



LIMITED LIABILITY PARTNERSHIP "ARLAN OIL CONSULTING"

VALID TILL: 31 JUNE 2026

REF: LLP/AOC/KZ/2026

TO: END BUYER/BUYER MANDATE.

SOFT CORPORATE OFFER (SCO)

We LIMITED LIABILITY PARTNERSHIP "ARLAN OIL CONSULTING" on behalf of our end Seller/Refinery, with 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.

ORIGIN: KAZAKHSTAN/ UZBEKISTAN

Delivery: CIF, FOB, TTO, CI DIP & PAY. TTV.

LOADING PORT: ROTTERDAM/ HOUSTON/FUJAIRAH/ SINGARPOR/ATYRAU/ TERMEZ

PAYMENT TERMS: T/T WIRE TRANSFER & MT103/SBLC MT760/DLC MT 700

INSPECTION: SGS INSURANCE: PAID BY SELLER COVERING 110% OF THE SHIPMENT VALUE

COMMISSION: EQUAL SHARE BETWEEN SELLER'S SIDE AND BUYER'S SIDE.

VIRGIN FUEL OIL D6

Minimum Quantity: 100,000,000 Gallons @ Trial lift

Maximum Quantity: 300,000,000 Gallons @ Monthly Supply

Price: Gross \$0.82 USD / \$0.78 USD Net on FOB

Price: Gross \$0.85 USD / \$0.71 USD Net on CIF

AVIATION KEROSENE COLONIAL GRADE A1 JET FUEL A1

Minimum Quantity: 2,000,000 Barrels @ Trial lift

Maximum Quantity: 4,000,000 Barrels @ Monthly Supply

Price: Gross \$78.00USD / \$74.00USD Net on FOB

Price: Gross \$82.00USD / \$88.00USD Net on CIF

AVIATION KEROSENE COLONIAL GRADE JP54

Minimum Quantity: 2,000,000 Barrels @ Trial lift

Maximum Quantity: 4,000,000 Barrels @ Monthly Supply

Price: Gross \$78.00USD / \$74.00USD Net on FOB

Price: Gross \$82.00USD / \$88.00USD Net on CIF

EXPORT BLEND CRUDE OIL GOST 51 858-2002 / 9965-76 [R.E.B.C.O]

Minimum Quantity: 2,000,000 Barrels @ Trial lift

Maximum Quantity: 4,000,000 Barrels @ Monthly Supply

Price: Gross \$56.00USD / \$52.00USD Net on FOB

Price: Gross \$54.00USD / \$50.00USD Net on CIF

D2 DIESEL GAS OIL L-02-62 GOST 305-82

Minimum Quantity: 100,000 Metric Tons @ Trial lift

Maximum Quantity: 400,000 Metric Tons @ Monthly Supply

Price: Gross \$370.00 USD/\$360.00 USD Net on FOB

Price: Gross \$390.00 USD/\$380.00 USD Net on CIF

Address: Ondybal Aset Zhanatuly, 010000, Astana, Almaty District, UL, Akzhol, 32
BIN: 160540019901. Telephone/WhatsApp: + 7 916 699 16 33 / Email: ondybaisetzhanatuly@gmail.com



LIMITED LIABILITY PARTNERSHIP

"ARLAN OIL CONSULTING"

HSD2 GAS OIL L-0.2-62 GOST 305-82 AGO (AUTOMATIVE GAS OIL)

Minimum Quantity: 100,000 Metric Tons @ Trial lift
Maximum Quantity: 400,000 Metric Tons @ Monthly Supply
Price: Gross \$310.00 USD/\$300 .00 USD Net on FOB
Price: Gross \$320.00 USD/\$310 .00 USD Net on CIF

LIQUIDIFIED PETROLEUM GAS (LPG). GOST 20448-90

Minimum Quantity: 100,000 Metric Tons @ Trial lift
Maximum Quantity: 400,000 Metric Tons @ Monthly Supply
Price: Gross \$250.00 USD/\$240 .00 USD Net on FOB
Price: Gross \$280.00 USD/\$280 .00 USD Net on CIF

LIQUIDIFIED NATURAL GAS

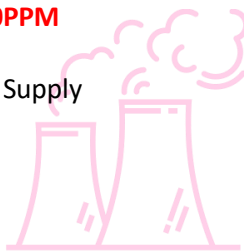
Minimum Quantity: 100,000 Metric Tons @ Trial lift
Maximum Quantity: 400,000 Metric Tons @ Monthly Supply
Price: Gross \$250.00 USD/\$240 .00 USD Net on FOB
Price: Gross \$290.00 USD/\$280 .00 USD Net on CIF

