



LIMITED LIABILITY PARTNERSHIP "ARLAN OIL CONSULTING"

VALID TILL: 31 JULY 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/FUJAIH/ 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: ondybaiasetzhanatuly@gmail.com



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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

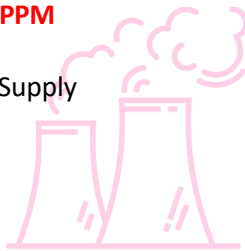
Minimum Quantity: 100,000 Metric Tons @ Trial lift
Maximum Quantity: 400,000 Metric Tons @ Monthly Supply
Price: Gross \$250.00 USD/\$240 .00 USD Net on FOB
Price: Gross \$290.00 USD/\$280 .00 USD Net on CIF

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



LIMITED LIABILITY PARTNERSHIP "ARLAN OIL CONSULTING"

PROCEDURE TANK TO TANK TERM SPOT/FOB FUJAIRAH, SINGAPORE/HOUSTON/ROTTERDAM

1. Buyer issues ICPO, and company registration certificate / data page of buyer's Passport or any I.D with TSA for seller verification and approval.
2. Seller issues Commercial Invoice (CI) to buyer signs and returns to seller. Sellers provide the below documents to buyer: -
 - Product Quality Passport, **LIMITED LIABILITY PARTNERSHIP**
 - Statement of Product Availability **"ARLAN OIL CONSULTING"**
 - Certificate of Origin of the Product.
3. Upon approval of the buyer Tank Storage Agreement (TSA) seller pay 3 days on buyer's tank farm and after confirmation of the funds by buyer's tank farm, Buyer pays the remaining 2 day to his Tank Farm Company to obtain 5 Days TSR, to show both parties proof of readiness. GPS Coordinate-Tank storage receipt (TSR)



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4. Seller issues following POP documents to Buyer:

- Injection report
- Dip test authorization letter (DTA) - Unconditional
- Authorization to sell
- Fresh SGS Report or equivalent.
- Authorization to verify the product in seller's tank (ATV)
- Company Registration Certificate.

5. Buyer conducts Dip test on the product and makes the payment for the total value of product injected into the tanks through the means of MT103- TT.

6. Product Injection to buyer's tank proceed

7. Seller pays all intermediaries involved in the transaction and subsequently monthly shipment continues as per terms and conditions of the Commercial Invoice and extension of transaction by issuing 12 months' contract to buyer for proceeding.

FREE ON BOARD (FOB) PROCEDURE/ FOB FUJAIRAH, SINGAPORE/HOUSTON/ROTTERDAM

1. Buyer issues ICPO, and company registration certificate / data page of buyer's Passport or any I.D with TSA for seller verification and approval.

2. Seller issues Commercial Invoice (CI) for the available quantity in the storage tank to buyer, Buyer signs and return back to seller within 2 working days

3. Seller issues to Buyer the below document for verification of the product (PPOP):

- Product passport (Product Analysis Report),
- Notarized Statement of availability of product
- Authority to verify (ATV) via email or phone call.
- Notice of Readiness (NOR)

4. Buyer returns the NOR duly signed by the buyer and buyer's logistic company

5. Seller issues to buyer the listed below documents:

- Unconditional dip test authorization (DTA)
- Fresh SGS inspection report
- Injection Report
- Certificate of Origin
- Notarized and endorse NCNDA/IMFPA
- Authorization to sell & collect (ATSC)
- Tank storage receipt (TSR)
- Commitment letter to supply

6. Optional Buyer SGS team re-conducts dip test inspection on the product in seller storage tanks on buyer expense

7. Upon successful dip test inspection, buyer pays for the total product value and seller immediately transfer the title of product ownership to buyer with all export documents.



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9. Seller immediately commences injection of the product into buyer's tanks
10. Seller pays intermediaries.

