



Head Office: Karaganda region, Shet district, Akzhalskaya P.A., P.
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MUNAY-MARKET KZ, LLP

BIN: 200840027943

DATE: 19th DEC, 2025.
DUE DATE: 19th DEC, 2026.
REF: MUNAY-MARKET-LLP-KZ

TRANSACTION TERMS OF DELIVERY.

Delivery Term: CIF ASWP, FOB, TTO.
Origin: Kazakhstan and non-Kazakhstan.
Loading ports: Port of Aktau/Port of Atyrau/Rotterdam/Fujairah.

COMMISSION STRUCTURE FOR MANDATE / REPRESENTATIVES.

\$5 USD per MT Seller's side / \$5 USD per MT Buyer's side. Payment terms: MT103-T/T Wire Transfer for IMMEDIATE QUANTITY. INSPECTION: SGS or Similar

On behalf of our end seller/refinery, "MUNAY MARKET"LLC 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 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*

LIST OF AVAILABLE PRODUCTS

JET FUEL OIL (JP54/JPA1)

Minimum Quantity: 500,000 BBL
Maximum Quantity: 5,000,000 BBL
Monthly CIF Price: \$74 Gross/ \$70 Net
FOB Price: \$70 Gross / \$66 Net

ULTRA-LOW SULPHUR DIESEL (EN590)

Minimum Quantity: 50,000 metric tons
Maximum Quantity: 1,000,000 metric tons
CIF price: GROSS USD \$480.00 MT NET: USD \$ 470.00 MT
FOB Price: GROSS USD \$ 470.00 MT NET: USD \$ 460.00 MT

DIESEL GAS D2 OIL

Minimum Quantity: 10,000 Metric Tons per Month

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Maximum Quantity: 500,000 Metric Tons per Month
CIF Price: Gross USD \$ 350.00MT NET / USD \$ 340.00MT on CIF
FOB Price: Gross USD \$ 340.00MT NET / USD \$ 330.00MT on FOB

Petroleum Benzene 545

Minimum Quantity: 10,000 Metric Tons per Month
Maximum Quantity: 100,000 Metric Tons Month
CIF Price: Gross USD \$ 1550.00 / NET USD \$ 1400.00 on CIF

ARABIAN LIGHT CRUDE OIL

Minimum Quantity: 500,000 Barrels per Month
Maximum Quantity: 5,000,000 Barrels per Month
FOB Price: Gross USD \$ 84.00BBL NET / USD \$80.00 NET on FOB

UREA FERTILIZER

Minimum Quantity: 50,000 Metric Tons per Month
Maximum Quantity: 500,000 Metric Tons per Month
CIF Price: Gross USD\$385.00/ USD\$375.00 NET on CIF

VIRGIN FUEL OIL D6

Minimum Quantity: 100,000,000 Gallons per Month
Maximum Quantity: 800,000,000 Gallons per Month
CIF Price: Gross USD \$ 0.86 / USD \$ 0.84 NET on
CIF FOB Price: Gross USD \$ 0.84 / USD \$0.80 NET on FOB

PETROLEUM COKE

Minimum Quantity: 50,000 Metric tons per Month
Maximum Quantity: 500,000 Metric tons per Month
CIF Price: Gross USD \$130.00 / USD \$ 120.00 NET on CIF

LIQUIDIFIED PETROLEUM GAS. GOST 20448-90

Minimum Quantity: 10,000 Metric Tons per Month
CIF Price: Gross USD \$ 480.00MT / USD \$ 470.00MT NET on CIF
FOB Price: Gross USD \$ 470.00MT / USD \$ 460.00MT NET on FOB

LIQUEFIED NATURAL GAS (LNG) LIFTABLE QUANTITY

Minimum Quantity: 100,000Metric Tons Per Month
Maximum Quantity: 400,000Metric Tons Per Month
CIF Price: Gross USD \$ 480.00MT / USD \$ 470.00MT NET on CIF
FOB Price: Gross USD \$ 470.00MT / USD \$ 460.00MT NET on FOB

FUEL OIL OCTANE

Minimum Quantity: 10,000 Metric Tons per Month
Maximum Quantity: 500,000 Metric Tons per Month
CIF Price: Gross USD\$320.00/ USD\$310.00 NET on CIF
FOB Price: Gross USD \$310.00 / USD \$300.00 NET on FOB

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D-AMMONIUM PHOSPHATE FERTILIZER (DAP)

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 50,000 Metric Tons Month

CIF Price: Gross USD \$ 350.00 / NET USD \$ 340.00 on CIF

LIGHT CYCLE OIL

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 300,000 Metric Tons per Month

CIF Price: Gross USD\$290.00/ USD\$280.00 NET on CIF

FOB Price: Gross USD \$280.00/ USD \$270.00 NET on FOB

WORK PROCEDURES AND TERMS BELOW

FOB (SGS) PROCEDURE.