ULTRA LOW SULFUR DIESEL FUEL (EN590) 10PPM/50PPM

Minimum Quantity: 100,000 Metric Tons @ Trial lift
Maximum Quantity: 400,000 Metric Tons @ Monthly Supply
Price: Gross \$420.00 USD/\$410 .00 USD Net on FOB
Price: Gross \$440.00 USD/\$430 .00 USD Net on CIF

LIGHT CYCLE OIL (LCO)

Minimum Quantity: 100,000 Metric Tons @ Trial lift
Maximum Quantity: 400,000 Metric Tons @ Monthly Supply
Price: Gross \$270.00 USD/\$260 .00 USD Net on FOB
Price: Gross \$290.00/ %280.00 USD Net on CIF



FOB PROCEDURES TANK EXTENSION

1. Buyer issues ICPO with seller accepted working procedure on it as transaction procedure with banking details and Buyer passport scan copy.
2. Seller issues the Commercial Invoice (CI) of the product in tanks at port. Buyer signs and returns back Commercial Invoice to Seller.
3. Seller issues to Buyer the below document for verification of the product (PPOP):
 - Statement of Product Availability.
 - Authorization to Verify (ATV). Via Phone or Email.
 - Authorization to sell and collect
 - Certificate of origin.
4. Upon Successful Verification of the PPOP documents, Seller and Buyer both proceed and share two (2) Days tank storage payment together 50/50% for Dip Test to be carried out in sellers Tanks. and makes arrangements for Dip Test Schedule.



LIMITED LIABILITY PARTNERSHIP
"ARLAN OIL CONSULTING"



LIMITED LIABILITY PARTNERSHIP "ARLAN OIL CONSULTING"

5. Upon Tank Farm Confirmation of Buyer and seller both payments, the seller issues the following POP documents to the Buyer, and the Buyer's SGS team carries out the inspection of the secured products in the storage terminal.

- ☑ Product Passport (Q&Q)
- ☑ Product Passport SGS DIP TEST REPORT.
- ☑ Authorization to Verify (ATV)
- ☑ Tank Storage Receipt (TSR).
- ☑ 48-Hours Fresh SGS Report
- ☑ Insurance Certificate.
- ☑ Seven (7) Days Unconditional DTA.

6. Upon confirmation of the PPOP documents buyer conduct dip test of the product and takes over seller's tank or Seller injects the product into buyer's vessel / Tank. Buyer proceed to make MT103 payment for the full product to the Seller's bank. Seller pays commission to all intermediaries as per NDNCA- IMFPA agreement.

7. The subsequent deliveries shall commence according to the contract terms and conditions.

FOB TANK TO TANK TRANSACTION WORKING PROCEDURE

1. Buyer issues ICPO with seller working procedure on it as transaction procedure with banking details and Buyer passport scan copy.
2. Seller issues the Commercial Invoice (CI) of the product in tanks at port. Buyer signs and returns back Commercial Invoice to Seller.

3. Buyer signs and return the commercial invoice together with tank storage agreement (TSA) for seller verification and acceptance with NCNDA/IMFPA to be signed by mandate groups with commission structures.

4. Upon approval of the buyer TSA seller issue injection programming agreement (IPA), for seller, buyer and buyer logistics company all three parties sign and endorse the injection programming agreement (IPA).

5. After successful signing and sealing the (IPA) by all three parties, seller issue the following documents to buyer.

- ☑ (Three) 3 days unconditional dip test authorization (DTA)
- ☑ Fresh uncut SGS Report (Non less down 24hrs)
- ☑ Reservoir storage receipt with GPS Coordinates
- ☑ Authorization to verify (ATV)
- ☑ Injection report
- ☑ Certificate of origin
- ☑ Authorization to sell and collect (ATSC)



LIMITED LIABILITY PARTNERSHIP "ARLAN OIL CONSULTING"

6. Buyer upon verification and confirmation of the product and the PPOP documents, buyer order SGS to conduct the dip test in the seller reservoir on buyer expenses optional.

7. Upon successful Dip Test, seller commences injection immediately into buyer tank and issues buyer title of ownership certificate to be followed by all export documentation.



LIMITED LIABILITY PARTNERSHIP

"ARLAN OIL CONSULTING"

8. Buyer makes payment by MT 103 or TT Wire transfer for the total product and lifts the product and seller pays all intermediary involve in the transaction

FOB TANK TO VESSEL TRANSACTION WORKING PROCEDURE

1. Buyer issues ICPO upon acceptance to seller offer.
2. Seller issues commercial invoice (CI) for the available quantities on ground to be sold to buyer. Buyer signed and revert back the CI together with buyer CPA
3. Upon confirmation of the signed CI and CPA Seller issues to the buyer the partial proof of product documents:
 - Statement of Product Availability.
 - Authorization to Verify (ATV). Via Phone or Email
 - Authorization to sell and collect
 - Certificate of origin
4. Upon verification of the POP documents. Buyer contact tank farm to obtains Port and Terminal access permit through the Seller's Tank Farm to gain access to conduct Dip Test.
5. Upon 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 MT103 - 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. The seller pays all intermediaries involved in the transaction

