



**OIL RESOURCES**

**Address: Almaty k., Almaty audany, Mirzoyan street L, 187, apt. 2**

**BIN: 040640017934**

**Email: oilresources@bk.ru**

**Cell: +79683278380 Whatsapp: +79060105668**

### **SOFT CORPORATE OFFER (SCO)**

**Date 05th Nov, 2023**

**REF: IR / RES087**

**End 23th Jun, 2024**

We, OIL RESOURCES, L.T.D with reliable Seller / Refinery; hereby issue this Soft Corporate Offer with full corporate responsibility. We confirm and certify that our Seller / Refinery have the ability to supply the commodity in accordance with the terms and conditions herein. We negotiate with Buyer – Buyer – Mandate.

### **PRODUCT ORIGIN : KAZAKHSTAN, GEORGIA AND SINGAPORE**

**PRODUCT: JP54 AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL**

**Quantity: 700,000 Bbl - 2,000,000 Bbl Trial lift**

**Quantity: 3,000,000 Bbl – 5,000,000 Bbl per Month x 12 Months**

**Price FOB : USD 56 Gross / USD 54 Net Per Barrel**

**Price CIF: USD 103 Gross / USD 101 Net Per Barrel**

**Loading port : Rotterdam, Jurong, Batumi, Poti , Akta, Kuryk and Öskemen**

**Commission: USD1 Buyer side / USD1 Seller side**

**PRODUCT: JET FUEL JET A-1**

**Quantity: 700,000 Bbl - 2,000,000 Bbl Trial lift**

**Quantity: 2,000,000 Bbl – 5,000,000 Bbl per Month x 12 Months**

**Price FOB: USD 76 Gross / USD 74 Net Per Barrel**

**Price CIF: USD 103 Gross / USD 101 Net Per Barrel**



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Loading port: Rotterdam, Jurong, Batumi, Poti, Akta, Kuryk and Öskemen

Commission: USD1 Buyer side / USD1 Seller side

**PRODUCT: 10PPM DIESEL FUEL EN 590**

Quantity: 5,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price FOB : USD 270 Gross / USD 260 Net per Metric Tons

Price CIF/ASWP : USD 330 Gross / USD 320 Net per Metric Tons

Loading port: Rotterdam, Jurong, Batumi, Poti, Akta, Kuryk and Öskemen

Commission: USD 5 Buyer side / USD5 Seller side

**PRODUCT: MAZUT M100 GOST 10585-75**

Quantity: 5,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price FOB: USD 240 Gross / USD 230 Net per Metric Tons

Price CIF/ASWP : USD 330 Gross / USD 320 Net per Metric Tons

Loading port: Rotterdam, Jurong, Batumi, Poti, Akta, Kuryk and Öskemen

Commission: USD 5 Buyer side / USD5 Seller side

**OIL RESOURCES**

**PRODUCT: D2 GAS OIL L-0.2-62 GOST 305-82**

Quantity: 5,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price FOB: USD 270 Gross / USD 260 Net per Metric Tons

Price CIF/ASWP : USD 350 Gross / USD 340 Net per Metric Tons

Loading port: Rotterdam, Jurong, Batumi, Poti, Akta, Kuryk and Öskemen

Commission: USD 5 Buyer side / USD5 Seller side



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**PRODUCT: LIQUEFIED NATURAL GAS (LNG)**

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price FOB: USD 260 Gross / USD 250 Net per Metric Tons

Price CIF/ASWP : USD 330 Gross / USD 320 Net per Metric Tons

Loading port: Rotterdam, Jurong, Batumi, Poti , Akta, Kuryk and Öskemen

Commission: USD 5 Buyer side / USD5 Seller side

**PRODUCT: LIQUEFIED PETROLEUM GAS (LNG)**

Quantity: 5,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price FOB: USD 270 Gross / USD 260 Net per Metric Tons

