



LIMITED LIABILITY COMPANY“LIONOIL”

TIN/KPP 5042096416/504201001

LEGAL ADDRESS :141336 , MOSCOW REGION, SERGIEV POSAD, REMMASH ,st. Mira, 3, apt. 51

EMAIL: bektursun.al@yandex.com, TELE: +7 940-715-69-32

Date Issued :January 30 ,2024

To: buyer and buyer mandate

SOFT COOPERATE OFFER

We, LIMITED LIABILITY COMPANY "LIONOIL" exporting company, 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 to execute a Sales and Purchase Agreement with end buyer, with the ability to supply and link buyer and seller together.

<u>DELIVERY TERM:</u>	FOB / CIF /TTO /TTV/TTT
<u>ORIGIN:</u>	RUSSIAN/ KAZAKHSTAN
<u>LOADING PORT:</u>	NOVOROSIYSK/ CASPIAN SEA PORT/ ROTTERDAM PORT
<u>PAYMENT TERMS:</u>	MT103 - T/T WIRE TRANSFER FOR MONTHS CONTRACT WITH R/E
<u>INSPECTION:</u>	SGS OR SIMILAR.
<u>CONTRACT TYPE :</u>	PRODUCTION CONTRACT (SPOT/12) MONTHS AND ROLLOVER.
<u>COMMISSION STRUCTURE FOR MANDATE/ REPRESENTATIVES:</u>	BUYER'S SIDE. \$2 USD /SELLER'S SIDE \$2 USD PER BARREL/ BUYER'S SIDE. \$5 USD /SELLER'S SIDE \$5 USD PER MT / BUYER'S SIDE. \$0.2 CENT /SELLER'S SIDE \$2 CENT PER GALLON
<u>BUYER'S OFFICIAL ICPO SHOULD BE ADDRESSED TO :</u>	REFINERY / END SELLER / TITLE HOLDER, VIA: DIRECTOR, MANDATE / REPRESENTATIVE COMPANY.

THE PRODUCT PRICE, QUANTITY FOR TRIAL SHIPMENT

UREA N46

MINIMUM QUANTITY: 25,000 MT

PRICE: GROSS \$320 /NET \$310 PER MT

COMMISSION:\$5 SELLER SIDE/\$5 BUYER SIDE PER MT

EN590 10PPM

MINIMUM QUANTITY: 25,000 MT

PRICE: GROSS \$340 /NET \$330 PER MT

COMMISSION:\$5 SELLER SIDE/\$5 BUYER SIDE PER MT

LNG

MINIMUM QUANTITY: 25,000 MT

PRICE: GROSS \$330 /NET \$320 PER MT

COMMISSION:\$5 SELLER SIDE/\$5 BUYER SIDE PER MT

LCO

MINIMUM QUANTITY: 25,000 MT

PRICE: GROSS \$320 /NET \$310 PER MT

COMMISSION:\$5 SELLER SIDE/\$5 BUYER SIDE PER MT

JET A1

MINIMUM QUANTITY: 250,000 BARREL

PRICE: GROSS \$70/NET \$66 PER BARREL



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COMMISSION:\$2 SELLER SIDE/\$2 BUYER SIDE PER BARREL

LPG

MINIMUM QUANTITY: 25,000 MT

PRICE: GROSS \$330 /NET \$320 PER MT

COMMISSION:\$5 SELLER SIDE/\$5 BUYER SIDE PER MT

PETROLEUM COKE

MINIMUM QUANTITY: 25,000 MT

PRICE: GROSS \$120 /NET \$110 PER MT

COMMISSION:\$5 SELLER SIDE/\$5 BUYER SIDE PER MT

BITUMEN

MINIMUM QUANTITY: 25,000 MT

PRICE: GROSS \$270 /NET \$260 PER MT

COMMISSION:\$5 SELLER SIDE/\$5 BUYER SIDE PER MT

JP54

MINIMUM QUANTITY: 250,000 BARREL

PRICE: GROSS \$70/NET \$66 PER BARREL

COMMISSION:\$2 SELLER SIDE/\$2 BUYER SIDE PER BARREL

ESPO

MINIMUM QUANTITY: 250,000 BARREL

PRICE: GROSS \$70/NET \$66 PER BARREL

COMMISSION:\$2 SELLER SIDE/\$2 BUYER SIDE PER BARREL

CIF TRANSACTION PROCEDURE

BUYER ISSUES PURCHASE ORDER UPON RECEIPT IN ACCEPTANCE OF SELLER'S SOFT OFFER.

SELLER ISSUES DRAFT SALES AND PURCHASE AGREEMENT CONTRACT FOR BUYER'S REVIEW AND SIGNING.

