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ADDRESS: 130000, MANGYSTAU REGION, AKTAU CITY, MKD. 4, D. 47, Apt. 30

Ref: 421385-TIF

Date: 19<sup>th</sup> August, 2024.

Due Date 31st December 2027.

To: Buyer/Buyer Mandate

## SOFT CORPORATE OFFER

We, " TOO'KAZ EMIR OIL " under penalty of Perjury Hereby Confirm our Availability and Capability to Supply the under listed Products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specifications and pass through the stringent requirements of SGS or Equivalent. Financial Statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiations. Only direct negotiations from end buyers, representative and mandates will be considered.

### TERMS OF TRANSACTION:

*TRANSACTION PORT: JURONG/ROTTERDAM/HOUSTON/FUJAIRAH PAYMENT*

*TERMS: MT103, T/T WIRE, SBLC, DLC.*

*ORIGIN: KAZAKHSTANI ORIGIN*

*INSPECTION: ANY UNIVERSALLY ACCEPTED Q&Q INSPECTION COMPANY.*

### **JET A1-JPA1 COLONIAL GRADE**

Quantity: MINIMUM 500.000 – MAXIMUM 5.000.000 Barrels x 12 months  
Delivery: CIF / FOB-Spot. CIF Price: USD Gross \$85 Net \$83 per Barrel,  
FOB Price: Gross \$78 Net \$76 USD per Barrel  
Commission: USD 2.00 seller side, USD 2.00 Buyer side Per Barrel

### **D6 VIRGIN FUEL OIL**

Quantity: 50,000,000 – 100,000,000 GLN  
CIF Price: Gross \$0.82 Net \$0.80 USD  
FOB Price: Gross \$0.66 Net \$0.64 USD per GLN,  
Commission: USD 0.2 seller side, USD 0.2 Buyer side Per GLN

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

Min. Quantity: 10,000 Metric Tons  
Max. Quantity: 300,000 Metric Tons per Month  
CIF Price: USD 480/MT Gross USD 460/MT Net  
FOB Price: USD 440/MT Gross USD 420/MT Net  
Commission: USD5 Buyer side - USD5 Seller side

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

Min. Quantity: 10,000 Metric Tons  
Max. Quantity: 300,000 Metric Tons per Month  
CIF Price: USD 490/MT Gross USD 470/MT Net  
FOB Price: USD 460/MT Gross USD 440/MT Net  
Commission: USD5 Buyer side - USD5 Seller side

### **LCO - LIGHT CYCLE OIL**

Min. Quantity: 10,000 Metric Tons  
Max. Quantity: 300,000 Metric Tons per Month  
CIF Price: USD 480/MT Gross USD 460/MT Net  
FOB Price: USD 440/MT Gross USD 420/MT Net  
Commission: USD 5 Buyer side - USD 5 Seller side

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#### **ESPO CRUDE OIL**

Min. Quantity: 2,000,000 Barrel

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

CIF Price: USD 85/Bbl. Gross USD 83/Bbl. Net

FOB Price: USD 78/Bbl. Gross USD 76/Bbl. Net

Commission: USD 5 Buyer side - USD 5 Seller side

#### **10PPM DIESEL FUEL EN 590**

Min. Quantity: 10,000 Metric Tons

Max. Quantity: 300,000 Metric Tons per Month

CIF Price: USD 480/MT Gross USD 460/MT Net

FOB Price: USD 440/MT Gross USD 420/MT Net

Commission: USD5 Buyer side - USD5 Seller side

#### **MAZUT FUEL OIL 100 GOST 10585/75-99 (Mazut M100)**

Quantity: 50,000 Metric Tons – 500,000MT Available Delivery:

FOB AWSP CIF Price: USD Gross \$480. Net \$470 per Metric Ton,

FOB Price: \$460 USD Gross \$440 USD Net,

Commission: USD 5 seller side, USD 5 Buyer side Per Metric Ton

#### **DIESEL-GAS OIL L0.2-62 GOST 305-82 (Diesel D2)**

Quantity: MINIMUM 50.000MT – MAXIMUM 900.000MT x 12 months

Delivery: CIF / FOB (AWSP)

CIF Price: Gross \$480.00 Net \$470.00 USD per Metric Ton

FOB Price: USD Gross \$470 Net \$460 per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

#### **FOB TRANSACTION PROCEDURE 1**

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)
  - d. Certificate of Origin
  - e. ATSC (Authorization to Sell and Collect)
  - f. Statement of Availability of Product
  - g. ATV (Authorization to Verify)
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

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### **FOB TRANSACTION PROCEDURE 2**

1. Buyer sends ICPO to Seller on receipt of Seller's Soft Corporate Offer.
2. Seller issues commercial invoice CI, for the available quantity to Buyer, Buyer Signs and returns to Seller with TSA signed by all buyer groups with commission structures.
3. Seller issues, Dip Test Authorization letter signed by all parties including buyers tank farm.
4. Upon the sign of DTA by all parties Seller issues fresh
  - SGS Report,
  - Tank receipt,
  - Injection Report,
  - Certificate of Origin,
  - Product Passport
5. Buyer order SGS to Conduct Dip test of the product in the Seller Tank on buyer expense upon successful dip test, Buyer provides vessel details or Tank details, Seller shall immediately submit the (SGS) inspection Report along with the full Proof of Product (POP) to the Buyer.
6. Buyer makes 100% payment by MT103 TT wire transfer for the total product and Seller pays Commission to all intermediaries.

### **CIF TRANSACTION PROCEDURE**

1. Buyer issues ICPO must be with buyer company letterhead and buyer banking information and buyer any form of IDENTIFICATION, ( or international passport).
2. Seller issues commercial invoice to Buyer, the seller secures the product allocation per buyer's ICPO or signed SPA under the buyer's company name and issue the following PPOP documents.
  - (A) Seller Irrevocable Commitment to Supply
  - (B) Statement of availability of product
  - (C) Certificate of origin
  - (D) Product Passport Analysis
4. Seller appoints and signs charter Party Agreement with the buyer and the shipping Company. Seller PRE- pay 50% and buyer also pay 50% freights to the shipping company for transporting of the product to buyer's final discharge port.
5. Seller issues the full POP documents:
  - 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.

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- 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 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 shipping value 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.

SUPERVISOR:

SHAKUBAYEV NURLAN KAIRBEKOVICH,

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