«КӨКШ-ОЙЛ» АШЫҚ АҚ

Заңды мекенжайы: АҚМОЛА БЕРЕКЕСІ, ҚКӨКШЕТАУ ҚАЛАСЫ, АКАДЕМИК В.И.ВЕРНАДСКИЙ КОШЕСІ, 1

БСН: 000740008208

Негізгі ОКЕД: 46909

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DATE GIVEN: 12.12.2025

EXPIRES: 11.12.2026

D/№: 009-SCO/026

SOFT CORPORATE OFFER

This Soft Corporate Offer (SCO) serves as a formal and legally binding proposal from OPEN JOINT-STOCK COMPANY "KOKSHE - OIL", acting on behalf of its refinery as the seller. The SCO details the specific petroleum products that OPEN JOINT-STOCK COMPANY "KOKSHE - OIL" is ready to provide.

By issuing this offer, OPEN JOINT-STOCK COMPANY "KOKSHE - OIL" solemnly affirms its commitment to fulfilling all stipulated terms and conditions. The company further expresses its willingness to negotiate with potential buyers towards a definitive Sales and Purchase Agreement, contingent upon the establishment of mutually agreeable terms.

TERMS OF TRANSACTION/ DELIVERY: FOB/CIF/TTO/TTV/TTT

PAYMENT TERMS: DLC MT700, SBLC MT760 and TT Wire Transfer MT103

PRODUCTS & PRICES:

1. JET A1 -JPA1 COLONIAL GRADE Origin Kazakhstan & Romania

Quantity MINIMUM 500.000 – MAXIMUM 5.000.000 Barrels x 12 months

Delivery: CIF/F0B- Spot.

CIF Price: USD Gross $74 Net $72 per Barrel

FOB Price: Gross $68 / Net $66 USD per Barrel

Commission: USD 1.00 seller side, USD 1.00 Buyer side Per Barrel

2. MAZUT FUEL OIL 100 (M100) Origin Kazakhstan & Romania

Quantity: 50,000 Metric Tons– 500,000MT available

Delivery: FOB AWSP CIF Price: USD Gross $420/410 Net per Metric Ton

FOB Price: $ 400 USD Gross $ 390USD Net

Commission: USD 2 seller side, USD 2 Buyer side Per Metric Ton

3. DIESEL-GAS OIL (Diesel D2) Origin Kazakhstan & Romania

Quantity MINIMUM 50.000MT – MAXIMUM 900.000MT x 12 months

Delivery: CIF/FOB (AWSP)

CIF Price: Gross 400.00 / Net $390.00 USD per Metric Ton

FOB Price: USD Gross $380/360 Net per Metric Ton

Commission: USD 2.00 seller side, USD 2.00 Buyer side Per Metric Ton

4. JET FUEL AVIATION KEROSENE COLONIAL GRADE 54 (JP54) Origin Kazakhstan & Romania

Quantity MINIMUM 500.000

MAXIMUM 10.000.000 Barrels x 12 months

Delivery: CIF/F0B- Spot.

CIF Price: USD Gross $61 Net $59 per Barrel

FOB Price: Gross $58 / Net $56 USD per Barrel,

Commission: USD 1.00 seller side, USD 1.00 Buyer side Per Barrel

5. LIQUEFIED PETROLEUM GAS (LPG) Origin Kazakhstan & Romania

Min. Quantity: 50,000 Metric Tons

Max. Quantity: 300,000 Metric Tons per Month

CIF Price: USD 500/ MT Gross USD 490 /MT Net

FOB Price: USD 480/MT Gross USD 470/MT Net

Commission: USD5 Buyer side - USD5 Seller side

6. DIESEL FUEL EN 590 (10PPM) Origin Kazakhstan & Romania

Min. Quantity: 50,000 Metric Tons

Max. Quantity: 300,000 Metric Tons per Month

CIF Price: USD 510/ MT Gross USD 500 /MT Net

FOB Price: USD 490/MT Gross USD 480/MT Net

Commission: USD5 Buyer side - USD5 Seller side

7. ESPO CRUDE OIL Origin Kazakhstan & Romania

Min. Quantity: 1,000,000 Barrel

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

CIF Price: USD 52/Bbl. Gross USD 50 /Bbl. Net

FOB Price: USD 46/Bbl. Gross USD 44/Bbl. Net

Commission: USD 5 Buyer side - USD 5 Seller side

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8.LCO – LIGHT CYCLE OIL Origin Kazakhstan & Romania

Min. Quantity: 50,000 Metric Tons

Max. Quantity: 300,000 Metric Tons per Month

CIF Price: USD 500/ MT Gross USD 490 /MT Net

FOB Price: USD 480/MT Gross USD 470/MT Net

Commission: USD 5 Buyer side - USD 5 Seller side

9. D6 VIRGIN FUEL OIL Origin Kazakhstan & Romania

Quantity: 50,000,000 – 100,000,000 GLN

CIF Price: Gross $0.73 / Net $0.71 USD

FOB Price: Gross $0.66 / Net $0.64 USD per GLN,

Commission: USD 0.01 seller side, USD 0.01 Buyer side Per GLN

10. PETCOKE Origin Kazakhstan & Romania

QUANTITY: 50,000 Metric tons' trial shipment with up to 500.000 Metric tons

CIF monthly twelve (12) Months.