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 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 2 Days After Tank

Farm Company Confirmed The Payment From Seller. A Total (5) Days Operational Tsr Will Be issued on seller/Buyers Name For A Minimum Of XXXX To XXXX Gals / Bbls/Mt

4. Seller Issues Following Pop Documents To Buyer:

A.Q&Q Report.

B. Pre Injection Report (From Refinery Reservoir To Leased Tanks).

C. Unconditional Dip Test Authorization Letter (Dta) Authorization To Sell.

D. Fresh Update Sgs Report.

E. Certificate Of Origin

F. Authorization To Verify Physically The Product In Seller's Tank(Atv).

5. Buyer And His Testing Teams Conduct A Dip Test On The Product Injection Commencing From Seller's Tank To Buyer's Tank.

6. 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.

7. 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.

8. The Subsequent Delivery Shall Commence According To The Terms And Conditions Of The Contract

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TRANSACTION PROCEDURE ON FOB TANK TO TANK(TTT)

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 CP and NCNDA/IMFPA signed by all buyer groups with commission structures.
3. Seller issues, Dip Test Authorization letter sign 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 Sell side and Buyer pays Buy side Commission to all intermediaries.

REFINERY WORKING PROCEDURES (FOB HOUSTON& ROTTERDAM)

1. The buyer sends a company profile along with buyer passport and issued ICPO with TSA, seller verify and approved TSA.
2. Seller issue CI of the products in seller tank at the port, buyer sign and return CI with an acceptance letter and TSR of One day or more to know that buyer already have tank to lift the product.
3. Upon receipt and confirmation of the buyer's Tank Storage Receipt (TSR) along with a formal letter of acceptance to proceed without delay, the Seller shall provide a copy of the SGS report (issued within the last 48 hours) directly to the Buyer's Shipping company only, strictly excluding any third-party involvement, for verification purposes.
4. Upon confirmation of a successful verification of the SGS report by the buyer Shipping Company, buyer proceed to rent his tank for the period of days that will be enough for injection of the product into buyer tank.
5. Seller issue the following POP document to the buyer for buyer conducts dip test on the products at his own expenses. – Authorization to verify physically the products in the seller tank TSR UDTA Product Passport Injection Reports Fresh SGS Report Certificate of origin Export license Allocation Certificate A TSC
6. Seller inject the fuel into buyer leased storage tank Following the completion of the dip test, then buyer make 100% payment by MT103 TT wire transfer for the total products.
7. After payment seller returns the title deeds to buyer and seller pays all the intermediaries Commission on the seller side with the buyer side.

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REFINERY WORKINNG PROCEDURE (FOB HOUSTON & ROTTERDAM)

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)
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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TRANSACTION PROCEDURE: FOB TTV (TANK TO VESSEL)

1. Buyer confirms soft offer and issues ICPO along with Charter Party Agreement (CPA/TSA) for seller's approval
2. Seller issues commercial invoice (CI) for the available quantity in the seller's storage tank, Buyer signs CI and return
3. Seller provides the following Partial Proof of Product (PPOP) documents to the buyer.

*Tank storage reservoir receipt

*Product passport report

*Title Transfer Affidavit document

*Certificate of origin

*DTA (to be endorsed by buyer and buyer shipping company to program dip test in seller's tank)

4. Buyer conducts the quality and quantity SGS inspection. Upon the satisfactory dip-test report, the buyer pays the seller for the total cost of the product.
5. The seller transfers title to the buyer and injects the product into the buyer's reservoir or vessel Necessary documents like the irrevocable Paymaster Agreement (IPA) or Tank to Vessel injection agreement (TTVIA/TTTIA) is signed by the seller and buyer before pumping.
6. The seller pays commissions to all intermediaries within 48 hours after receiving payment from the buyer.
7. The seller and buyer sign a contract for a 12-month shipment if necessary and satisfactory. The buyer schedules for the dip test at the seller's tank storage.

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TRANSACTION PROCEDURE ON FOB TANK TO VESSEL (TTV)

1. Buyer issues official ICPO addressed to the refinery or representative.
2. Seller issues Commercial Invoice (CI), buyer signs and returns the signed invoice to the seller.
3. Seller issues to the buyer the partial proof of product documents:
 - ATSC - Authority to sell and collect
 - DTA - Dip Test Authorization
 - PRODUCT PASSPORT - Product analysis report from a renowned inspection company.
 - STATEMENT OF PRODUCT AVAILABILITY
 - COMMITMENT LETTER TO SUPPLY
4. Buyer obtains Port and Terminal access permit through the Seller's Tank Farm in order to gain access to conduct Dip Test.
5. After a successful Dip Test in Seller's tanks, Buyer takes over seller's tank or Seller injects into buyer's vessel / Tank and buyer conducts its DIP TEST Inspection for Q & Q of the Petroleum Products aboard vessel / Tank.
6. Buyer after a successful Q & Q Dip test on the product, the buyer makes the payment for the total value of the product injected into the tanks through the means of MTI03 - TT.
7. Upon seller receives the payment for the product from the buyer, the seller issues to the buyer the Title ownership of the product and all exporting documents of the Product.
8. The seller pays all intermediaries involved in the transaction.