Price CIF/ASWP : USD 330 Gross / USD 320 Net per Metric Tons

Loading port: Rotterdam, Jurong, Batumi, Poti , Akta, Kuryk and Öskemen

Commission: USD 5 Buyer side / USD5 Seller side

**PRODUCT: LCO – LIGHT CYCLE OIL**

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price FOB: USD 290 Gross / USD 280 Net per Metric Tons

Price CIF/ASWP : USD 350 Gross / USD 340 Net per Metric Tons

Loading port: Rotterdam, Jurong, Batumi, Poti , Akta, Kuryk and Öskemen

Commission: USD 5 Buyer side / USD 5 Seller side



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**PRODUCT: Di Ammonium Phosphate (DAP)**

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price FOB: USD 150 Gross / USD 140 Net per Metric Tons

Price CIF/ASWP : USD 240 Gross / USD 230 Net per Metric Tons

Loading port: Rotterdam, Jurong, Batumi, Poti , Akta, Kuryk and Öskemen

Commission: USD 5 Buyer side / USD 5 Seller side

**PRODUCT: UREA 46%**

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price FOB: USD 150 Gross / USD 140 Net per Metric Tons

Price CIF/ASWP : USD 240 Gross / USD 230 Net per Metric Tons

Loading port: Rotterdam, Jurong, Batumi, Poti , Akta, Kuryk and Öskemen

Commission: USD 5 Buyer side / USD 5 Seller side

**PRODUCT: PETCOKE**

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price CIF: USD 140 Gross / USD 130 Net per Metric Tons

Loading port: Rotterdam, Jurong, Batumi, Poti , Akta, Kuryk and Öskemen

Commission: USD 5 Buyer side / USD 5 Seller side



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**PRODUCT: ESPO CRUDE OIL**

Quantity: 1,000,000 Bbl - 2,000,000 Bbl Trial lift

Quantity: 2,000,000 Bbl – 5,000,000 Bbl per Month x 12 Months

Price FOB: USD 55 Gross / USD 53 Net Per Barrel

Price CIF/ASWP : USD 100 Gross / USD 99 Net per Barrel

Loading port: Rotterdam, Jurong, Batumi, Poti , Akta, Kuryk and Öskemen

Commission: USD 1 Buyer side / USD 1 Seller side

**PRODUCT: VIRGIN D6 FUEL OIL**

Quantity: 25,000,000 Gallons - 100,000,000 Gallons Trial lift

Quantity: 100,000,000 Gallons – 400,000,000 Gallons per week x 52 weeks

Price FOB : USD 2 Gross / USD 1.50 Net Per Gallon

Loading port: Rotterdam, Jurong, Batumi, Poti , Akta, Kuryk and Öskemen

Commission: USD 0.1 Buyer side / USD 0.1 Seller side

**PRODUCT: URALS CRUDE OIL**

**EXPORT BLEND CRUDE OIL (REBCO)**

Quantity: 1,000,000 Bbl - 2,000,000 Bbl Trial lift

Quantity: 2,000,000 Bbl – 5,000,000 Bbl per Month x 12 Months

Price FOB: USD 55 Gross / USD 53 Net Per Barrel

Price CIF/ASWP : USD 100 Gross / USD 98 Net per Barrel

Loading port: Rotterdam, Jurong, Batumi, Poti , Akta, Kuryk and Öskemen

Commission: USD 1 Buyer side / USD 1 Seller side



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**PRODUCT: AUTOMOTIVE GAS OIL (AGO)**

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price CIF: USD 360 Gross / USD 350 Net per Metric Tons

Loading port: Rotterdam, Jurong, Batumi, Poti , Akta, Kuryk and Öskemen

Commission: USD 5 Buyer side / USD 5 Seller side

**PRODUCT: GASOLINE OCTANE 72, 76, 91, 93, 95**

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price CIF: USD 360 Gross / USD 350 Net per Metric Tons

Loading port: Rotterdam, Jurong, Batumi, Poti , Akta, Kuryk and Öskemen

Commission: USD 5 Buyer side / USD 5 Seller side

**PRODUCT: ULTRA LOW SULFUR FUEL OIL (ULSFO) 0.1%**

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price CIF: USD 360 Gross / USD 350 Net per Metric Tons