FOB PROCEDURES TANK EXTENSION FUJAIRAH, SINGAPORE/HOUSTON/ROTTERDAM

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. Seller issues to Buyer the below document for verification of the product (PPOP):
 - Tank Storage Receipt (TSR).
 - Statement of Product Availability.
 - Authorization to Verify (ATV).
 - Dip Test Authorization (DTA) Letter.
4. Upon Successful Verification of the PPOP, Buyer contacts seller's Tank Storage Company and requests for payment invoice. Buyer extends the seller's Tank and makes arrangements for Dip Test Schedule.
5. Upon successful Dip Test in Seller's Tanks, Buyer makes payment for the total cost of product based on the SGS Report via MT 103 and Seller transfer title ownership to buyer and send all exportation documents to buyer, Buyer lift product into Vessel or completely take over seller's tanks for further product storage.
6. NCNDA/IMFPA will be signed by all intermediaries involved in the transaction and forward to seller for endorsement, Seller provides the below documents. Endorsed NCNDA/IMFPA Authorization to Sell and Collect (ATSC).
7. Buyer gets back to Seller with NCNDAV/IMFPA signed by all Group with commission Structure so all parties can receive their commissions immediately.
8. Seller issues final agreement to Buyer to review contract on R&E Monthly Deliveries.
9. Buyer reviews and approves contract and issued SBLC/ DLC Irrevocable, Non-Transferable, Auto Revolving for 12 months shipment value, Documentary Letter of Credit for length of Contract and for each lifting as schedule.
10. Buyer pays after successful Dip Test by MT 103 wire transfer on each monthly delivery.
11. The Subsequent delivery shall commence according to the terms and conditions of the Contract and Seller pay.

FOB TANK TO TANK PROCEDURES (SGS REPORT) FUJAIRAH, SINGAPORE/HOUSTON/ROTTERDAM

1. Buyer issues ICPO, and company registration certificate / data page of buyer's Passport or any I.D with TSA for seller verification and approval.
2. The seller issues the commercial invoice for his product, in the tanks of the delivery port, the buyer will sign and return the commercial invoice, together with the letter of acceptance to the seller.
3. The Seller logistics team visit Buyer's Storage Company office with a copy (after the original) of the fresh SGS report of the product and strictly only to the buyer's storage facility company, along with the



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Confidentiality agreement for Buyer Storage to sign and return to check the fresh SGS report in their storage logistics office with to validate the fresh SGS through the tank farm.

4. Upon confirmation of the successful verification of the SGS report by to the buyer's Storage Company, the Buyer first pays to his Storage for 3 days and the Seller pays on Buyer's Storage Company for 3 days, immediately after Buyer's Storage Company receives payment from the Buyer Company.

5. Upon Buyer's Tank Storage Company confirmation of the funds Buyer 's tank storage Company provide 6 days (TSR), to show both parties proof of readiness. GPS Coordinate-Tank storage receipt (TSR) Seller commence injection of the product to buyer Tank and complete the injection.

6. The Seller issues the following POP documents to the buyer, while the Buyer will perform the Dip Test on the product, in Seller storage: -

- a. product Injection report at shore tank
- b. Product availability statement.
- c. Unconditional Dip Test Authorization letter (DTA)
- d. Authorization to sell and collect
- e. Recent SGS report update
- f. Certificate of Origin
- g. Allocation certificate
- h. Sales and Collection Authority (ASTC)
- i. Q&A
- j. NCNDA- IMFPA Agreement

7. After completion of the Dip Test, the seller injects the fuel into the storage tank rented by the buyer, and the seller sends the complete hard copies POP to the buyer.

8. The buyer makes a payment of 100% by bank transfer MT103 TT OR SBLC MT760 for the total product. The Seller pays commissions to an intermediary involved in the transaction within 24 hours from buyer confirmation. the payment.

FOB TANK TO VESSEL (TTV)) PROCEDURES FUJAIRAH, SINGAPORE/HOUSTON/ROTTERDAM

1. Buyer issues ICPO, and company registration certificate / data page of buyer's Passport or any I.D with CPA for seller verification and approval.
2. Seller issues Commercial Invoice (CI) for the available quantity in the storage tank to buyer, Buyer signs and return back to seller within 4working days
3. Seller issues DTA to buyer for buyer to sign and buyer contact the Seller's Storage Tank Farm to obtain ATI
4. After Buyer's presentation of the ATI issued by Seller's Tank Farm and endorsed DTA to Seller, Seller issues the following POP documents endorsed by Ministry of Energy:
 - A) Fresh SGS report (Not less than 48 hours)
 - B) Sales and Purchase Agreement (SPA) Contract
 - C) Export license
 - D) Product Passport
 - E) Refinery Commitment to supply
 - F) Statement of available of the availability of the product



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- G) Certificate of origin
- H) Readiness to inject
- I) NCNDA/IMFPA

5) After buyer receiving of the POP and Successful inspection of the product in the Seller's Tank, Buyer conducts Dip Test in Seller's tank in the presence of buyer's team at Buyer's expense

6) After successful Dip Test Analysis Report, buyer makes 100% payment for the first trial lift via TT wiring and Seller transfer ownership of the product to the buyer

7) Seller pays all intermediaries and lift the product into buyer's cargo or boat.