LIMITED LIABILITY PARTNERSHIP

TANK TAKE OVER (TTO) TRANSACTION PROCEDURE

"ARLAN OIL CONSULTING"

1. Buyer issues ICPO.
2. Seller issue MOU and CI to Buyer. Buyer sign and revert back the signed CI to Seller
3. Upon the confirmation of the signed CI, Seller issue following documents:
 - Bill of Lading
 - Vessel Q88
 - Vessel Details
 - Ullage Report
 - Cargo Manifest
 - Product Passport (Indigenous DIP Test)
 - Certificate of Origin
 - Statement of Product Availability
5. Buyer pays 4% deposit
6. Seller provides ATV on board and product title transfer certificate
7. Buyer pays remaining balance in full after CIQ/SGS test confirm Q&Q
8. Seller pays the commission to all intermediates and completes the deal.



LIMITED LIABILITY PARTNERSHIP

"ARLAN OIL CONSULTING"



LIMITED LIABILITY PARTNERSHIP "ARLAN OIL CONSULTING"

CIF TRANSACTION WORKING PROCEDURE FOR C.I.F

1. Buyer issues ICPO addressed to Seller via Seller mandate with Seller's procedure incorporated on it, passport copy with acceptance letter on the buyer company letterhead confirming readiness, wiliness and capability to carry out the transaction.
2. Seller issues Draft Contract (open for any amendments if any) to Buyer. Buyer signs, seals and returns the Draft Contract to Seller for final endorsement along with commitment letter on the buyer company letterhead stating buyer's commitment to make cash deposit guarantee payment of \$210.000 if the buyer fails to issue DLC/SBLC after the appointed time given to the buyer which will be submitted to the Ministry of Energy to prosecute buyer who fail to abide by the agreed procedure.
3. Seller gives Partial proof of products:
 - Refinery Commitment to Supply.
 - Certificate of Origin.
 - Statement of availability of product.
 - Product quality passport (Analysis test Report) By standard ghost R.
 - Export License
4. Within 10 banking days, Buyer's bank sends DLC MT700/SBLC MT760 according to the seller's fiduciary bank verbiage to the seller's offshore bank account for the first month shipment, If buyer fail to issue the instrument within 10 banking days, buyer make cash deposit of \$210,000 by TT wire transfer for security guarantee to enable seller charter vessel and commence shipment, and this payment will be deducted from the total cost of product after inspection at discharge port, Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with the 2%Performance Bond (PB) which is detailed and mutually agreed in the signed contract.

Note: 2% PB will not be issued by seller for alternative provisional guarantee performance payment of USD 210,000. And upon confirmation of either of the both sellers issue the below POP documents to buyer bank.

- Copy of license to export, issued by the department of the Ministry of Energy
- Copy of Approval to Export, issued by the Ministry of Justice.
- Copy of statement of availability of the product.
- Copy of the refinery commitment to produce the product.
- Copy of Transnet contract to transport the product to the loading port.
- Copy of the port storage agreement.
- Copy of the charter party agreement to transport the product to discharge port.
- Copy of Vessel Questionnaire 88.
- Copy of Bill of Lading.
- SGS Report at loading port.
- Dip test Authorization (DTA) & ATB
- NOR /ETA
- Certificate of Ownership Transfer.
- Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy.



LIMITED LIABILITY PARTNERSHIP
"ARLAN OIL CONSULTING"

- 5 Buyer notifies seller by official written notice of his Bank receiving Seller's POP documents while seller send to buyer the registered hard copy of the Legalized Contract within 48 hours.



LIMITED LIABILITY PARTNERSHIP
"ARLAN OIL CONSULTING"

6 Shipment commences as schedule in the Contract and upon arrival of the Cargo at the discharge port. Buyer's inspection teams carry out CIQ or equivalent inspection to ascertain quality and quantity.

7 Products is discharged after successful inspection into buyer's storage facility. Buyer's bank releases payment for total value of products to seller's bank within 48 hours by MT103 / TT with sellers selected account details.

8 Seller shall pay seller mandate commission & Buyer shall pay buyer mandate commission by TT within 2 working days,

AUTHORIZED SIGNATURE:

Mr. Ondybai Aset Zhanatuly
Position: General Director
LIMITED LIABILITY PARTNERSHIP "ARLAN OIL CONSULTING"
Telephone/WhatsApp: + 7 916 699 16 33
Signature.....



LIMITED LIABILITY PARTNERSHIP
"ARLAN OIL CONSULTING"



LIMITED LIABILITY PARTNERSHIP
"ARLAN OIL CONSULTING"