SELLER SEND'S PARTIAL POP TO BUYER VIA EMAIL:

(A) STATEMENT OF AVAILABILITY OF PRODUCT

(B) COMMITMENT TO SUPPLY

(C) PRODUCT PASSPORT

(D) COMPANY REGISTRATION CERTIFICATE

(E) CERTIFICATE OF ORIGIN

4 SELLER APPOINTS AND SIGNS CHARTER PARTY AGREEMENT WITH THE BUYER AND THE SHIPPING COMPANY. THIS IS APPLICABLE ONLY FOR 1ST SHIPMENT, BUYER AND SELLER PAY THE SHIPPING FREIGHT TO THE SHIPPING COMPANY VIA T/T WIRE TRANSFER DIRECTLY TO THE SHIPPING COMPANY (SELLER 50% / BUYER 50%) FOR TRANSPORTING OF THE PRODUCT TO BUYER'S FINAL DISCHARGE PORT THE FEE WOULD LATER BE REFUNDED/DEDUCTED WHEN THE BUYER IS PAYING FOR THE PAYMENT (1ST SHIPMENT CONTRACT AMOUNT).

SELLER SWIFT THE FULL POP AS LISTED BELOW AND 2% PERFORMANCE BOND TO BUYER'S BANK. BUYER'S BANK SWIFT IN RETURN, THE IRREVOCABLE NON TRANSFERABLE DOCUMENTARY LETTER OF CREDIT TO THE SELLER'S BANK
COPY OF APPROVAL TO EXPORT, ISSUED BY THE DEPARTMENT OF THE MINISTRY OF JUSTICE.
COPY OF THE JSC CONTRACT TO TRANSPORT THE PRODUCT TO THE PORT.
COPY OF THE PORT STORAGE AGREEMENT.
THE AUTHORIZATION TO BOARD (ATB) THE VESSEL FOR INSPECTION.
COPY OF THE RESOURCE CERTIFICATE



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COPY OF ALLOCATION NUMBER

TERMINAL SERVICE RECEIPTS (TSR)

CERTIFICATE OF ORIGIN

BILL OF LADING AND MANIFESTO

SGS REPORTS OF QUALITY AND QUANTITY

VESSEL Q88

CERTIFICATE OF INSURANCE, ISSUED BY INTERNATIONALLY RECOGNIZED INSURANCE COMPANY, FOR A MINIMUM OF 110% OF THE CIF VALUE OF GOODS ON BOARD EACH VESSEL.

SIGNED COMMERCIAL INVOICE

DIP TEST AUTHORIZATION (DTA) & ATB

NOR /ETA

CERTIFICATE OF OWNERSHIP TRANSFER

ALLOCATION TRANSACTION PASSPORT CODE CERTIFICATE (ATPCC) BY MINISTRY OF ENERGY.

TITLE OF OWNERSHIP CERTIFICATE 6. SHIPMENT COMMENCES AS SCHEDULED IN THE CONTRACT AND UPON ARRIVAL OF THE CARGO AT THE DISCHARGE PORT AND AFTER SGS/Q&Q OR EQUIVALENT INSPECTION IMMEDIATELY BUYER'S BANK RELEASES THE TOTAL VALUE OF THE SHIPPING TO SELLER'S BANK WITHIN 48HOURS (TWO BANKING DAYS) BY MT103.

7. BUYER / SELLER PAYS ALL INTERMEDIARIES INVOLVED IN TRANSACTION AS PER IMFPA WITHIN 48 HOURS.

TANK TAKE OVER (TTO) PROCEDURE, TO BE RE-ROUTED TO ANY SAFE PORT

THE BUYER ISSUES AN OFFICIAL ICPO CONTAINING THE SELLER'S PROCEDURE ALONG WITH BUYER COMPANY CERTIFICATE OF INCORPORATION.

SELLER ISSUES ORIGINAL MOU.

BUYER COUNTERSIGN MOU AND FORWARD BACK.

UPON THE RECEIPT OF COUNTERSIGN ORIGINAL MOU FROM THE BUYER, SELLER SEND TO BUYER'S SECURED EMAIL THE LISTED DOCUMENT ISSUED IN THE NAME OF THE INITIAL BUYER AS STATED BELOW:

--PRODUCT PASSPORT (QUANTITY & QUALITY DIP TEST ANALYSIS REPORT)

--CERTIFICATE OF ORIGIN

--TANKER VESSEL Q88 DOCUMENT

--VESSEL (N.O.R) NOTICE OF READINESS

--ULLAGE REPORT

--CARGO MANIFEST

--INVOICE FOR TITLE TRANSFER

5. UPON THE RECEIPT OF THE DOCUMENTS, BUYER VERIFIES THE AVAILABILITY OF THE PRODUCT ON HIGH SEA AND IMMEDIATELY MAKES 1.5% SECURITY GUARANTEE PAYMENT OF THE TOTAL COST OF THE PRODUCT.

