; both parties sign and exchange copies electronically.
3. Seller legalizes contract with authorities for product allocation and title transfer.
4. Seller sends notarized POP documents including: Certificate of Origin, Company Registration, Statement of Product Availability, Product Passport, Refinery Commitment, Draft Contract, Proforma Invoice.
5. Buyer issues Bank Guarantee (DLC/MT700 or SBLC/MT760) within 7 banking days, or deposits \$320,000 USD as security.
6. Seller's bank sends full POP documents and Charter Party Agreement; shipping commences as per contract.

Authorized Signatory:



Mr. Ablasanov Baykadam Amanovich  
Supervisor  
PRIVATE COMPANY BEINEU PETROLEUM LIMITED