PRICE CIF $280 GROSS! $270 NET.

COMMISSION: Seller side $5.00 / Buyer side $5.00

11. BITUMEN GRADE 40/50, 60/70, 80/100 Origin Kazakhstan & Romania

Minimum Quantity: 50,000 Metric Tons per month

Maximum Quantity: 500,000 Metric Tons per month

FOB: $430.00USD GROSS / $430.00USD NET

CIF: $450.00USD GROSS /$440.00USD NET

Commission: $5Buy side. Seller side$5 50USD Per MT

12. UREA N46 Origin Kazakhstan & Romania

Minimum Quantity: 5,000MT – 50,000MT – Per Month

FOB Price: Gross $ 340 - Net $ 330.

CIF Price: Gross $ 380- Net $ 370

Quality: SGS or similar inspection

Commissions: $5 Buy side. Seller side $5.

Payment Term: MT103

13. LIQUEFIEDNATURAL GAS (LNG) Origin Kazakhstan & Romania

Min. Quantity: 50,000 Metric Tons

Max. Quantity: 300,000 Metric Tons per Month

CIF Price: USD 410/ MT Gross USD 400 /MT Net

FOB Price: USD 390/MT Gross USD 380/MT Net

Commission: USD5 Buyer side - USD5 Seller side

FOB TRANSACTION PROCEDURE (NON-NEGOTIABLE) FOR ROTTERDAM, HOUSTON, FUJAIRAH

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 known that buyer already have tank to lift the product.

3. Upon received and confirmation of buyer TSR with acceptance letter of proceeding without delay in the transaction, Seller sends the copy of SGS report (not older than 48 hours) strictly to the buyer company only without any third party only to verified the SGS.

4. Upon confirmation of a successful verification of the SGS report by the buyer, 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.

FOB TRANSACTION PROCEDURE FOR ROTTERDAM, HOUSTON, FUJAIRAH & JURONG

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 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 Commission to all intermediaries.

TANK TO VESSEL FOB PROCEDURE FOR ROTTERDAM, HOUSTON, FUJAIRAH & JURONG

1. Buyer sends a Corporate Profile, along with a full ICPO, a current and valid (CPA) and buyer passport data page, Seller verifies and approves Buyer's CPA.

2. The seller issues a Commercial Invoice of the product in the seller's tanks at the port to the buyer. The buyer reviews, signs and returns the commercial invoice to the seller.

3. Seller submits a 48-hour old copy of fresh SGS Report to buyer logistic Company in that particular FOB port for verification of the SGS report with SGS in that port.

4. Upon confirmation of SGS Report by Buyer's Logistic Company in the port, buyer immediately provides an ATI (Authorization To Inject) from their Logistics company to seller. Seller injects product into buyer's vessel and issues following POP documents to the buyer:

* Q&Q analysis report done by Indigenous Lab at the port of Origin.
* Full Injection report
* ATV / UDTA
* Copy of product Certificate of Origin
* Copy of product Export License to port.
* Allocation transfer Certificate.
* Authority to sell and collect (ATSC).

5. Buyer conducts Dip test on the product at the buyer's cost for reconfirmation.

6. Upon confirmation of the SGS test by the buyer for quantity and quality, the buyer makes 100% payment via MT103 for the total value of the injected product into the buyer’s vessel.

7. Seller pays all intermediaries involved via NCNDA/IMPFA and subsequently, monthly shipments continue as per terms and conditions of the sales and purchase agreement contract between the buyer and seller.

SELLER APPROVED CIF TRANSACTION PROCEDURE

1. Buyer issues ICPO must be with buyer company letterhead and buyer banking information.

2. Seller issues Draft Contract (open for any amendments) to Buyer. Buyer signs, seal and returns the Draft Contract to Seller for final endorsement. Seller gives Partial proof of products.

A. Refinery Commitment to Supply.

B. Certificate of Origin.

C. Statement of availability of product.

D. Product Passport.

3. Upon examined of seller PPOP documents, buyer will make cash deposit of $150,000 (One hundred and Fifty thousand dollars) 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)

A. Copy of license to export, issued by the department of the Ministry of Energy. Kazakhstan.

B. Copy of Approval to Export, issued by the Ministry of energy Kazakhstan.

C. Copy of statement of availability of the product.

D. Copy of the refinery commitment to produce the product.

E. Copy of the port storage agreement.

F. Copy of the charter party agreement to transport the product to discharge port.

G. Copy of Vessel Questionnaire 88.

H. Copy of Bill of Lading.

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I. SES Report at loading port.

J. Dip test Authorization (OTA) & ATB

K. NOR /ETA

L. Certificate of Ownership Transfer.

M. Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy.

N. Seller will issue TSR upon successful verification of all documents.

4. Shipment commences as per the signed contract delivery schedule and the shipment should arrive at Buyer's discharge port within 5-25 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport.

5. Buyer releases payment to Seller by TT/MT103 upon receipt of the shipping documents and confirmation of the 06 Q by SGS/CIO at destination port.

6. Seller pays commission within 48 hours by swift MT103 to all intermediaries as signed NENDA/IMPFA.

Supervisor:

BARANBAEV KHAIRZHAN DULKENOVICH,

OPEN JOINT-STOCK COMPANY "KOKSHE – OIL