Loading port: Rotterdam, Jurong, Batumi, Poti , Akta, Kuryk and Öskemen

Commission: USD 5 Buyer side / USD 5 Seller side



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**PRODUCT: BASE OIL.**

SN 100 - USD\$ 420 Gross / 410 Net CIF. SN150 - USD\$440 Gross / 430 NET CIF. SN 300 - USD\$390 Gross / 380 NETCIF. SN 500 - USD\$430 Gross / 420 NET CIF.

COMMISSION STRUCTURE: \$5 USD seller side and \$5 USD buyer side.

**PRODUCT: LOW SULFUR FUEL OIL (LSFO) 1.0%**

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price CIF: USD 310 Gross / USD 300 Net per Metric Tons

Loading port: Rotterdam, Jurong, Batumi, Poti, Akta, Kuryk and Öskemen

Commission: USD 5 Buyer side / USD5 Seller side

**PRODUCT: BITUMEN**

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price CIF: USD \$270 Gross / USD 260 Net per Metric Tons

Loading port: Rotterdam, Jurong, Batumi, Poti, Akta, Kuryk and Öskemen

Commission: USD 5 Buyer side / USD5 Seller side



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### **TTO PROCEDURE**

1. Upon acceptance of seller's offer, buyer issues Purchase Order
2. Seller issues Draft Contract and Commercial Invoice for buyer's review and signing.
3. Buyer signs the contract and commercial invoice and return to seller. Upon acknowledgement of the signed CI and contract, seller issues the POP Documents as shown below.
  - (a) Refinery Commitment to Supply
  - (b) Certificate of Origin
  - (c) Ullage Report After Loading
  - (d) Product quality passport (Analysis test Report)
  - (e) Cargo Manifest
  - (f) Authorization Letter to Sell and Collect (ATSC)
  - (g) Marine Bill of Lading
  - (h) Vessel Tanker Q88
  - (i) Invoice 5%
4. Buyer conducts due diligence on the availability and makes a guarantee deposit of 5% within 48 hours via TT-MT103 to the seller's nominated bank.
5. Buyer contact shipping company to re-direct the route of the vessel Tanker to buyer's destination port and seller transfers title to buyer's name. Upon arrival of the vessel at buyer's discharge port, Seller issues an Authorization for the buyer's reps and inspection team to board the vessel and conduct Q&Q Inspection.
6. upon successful Inspection, buyer makes payment for the product via TT Wire or MT103 to the seller and takes over the vessel tanker.
7. Seller issues buyer the full Proof of Product Documents and 2% Performance Bond for the monthly contract shipments.
8. Buyer issues their Bank Guarantee SBLC (MT760) to seller's Bank to guarantee the monthly shipment.
9. Monthly shipment commences to the buyer's discharge port as stipulated in



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the contract.

Note: The title takeover payment will be deducted when buyer is paying for the full product.

### **TRANSACTION PROCEDURE CIF**

1. Buyer issues ICPO upon receipt of Soft Corporate offer.
2. Seller issues Draft Sales and purchase Agreement to buyer, Buyer returns signed contract to Seller
3. Seller reviews signed contract acknowledged and legalize it through the Authorized Authority.  
Cost of legalization shall be borne by the Seller.
4. The Below Notarized listed PPOP is released for Buyer confirmation.
  - (a) Refinery Commitment to Supply
  - (b) MSDS
  - (c) Seller export license
  - (d) Company profile
  - (e) Statement of Product Availability
  - (f) Authorization to Sell and collect
  - (g) Invoice of \$350,000 performance guarantee deposit.

5. Buyer pays \$350,000 of the total product cost as performance guarantee deposit to secure the product allocation.

This payment would be deducted from the final payment.

Within 24hrs of Guarantee Deposit Confirmation, Seller Sign CPA and release full POP document and 2% Performance Bond to Buyer's Bank. All Parties involved sign the NCNDA/IMFPA.

