



LIMITED LIABILITY COMPANY "KAZBEK"

368890 , Republic of Dagestan , city of Yuzhno-Sukhokumsk , str. Buynakskogo, d. 16, sq. 4
OGRN: 1030502385979 TIN: 0549002053 KPP: 054901001

Email: sales.kazbek@bk.ru, kazbekl@internet.ru, sales@llckazbek.com Telephone: +7(968) 630 78 74

Ref: KAZBEK/LLC//187/2023/RU

Issued Date: 2nd February 2024

Validity Until: 2nd May, 2024.

ORIGIN: RUSSIA AND KAZAKHSTAN

INCOTERMS: FOB / CIF

LOADING PORT: ROTTERDAM//RUSSIAN PORTS // KAZAKHSTAN PORTS.

DESTINATION PORT: BUYER'S DESIRE PORT

PAYMENT TERMS: T/T WIRE TRANSFER & MT103

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

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

SOFT CORPORATE OFFER

We **LLC" KAZBEK"** on behalf of Sellers, Refineries Company with full corporate and legal responsibility, under Penalty of perjury hereby issue this Soft Offer with confirmation that sellers refineries is ready, willing and able to supply the following product according to terms and conditions:

ORIGIN: RUSSIA AND KAZAKHSTAN

➤ **CST- 180 , 280 AND 380 FUEL OIL**

Minimum Quantity: 50,000 Metric Tons per month
Maximum Quantity: 500,000 Metric Tons per month
CIF Price: \$340.00 USD Gross / \$330.00 USD Net
FOB Price: \$330.00 USD Gross / \$320.00 USD Net
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

➤ **REBCO GOST 9965-76**

Minimum Quantity: 1,000,000 Barrels Per Month
Maximum Quantity: 10,000,000 Barrels per month
CIF Price: \$60.00 USD Gross / \$56.00 USD Net
FOB Price: \$56.00 USD Gross / \$52.00 USD Net
Commission: Seller side \$2.00USD Buyer side \$2.00USD Per MT

➤ **BASE Oil SN 150**

Minimum Quantity: 50,000 Metric Tons per month
Maximum Quantity: 500,000 Metric Tons per month
CIF Price: \$350.00 USD Gross / \$340.00 USD Net
FOB Price: \$340.00 USD Gross / \$330.00 USD Net
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

➤ **AUTOMATIVE GAS OIL (AGO)**

Minimum Quantity: 50,000 Metric Tons per month
Maximum Quantity: 500,000 Metric Tons per month
CIF Price: \$360.00 USD Gross / \$350.00 USD Net
FOB Price: \$350.00 USD Gross / \$340.00 USD Net.
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT



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➤ LIGHT CYCLE OIL (LCO)

Minimum Quantity: 50,000 Metric Tons per month
Maximum Quantity: 500,000 Metric Tons per month
CIF Price: \$340.00 USD Gross / \$330.00 USD Net
FOB Price: \$330.00 USD Gross / 330.00 USD Net
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

➤ ULTRA-LOW SULPHUR DIESEL (EN590)

Minimum Quantity: 50,000 Metric Tons per month
Maximum Quantity: 500,000 Metric Tons per month
CIF Price: \$380.00 USD Gross / \$370.00 USD Net
FOB Price: \$370.00 USD Gross / \$360.00 USD Net.
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

➤ LIQUIDIFIED PETROLEUM GAS. (LPG)

Minimum Quantity: 50,000 Metric Tons per Month
Maximum Quantity: 500,000 Metric Tons per Month
CIF Price: \$360.00 USD Gross / \$350.00 USD Net
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

➤ MAZUT

Minimum Quantity: 50,000 Metric Tons per Month
Maximum Quantity: 500,000 Metric Tons per Month
CIF Price: \$280.00 USD Gross / \$270.00 USD Net
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

➤ EASTERN SIBERIA-PACIFIC OCEAN OIL (ESPO)

Minimum Quantity: 1,000,000 per barrel per Month
Maximum Quantity: 5,000,000 per barrel per Month
FOB price: \$70.00 USD Gross / \$66.00 USD Net
Commission: Seller side \$2.00USD Buyer side \$2.00USD Per MT

➤ DIESEL GAS D2 OIL GOST 305-82

Minimum Quantity: 50,000 Metric Tons per Month
Maximum Quantity: 500,000 Metric Tons per Month
CIF Price: \$380.00 USD Gross / \$370.00 USD Net
FOB Price: \$370.00 USD Gross / \$360.00 USD Net
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

➤ UREA 46% PRILLED & GRANULAR



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Minimum Quantity: 50,000 Metric Tons per Month
Maximum Quantity: 500,000 Metric Tons Month
CIF Price: \$290.00 USD Gross / \$280.00 USD Net
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

➤ BITUMEN GRADES: 40/50, 60/70 & 80/100

Minimum Quantity: 50,000 Metric Tons per Month
Maximum Quantity: 500,000 Metric Tons per Month
CIF Price: Gross \$240.00 USD Gross / \$230.00 USD Net
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

➤ LIQUIDIFIED NATURAL GAS (LNG)

Minimum Quantity: 50,000 Metric Tons per Month
Maximum Quantity: 500,000 Metric Tons per Month
CIF Price: \$360.00 USD Gross / \$ 350.00 USD Net
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

➤ AVIATION KEROSENE COLONIAL (GRADE A1) JET FUEL

Minimum Quantity: 2,000,000 Barrels per Month
Maximum Quantity: 5,000,000 Barrels per Month
FOB Price: \$78.00 USD Gross / \$74.00 USD Net
CIF Price: \$84.00 USD Gross / \$80.00 USD Net
Commission: Seller side \$2.00USD Buyer side \$2.00USD Per BBL