TANK TAKE OVER/ SHIP TO SHIP PROCEDURE

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) with Guarantee Letter to take over Title of the product.
2. Seller issues draft (MOU) agreement to Buyer counter-sign and return to the seller.
3. Seller acknowledged the signed MOU.
4. Seller sends to Buyer the following documents for Buyer's confirmation.
 - A. Bill Of Lading-(in the name of the previous buyer as Consignee.)
 - B. Vessel Tanker Details.
 - C. Product Passport-Dip-Test Report.
 - D. Proforma Invoice.
 - E. USD 2% Payment deposit Invoice.
 - F. Cargo Manifest.
 - G. Cargo Ullage Report.
 - H. Q88. Certificate of origin
5. Buyer confirms the goods documents and makes a USD 2% (\$ down deposit which stands as an Allocation and Security Guarantee payment to the seller nominated bank by T/T Wire Transfer within 3 banking days to enable the seller to change every document to buyer's name and instruct the vessel captain to re-route the vessel to the new buyer's destination port. The USD 2% (\$) deposit Payment made shall be deducted from the total payment value of the takeover products.
6. Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.
7. Seller releases a fresh dated Dip-Test Authorization-DTA to Buyer to order SGS inspection or Equivalent inspection team for Q & Q inspection upon goods/cargo arrival at the discharge port.
8. Upon the successful completion of Dip-test inspection, Buyer makes the balance payment by MT103 wire transfer after deducting the initial deposit for the total goods value, Seller transfers Title of ownership Certificate to buyer's name as the legitimate owner of the goods and commence translating.
9. Trans-loading commences immediately.
10. Seller will release payments to the intermediaries involved within 48 hours of receiving the payment for the product from the Buyer's bank.

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TRANSACTION PROCEDURE ON CIF

1. Buyer issues an Irrevocable Company Purchase Order, hereinafter called ICPO addressed to the seller, with company profile, hereinafter called CP, large copy of buyer's passport, full banking details, corporate lawyer/law firm contact information, corporate certificate, and insert the full set of transaction procedures below, unmodified. Issued to Seller for the refinery, hereinafter called the Seller, for approval.
2. Sending his ICPO means that the Buyer is accepting integral our procedure CIF as well the price!
3. Seller issues the sales and purchase agreement, hereinafter called as SPA, Buyer signs and returns to Seller.
4. Seller issues the below documents as,
 - 4.a. Commitment to Supply.
 - 4.b. Statement of Product Availability.
 - 4.c. Signed SPA.
5. Buyer issues DLC MT700 within 7 (seven) working days in accordance with the instrument and Seller's bank replies with a performance bond, hereinafter called PB, in the value of 2% (two percent), after receiving non operate DLC MT700. After this duration of 7 (seven) working days if Buyer cannot issue DLC MT700, Buyer shall be responsible for immediate payment coverage of 2% (two percent) for the shipment of the goods via direct payment transfer.
6. a. Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.
6. b. Upon confirmation of the 2% (two percent) Seller shall commence the loading and shipment of the goods to the Buyer's destination port and issues to the Buyer the following documents.
 6. c. Fresh SGS report less than 24 (twenty-four) hours old.
 6. d. Company tax incorporation certificate.
 6. e. Charter Party Agreement, hereinafter called CPA.
 6. f. Certificate of Origin.
 6. g. Bill of Lading.
 6. h. Commercial Invoice, hereinafter called CI.
 6. i. Clean On-board Certificate.
 6. j. Estimate time of arrival to destination port, hereinafter called ETA.
 6. k. Port authority declaration of vessel exit.
 6. l. Authorization to board.
 6. m. Q88 of the loaded vessel.
7. Shipment commences to Buyer's designation port.
8. Upon arrival of the vessel at the Buyer's destination port, the Buyer shall perform inspection of the good's on-board vessel and within 48 (forty-eight) hours, the Buyer shall pay the total cost of the goods then seller pay all intermediaries within 24 hours.



SUPERVISOR:

Kapparov Berik Elibaevich,
LLP "MUNAY-MARKET"

END OF DOCUMENT

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