UPON SELLER RECEIPT OF THE TITLE TAKEOVER PAYMENT, SELLER ORDERS FOR RE-ROUT TO BUYER'S DESIRED PORT, TRANSFERS THE TITLE TO THE POTENTIAL BUYER'S COMPANY'S NAME AND ALSO RE- ISSUE ALL OTHER OUTSTANDING DOCUMENTS TO THE POTENTIAL BUYER'S COMPANY'S AND VIA SWIFT FROM SELLER BANK THE FULL PROVE OF PRODUCT.

VESSEL ARRIVE THE DISCHARGE PORT AND BUYER CARRIES OUT THE CIQ/SGS INSPECTION AND UPON A SUCCESSFUL INSPECTION, BUYER PAYS BY MT103 T/T FOR THE FULL PRODUCT TO THE SELLER BANK.

THE NON-NEGOTIABLE PROCEDURE FOB ROTTERDAM TANK TO TANK/ TANK TO VESSEL

1. THE BUYER SENDS ICPO ON RECEIPT AND ACCEPTANCE OF THE SELLER'S SCO OFFER ALONGSIDE THE BUYER'S PASSPORT COPY.



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2. THE SELLER ISSUES COMMERCIAL INVOICE (CL) FOR THE BUYER'S ENDORSEMENT.
3. THE BUYER SIGNS AND RETURNS THE CL TO SELLER.
4. THE SELLER ISSUES THE READINESS TO INJECT AND DTA WITH ATSC TO BUYER.
5. WITHIN 48HOURS UPON RECEIPT AND CONFIRMATION OF THE APPROVED CI AND PPOP, THE BUYER PROCEEDS AND REQUESTS A PAYMENT INVOICE FOR AN EXTENSION OF THE SELLER'S TANK FOR A MINIMUM OF 2 (TWO)-DAYS IN ORDER TO RECEIVE THE GPS COORDINATE LOCATION OF THE TANK, AND TERMINAL ACCESS PERMIT.
6. UPON CONFIRMATION OF THE BUYER'S PAYMENT, THE SELLER ISSUES THE BELOW POP TO THE BUYER'S SECURE EMAIL:
 - A. UNCONDITIONAL DIP TEST AUTHORIZATION LETTER UDTA
 - B. AUTHORIZATION TO SELL AND COLLECT FUNDS ATSC
 - C. FRESH SGS REPORT ON ROTTERDAM TANK LESS THAN 24 HOURS.
 - D. INJECTION REPORT ON ROTTERDAM SHORE TANK IRR
 - E. PRODUCT PASSPORT AND ANALYTICAL REPORT PP
 - F. TANK STORAGE RECEIPT ROTTERDAM INCLUDING GPS, HUB, BAR-CODE AND ALL OTHERS
 - G. CERTIFICATE OF ORIGIN COO
 - H. ATTESTATION OF ALLOCATION ATOA
 - I. AUTHORIZATION TO VERIFY PRODUCT ATV
 - J. SELLER SCHEDULES DIP TEST AND PROVIDES BUYER WITH TANK STORAGE RECEIPT TO EXECUTE THE QUALITY & QUANTITY
7. UPON THE SUCCESSFUL DIP TEST INSPECTION IN THE SELLER'S TANK, THE BUYER SUBMITS NOR FROM HIS SHIPPING COMPANY AND SELLER INJECTS THE PRODUCT INTO THE BUYER'S VESSEL OR THE BUYER TAKES OVER THE SELLER'S TANK COMPLETELY.
8. THE SELLER RELEASES THE COMPLETE POP DOCUMENTS TO THE BUYER, INCLUDING THE FOLLOWING DOCUMENTS: • RESOURCE CONFIRMATION LETTER (ISSUED BY THE END-REFINERY)
9. THE BUYER ISSUES 100% PAYMENT FOR THE TOTAL PRODUCT BY MT103/TT WIRE TRANSFER TO SELLER.
10. THE SELLER TRANSFERS THE PRODUCT TITLE WITH THE M COMPLETE POP DOCUMENTS TO THE BUYER AND PAYS THE COMMISSION TO HIS SELLER SIDE INTERMEDIARIES AS PER MASTER FEE AGREEMENT AND BUYER PAYS ALSO DIRECTLY TO HIS BUYER'S SIDE INTERMEDIARIES.
11. THE SELLER ISSUES AN ANNUAL (12 MONTHS) DELIVERY CONTRACT FOR REVIEW AND ACCEPTANCE.



Mr. Alanov Bektursun
Managing Director