➤ AVIATION KEROSENE COLONIAL (GRADE 54) JET FUEL

Minimum Quantity: 2,000,000 Barrels per Month
Maximum Quantity: 5,000,000 Barrels per Month
FOB Price: \$78.00 USD Gross / \$74.00 USD Net
CIF Price: \$80.00 USD Gross / \$76.00 USD Net
Commission: Seller side \$2.00USD Buyer side \$2.00USD Per BBL

➤ D6 VIRGIN FUEL OIL

Minimum Quantity: 100.000.000 Gallons per Month
Maximum Quantity: 800.000.000 Gallons per Month
FOB Price: \$0.78 USD Gross / \$0.73 USD Net
Commission: Seller side \$0.025USD Buyer side \$0.025USD Per GL

TRANSACTION PROCEDURES TANK TO VESSEL

- 1 The Buyer sends ICPO
- 2 The Seller Issues Commercial invoice (CI) for the Buyer's endorsement.



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- 3 The Buyer signs and returns the CI to the Seller
- 4 The Seller issues the product ATV, to Buyer
- 5 The Buyer contacts the Seller Tank Administrator to execute the Quality & Quantity, and to register at the Tank Farm Terminal prior to the inspection (This process involves the acquisition the Access Code Certificate).
- 6 issue UDTA, PRODUCT PASSPORT, ATSC, INJECTION REPORT, SGS Report (not less than 48 hours)
- 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 Vessel or Tanks.
- 8 The Buyer issues 100% payment for the total product by MT103/TT Wire Transfer to the Seller
- 9 The Seller transfers the product title with the complete POP Documents to the Buyer and pays the commission to Seller and Buyer Sides Intermediaries as per Master Fee Agreement
- 10 The Seller issues an annual (12 months) delivery contract for review

TRANSACTION PROCEDURE: FOB CI DIP & PAY

1. Buyer issues ICPO, and company registration certificate and data page of buyer's Passport or any I.D.
2. Seller issues Draft Contract, Commercial Invoice (CI) buyer's signs and returns to seller with his TSA. Seller will complete verification on the TANK FARM of the buyer before making their three (3) days tank lease payment.
3. Seller leases and pays the buyer's tank for 3 days for the Injection Process. Buyer pays his Tank Farm Company for his two (2) days' tank storage costs, (totaling a five (5) day TSR) after his Tank Farm Company has received the payment from Seller Company three (3) days cost.
4. Seller issues Unconditional DTA and SGS report.
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. Seller pays all intermediaries involved in the transaction and subsequently monthly shipment continues as per terms and conditions of the sales and purchase agreement contract between buyer and seller.

TRANSACTION PROCEDURES FOR CIF DELIVERY

1. Buyer issues ICPO alongside with letter of acceptance of seller's terms to seller upon receipt and signatory of full corporate offer.
2. Seller issues Sales Purchase Agreement, (SPA) and open for amendment, Buyer reviews draft agreement and then returns to seller sign in word format and PDF format, Seller acknowledged and submit the contract to the Ministry of Energy for legalization on seller expense
3. The seller issues payment invoice for the product allocation. Upon executed by the buyer via TT



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WIRE TRANSFER and confirmation of the payment by the seller, the seller Issue the following

PPOP documents. (A) Seller Irrevocable Commitment to Supply

(B) Statement of availability of product(C) Certificate of origin

(D) Commercial invoice for the first value shipment

4. Upon the confirmation of the listed partial PPOP, Buyer bank issues irrevocable, Non-operative, non transferable, indivisible letter of credit (DLC/MT700) according to seller's fiduciary bank

verbiage to seller nominated fiduciary offshore bank account for first month shipment. should buyer fail to issue payment instrument within 7 banking days, legal action will be taken against buyer for default.

5. Seller's bank replied with 2% PB to activate the letter of credit issued by the buyer bank. Seller's

Bank issues Full POP Documents to the Buyer's Bank alongside with 2% Performance Bond (PB2%). a) Copy of license to export, issued by the department of the Ministry of Energy. b) Copy of Approval to Export, issued by the Ministry of Justice.

c) Copy of statement of availability of the product. d) Copy of the refinery commitment to produce the product. e) Copy of Transnet contract to transport the product to the loading port. f) Copy of the port storage agreement. g) Copy of the charter party agreement to transport the product to discharge port. h) Copy of Vessel Questionnaire 88.

i) Copy of Bill of Lading.

j) SGS Report at loading port. k) Dip test Authorization (DTA) & ATB

l) NOR /ETA

m) Certificate of Ownership Transfer

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

6. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer' discharge port within 5-24 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport.

7. Buyer's bank upon arrival of the cargo at the discharge port, payment will be made for the Product by the buyer via MT103 100% after (Q& Q) or CIQ report Inspection at Discharge port.

TRANSACTION PROCEDURES FOR CIF DELIVERY

1. Buyer issues Purchase Order upon receipt in acceptance of seller's Soft Offer.

ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ "КАЗБЕК"

368890, Республика Дагестан, город Южно-Сухокумск, ул. Буйнакского, д. 16, кв. 4



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2. Seller issues Draft Sales and Purchase Agreement Contract for buyer's review and signing.
3. Seller send's partial POP to Buyer via email:
 - (a) Statement of Availability of Product
 - (b) Commitment to Supply
 - (c) Product Passport
 - (e) Product Allocation Export License
 - (d) Company Registration Certificate
4. Seller appoints and signs charter Party Agreement with the buyer and the Shipping Company. Buyer and Seller pay to the shipping company for transporting of the product to buyer's final discharge port.
5. Seller swift the full POP 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
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.



Lahitov Magomedbeg Abdukhalikovich
Executive chairman

KAZBEK