8) Subsequent Monthly delivery commences

CIF ASWP) CPA TRANSACTION WORKING PROCEDURE (OPTION-1)

1. Buyer issues ICPO with company registration, Passport copy, company letter head and buyer information.

2. SELLER COMPANY approves and issues the Sales Purchase Agreement Contract (SPA), the Sales Purchase Agreement Contract (SPA) is open for amendments. Upon finalizing of the amendment of the SALES PURCHASE AGREEMENT CONTRACT, BUYER COMPANY sign, seal and return the contract (SPA) to Seller within 3 working days.

3. SELLER COMPANY will send to the BUYER COMPANY the accepted contract with the Company confirmation and acceptance letter for supply of the product and proceed to contract legalization and registration with the Ministry of Energy of the Republic according to the import and export laws, on by buyer's expenses.

4. Upon approval of the contract by Ministry of Energy, «SELLER» issues the complete registered and legalized contract SPA and «SELLER» releases the partial proof of product documents as stated below;

- A. Seller Commitment to Supply.
- B. Authorization to sell and collect.
- C. Passport of product
- D. Certificate of Origin
- E. Statement of availability of product.
- F. Seller's Certificate / Registration
- G. Proforma Invoice/ expires after 7 working days) for issuance of SBLC/DLC

5. Buyer proceeds with their bank within 7 working days to issue SBLC via MT 760 or DLC via MT700 to seller's fiduciary bank verbiage to seller nominated fiduciary offshore bank account and seller bank shall respond to buyer bank with 2%PB within 48 hours of receiving buyer's SBLC via MT 760 or DLC via MT700 but if after 7 working days, the buyer fails to issue the SBLC via MT 760 or DLC via MT700 , then buyer shall request for a new invoice from seller to pay shipping cost value fees of \$600,000 USD via TT wiring/MT103 as a security guarantee which will be deducted from the total product price fees at the destination port to enable the Refinery secure the vessel and deliver the cargo to buyer.

6. Upon Seller's bank confirmation of SBLC OR the shipping cost fees of 600,000 USD, Seller transfer the following full POP documents to buyer via email or DHL courier Service as given below:

- A. Allocation-Ownership Certificate
- B. Chartered Party Agreement (CPA)
- C. Authority to Verify (ATV)



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- D. Company Tax payer certificate
- E. Fresh SGS report.
- F. Tank receipt
- G. Vessel Q88
- H. Bill of lading
- I. Commercial Invoice
- J. Port Clearance Certificate
- K. Dip test Authorization (DTA) & ATB
- L. NOR /ETA
- M. Certificate of Ownership Transfer.
- N. Allocation Transaction Passport Code Certificate (ATPCC)
- O. Export License
- P. NCNDA/IMFPA.

7. Buyer notifies seller by official written notice of his receiving seller's POP document while Seller orders his export team to deliver the Vessel to the buyer's destination Port.

8. Upon arrival of the Vessel at the discharge port, buyer's inspection team carry out DIP test or equivalent inspection to ascertain quality. The vessel captain will hand over all the original POP documents to the Buyer's representative while Buyer pays for the total contract after SGS, CIQ or equivalent inspection at the discharge port via T/T Wire transfer and the amount payable for freight charge will be deducted while offloading will commence immediately.

