



REG NUMBER: BIN 150840006136  
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ADDRESS: Aktobe region, aktobe g.a.,  
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sales@tsoil-refinery.kz

To: ENDBUYERCOMPANY

**SOFTCORPORATE OFFER**

We LLP "TS OIL REFINERY" with full corporate and legal responsibility under penalty of perjury confirm that we are willing and able to sell the following petroleum/petrochemical products under the Kazakhstan legal formalities. We respectively offer to sell the below stated products and quantities through our Seller/Refinery whom we "LLP "TS OIL REFINERY" Refinery" represent as their official mandate/agent we have the product in our refinery and at the port of Rotterdam as well.

NOTE: Our prices are highly negotiable. Our standard commission structure is also negotiated between the seller and authorized buyer mandates or intermediaries.

TERMS OF TRANSACTION LOADING PORTS (KAZAKHSTAN)

NOVOROSSIYSK,  
KUZMINO, Aktau, VLADIVOSTOK, PRIMORSK, USTLUGA, NAKHODKA, ROTTERDAMPOR, HOUSTONPORT, FUJAI RAH PORT).  
PRODUCT ORIGIN: Kazakhstan Federation SPECIFICATION: Standard Export Grade PAYMENT TERMS: T/T,  
MT103 DELIVERY TERMS: CIF A.S.W.P (Any Safe World Port) or F.O.B (Free on Board) Rotterdam

**1. VIRGIND6 FUEL OIL**

Min. Quantity: 25,000,000 Gallons  
Max. Quantity: 400,000,000 Gallons per week x52  
weeks CIF Price: USD 0.80/Gal Gross USD 0.78/Gal  
Net FOB Price: USD 0.67/Gal Gross USD 0.65/Gal  
Net Commission: USD0.2 Buyer side- USD0.2 Seller side

**2. AUTOMOTIVE GAS OIL (AGO)**

Min. Quantity: 10,000 Metric Tons Max.  
Quantity: 300,000 Metric Tons per Month  
CIF Price: USD 430/ MT Gross USD 420 /MT Net  
Commission: USD5 Buyer side-USD5 Seller side

**D2 GAS OIL -0.2-62 GOST 305-82**

Min. Quantity: 10,000 Metric Tons  
Max. Quantity: 300,000 Metric Tons per Month  
CIF Price: USD 390/ MT Gross USD 380 /MT Net  
Commission: USD5 Buyer side-USD5 Seller side

**3. LIQUEFIED PETROLEUM GAS (LPG)**

Min. Quantity: 10,000 Metric Tons  
Max. Quantity: 300,000 Metric Tons per Month  
CIF Price: USD 440/ MT Gross USD 430 /MT Net  
Commission: USD5 Buyer side-USD5 Seller side

**4. LCO-LIGHT CYCLE OIL**

Min. Quantity: 10,000 Metric Tons  
Max. Quantity: 300,000 Metric Tons per Month  
CIF Price: USD 400/ MT Gross USD 390 /MT Net  
Commission: USD5 Buyer side-USD5 Seller side

**5. ESPO CRUDE OIL**

Min. Quantity: 1,000,000 Barrel  
Max. Quantity: 5,000,000 Barrel per Month  
CIF Price: USD 65/Bbl. Gross USD 63 /Bbl. Net  
Commission: USD2 Buyer side-USD2 Seller side

**6. AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL**

Min. Quantity: 2,000,000 Barrel  
Max. Quantity: 5,000,000 Barrel per Month  
FOB Price: USD 70/ Bbl. Gross USD 68 /Bbl. Net  
Commission: USD2 Buyer side- USD2 Seller side

**7. AVIATION KEROSENE JET FUEL JETA-1**

Min. Quantity: 2,000,000 Barrel  
Max. Quantity: 5,000,000 Barrel per Month



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FOB Price: USD 78/ Bbl. Gross USD 74 /Bbl.  
Net Commission: USD2Buyer side–USD2Seller  
side

**DIESEL FUEL EN590 10PPM)**  
Mi. Quantity: 10,000MetricTons  
Max. Quantity: 300,000 Metric Tons per Month  
FOB Price: USD 430/ MT Gross USD 420 /MT  
TTO Price: USD 410/ MT Gross USD 400 /MT  
CIF Price: USD 450/ MT Gross USD 440 /MT Net  
Commission: USD5Buyer side- USD5Seller side