9. Seller pays Commission to all involved mandates and intermediaries by T/T Wire Transfer as mutually agreed.

CIF ASWP) CPA TRANSACTION WORKING PROCEDURE (OPTION-2)

1. Buyer accepts Seller's procedure and issues ICPO with the following: •banking details •company profile • passport copy.
2. Seller acknowledges buyer's ICPO and issues contract to buyer open for amendment; Buyer signs SPA and returns the contract to the seller in word format within 72-HOURS.
3. Seller makes the final signature and covert the contract to PDF and Send to buyer as final approved contract along with soft performance guarantee Partial POP documents given below:
 - a. Commitment letter to supply
 - b. Passport Product
 - c. Authorisation to sell and collect
 - d. Certificate of Origin
 - e. Statement of product availability
4. Buyer confirms the receipt of the documents by mail and issues a confirmation letter within 24hrs. Seller makes arrangement for the chartered freight with shipping company for the transportation of the product to Buyer designated discharge port. Both Seller and Buyer sign the Charter Party Agreement (CPA) together with the shipping company. Seller & Buyer jointly pays CPA cost 50/50. The Buyer pay the CPA cost 50% via MT103, T/T wire transfer and Seller also pay the CPA cost 50% via MT103, T/T wire transfer to the account appointed by the shipping company, the shipping company must return the CPA cost 50/50 to the Buyer and Seller if no



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cargo is delivered. Fee would later be refunded/ deducted when Buyer is paying for the total product cost). The Buyer also will not be responsible for any expenses of demurrage and dead freight.

5. Upon confirmation of Buyer 50% and Seller 50% shipping cost fees, Seller transfer the following full POP documents to Buyer via email or DHL courier Service as given below:

- a. NCNDA/IMFPA
- b. Vessel Q88
- c. Authority to Verify
- d. Company Tax payer certificate
- e. Fresh SGS report
- f. Tank receipt
- g. Bill of lading
- h. Port Clearance Certificate
- i. Allocation or Certificate of change of Ownership
- j. Chartered Party Agreement (CPA)
- k. Packing List
- l. Seller's Certificate / Registration
- m. Certification of Weight and Quality issued by the Manufacturer
- n. Product Allocation Certificate
- o. Export License Permit

6. Buyer notifies seller by official written notice of his receiving seller's POP document while Seller orders his export team to deliver the Vessel to the buyer's destination Port.

7. Upon arrival of the Vessel at the discharge port, buyer's inspection team carry out DIP test or equivalent inspection to ascertain quality.

8. Upon successful unloading, Buyer pays the remaining total value of the product via MT103, T/T wire transfer within 48 hours.

9. Seller pays commissions to Intermediates and second succeeding shipments continues

TRANSACTION WORKING PROCEDURE FOR (TTM)

- 1, Buyer issues letter of intent in response to SCO Terms and Procedure
- 2, Seller issues FCO to Buyer countersigns and returns along with buyer official ICPO
- 3, Seller issue draft contract to buyer to countersign and returns back to seller
- 4, Seller issue Letter of Attestation inspection of product in seller reservoir tank and invitation for TTM to sign the final SPA hard copy. both parties bear the cost of the Attestation legalization.

5, Buyer Arrives at Seller Refinery Reservoir Facilities, Buyer inspect product availability in seller tank within 48 hours buyer remit 15% allocation export guarantee deposit for first trail shipment upon the inspection of product in seller reservoir tank to enable seller coordinate all logistic to transport this sign allocation quantity to buyers nominate discharging port of delivery ANY SAFE WORLD PORT.

6, Seller issues to Buyer Title of ownership certificate to be followed by all export Documentations/Fresh SGS Report including Authorization Letter to sell certificate.

7, Upon arrival of the Product in buyer nominate discharge PORT balance 85% total shipment payment



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will be made for the product via MT103) after CIQ/SGS Inspection the buyer nominated port before offloading commences.

8, Seller pays all intermediary involve according to the signed NCNDA/IMFPA.

TANK TAKEOVER (TTO) TRANSACTION PROCEDURE

1. Buyer issues ICPO.
2. Seller provides MOU and CI to be signed by Buyer and Seller
3. Seller and Buyer endorse the CI and MOU
4. Upon acceptance of the signed MOU Seller provide following documents:
 - A. Statement of Product Availability
 - B. Commitment to Supply
 - C. Certificate of Origin
 - D. Company License to Export
 - E. Company Registration Certificate
 - F. Product Passport (Dip Test Result)
 - G. Bill of Lading
 - H. Vessel's Q88.
 - I. 5% payment invoice under 24 hours.
5. Buyer pays 4% deposit of the total product
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

AUTHORIZED SIGNATURE:

Mr. Ondybai Aset Zhanatuly

Position: General Director

LIMITED LIABILITY PARTNERSHIP "ARLAN OIL CONSULTING"

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Signature.....



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