**MAZUT M100GOST10585-75**  
Min.Quantity: 10,000MetricTons  
Max. Quantity: 300,000 Metric Tons per Month  
CIF Price: USD 420/ MT Gross USD 410 /MT Net  
Commission: USD5Buyer side–USD5Seller side  
**PETCOKE**  
Min.Quantity: 10,000MetricTons  
Max. Quantity: 300,000 Metric Tons per Month  
CIF Price: USD 370/ MT Gross USD 360 /MT Net  
Commission: USD5Buyer side–USD5Seller side

**FOB TRANSACTION PROCEDURE TTT/TTV**

1. The Buyer issues ICPO (contents withs seller's procedure) along with banking details, Copy of international passport Data Page, Buyer's company registration certificate and the Buyer's TSA/CPA
2. Seller Issues Commercial Invoice (CI) For The Available Quantity in Tank inPort Along with Following Documents After Receipt of the Signed CI.  
(a) Copy of Statement of Product Availability in the Tank in Port.  
(b) Product Passport.  
(e) Commitment to Supply.
3. Buyer Request Refinery Company for Extension of Storage Tank for The Number of Days it will take to conduct Dip Test (minimum 2 days) and immediately makes the payment
4. Seller provides Buyer with SGS report, Injection Report, unconditional DTA
5. NCNDA/IMFPA will be signed; buyer within 24 hours after successful dip test in Seller tanks, Buyer makes payment for total cost of product infected into the buyer's tanks or Vessel via MT103, Seller transfer title ownership to buyer with all exportation documents required of buyer for the transaction.
6. Upon conclusion of the first lift transaction seller pays all intermediaries involved in the Transaction and proceeds with the signing of contract with Buyer.

**THE NON-NEGOTIABLE PROCEDURE FOR CIF**

- 1 Upon verification and acceptance of the seller's Corporate Offer (SCO) the buyer issues the Irrevocable Corporate Purchase Order (ICPO) copying this working procedure, and to include the following:
  - a. The buyer's company full banking details.
  - b. The authorized signatory/ officer's data page of his/her Passport.
1. Seller issues drafted Contract (open for possible amendments) to buyer. Buyer signs, seals and returns the Contract with buyer's company Information sheet (CIS) and buyer's identity, for final endorsement. Seller gives the below listed Partial proof of product and transports product to loading port through refinery's emails
2. Refinery's commitment to supply. b, Certificate of origin.
3. Statement of availability of product from the ministry
4. Product quality passport (Analysis test report).
5. Within 48 hours after receiving PPOP documents, buyer will be entitled to make a guarantee payment (freight charge (\$500,000) to seller fiduciary account for the first trial shipment. After successful first trial shipment seller's shall immediately issue a complete POP documents to the buyer's:
  - 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;



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- I. NOR/ETA;
- m. Certificate of Ownership Transfer;
- n. Allocation Transaction Passport Code Certificate ( ATPCC) by Ministry of Energy.
- 6. Subsequent Shipment commences after POP document as per signed contract delivery schedule and the shipment should arrive at Buyer’s discharge port within 5-15 days. The SGS inspection will be borne by the Seller at the loading sea port and Buyer at the unloading seaport.
- 7. Buyer releases payment to Seller by TT/MT103 upon receipt of the shipping documents and confirmation of the Q & Q by SGS/CIQ at destination port, Seller immediately issue a draft NCNDA/IMPFA for all intermediaries to fill and sign their details.
- 8. Seller pays commission within 72 hours by swift MT103 to all intermediaries’ as per signed NCNDA/IMPFA.

**TRANSACTION PROCEDURE FOR TITLE-TAKEOVER**

- 1. Buyer issues an official ICPO inserting the seller’s terms and procedures.
- 2. Seller issues MOUTITLE TAKE OVER. The buyer endorses and sends back.
- 3. The Seller issues an invoice account of \$500,000 for title of ownership as a guarantee/freight charge for buyer to make payment immediately which will be deducted from the total payment value, after confirmation of the buyer’s payment.
- 4. Seller issues the POP documents as listed below: All shipping documents will be reissued in the Buyer’s name and the vessel will be sent to the Buyer’s discharge port
  - a) Product approval to Export
  - b) Analysis test report
  - c) Certificate of Origin
  - d) Bill of Lading on buyer’s name
  - e) Ullage Report
  - f) Vessel Notice
  - g) Cargo Manifest
  - h) Vessel Q88
  - i) SGS Report
- 5. Upon the arrival of the vessel at Discharge Port, buyer conducts a dip test, the buyer pays the remaining total product value after successful CIQ/ SGS or equivalent inspection via T/T-MT103, and a title of the product, ownership transferred to the Buyer.
- 6. Seller pays the commission to all parties stipulated in the signed NCNDA/IMPFA within 72 hours.



**Mr. AVDEEV SERGEY MIKHAILOVICH**  
**Sign: .....General Director**