- (a) Ship Certificates
- (b) Cargo Declaration
- (c) Fresh SGS Report/ Certificate of Origin



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- (d) Charter Party Agreement
  - (e) Ownership Certificate
  - (f) Title Transfer Affidavit
  - (g) Product Allocation Certificate
  - (h) Ullage Report
  - (i) Notice of Readiness
  - (j) Customs Declaration Certificate
  - (K) 2% Performance Bond
6. Shipment commences as per contract schedule.
7. Within 72 hours of Vessel arrival, buyer release payment via MT103 after CIQ/SGS at destination port.
8. Seller pays the commission to all intermediaries involved in the transaction within 24 hours after confirmation of buyer's payment and seller transfers title to buyer.

### **CIF TRANSACTIONS TERMS & PROCEDURE**

1. Buyer issues an official ICPO with company registration license
2. Seller issues FCO, buyer signs and return with a letter of acceptance stating to adhere to seller's transaction terms and procedure.
3. Seller issues draft contract (SPA) to buyer open for amendment; buyer review and sign mutually accepted contract and return to the seller in word format and PDF within 5 working days.
4. Seller reviews the signed contract and converts to PDF and sends copy to buyer with guarantee letter to supply.
5. Seller submits signed contract to the government ministry for registration, legalization and notarization at seller's expense
6. Seller sends to buyer the below listed soft performance guarantee POP documents: a) Commitment letter to supply product b) Availability letter of product c) Certificate of origin d) Product passport e) Company registration license



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7. Buyer's bank issues bank instrument via SBLC MT760 or DLC MT700 for the value of first shipment to seller's nominated fiduciary bank coordinate in a format acceptable to seller / seller's bank within 7 banking days of buyer receiving final approved contract in PDF format with soft performance guarantee POP documents to enable seller commence trans-loading of product with the shipping company and release full set of POP documents after loading via bank to bank swift within five (5) working days. Please note: if buyer fails to issue the bank instrument within 7 banking days, in alternative buyer pays via MT103 / TT USD 450,000.00 or equivalent in EURO / RMB as provisional guarantee performance within 72 hours and the amount will be deducted from the product face value when final payment is to be made.

8. Within 5 banking days of seller's fiduciary bank receiving buyer's bank instrument, seller's fiduciary bank issues 2% PB to buyer's bank account which is detailed and mutually agreed in the signed contract (Please note: 2% PB will not be issued by seller for alternative provisional guarantee performance payment of USD 450,000.00)

9. Upon seller's fiduciary bank's successful receipt of bank instrument and buyer receipt of 2% PB from seller's fiduciary bank or in the alternative, on receipt of MT103 / TT payment of USD 450,000.00 by seller's nominated bank, seller commence loading of the product within 7 days and issues full POP / Shipping documents with legalized SPA to buyer's company via bank to bank and copies via e-mail; buyer shall notify the seller by official written notice of his bank receiving seller's POP documents.

10. Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port, buyer's inspection team carry out SGS / CIQ or Equivalent Inspection to ascertain quality and quantity of the product.



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**FOB/ CI DIP & PAY ROTTERDAM PORT TANK TO VESSEL PROCEDURE**

1. Buyer sends Company Profile along with ICPO, CHARTER PARTY AGREEMENT (CPA) and data page of buyer's passport.
2. Seller issues commercial invoice (CI), Buyer signs and returns commercial invoice back to seller.
3. Buyer request 1day Tank extension Invoice fee from Seller to enable dip test on seller's Tank. Upon receipt of payment, Seller issues the following POP documents to buyer:

**Documents:**

- A. Statement of Product Availability
  - B. Commitment Letter to supply
  - C. Unconditional Dip Test Authorization (UDTA)
  - D. Authorization to Sell and Collect (ATSC)
  - E. Authorization to verify the product in seller's tanks (ATV)
  - F. Fresh SGS Report
4. NCNDA/IMFPA will be signed among all parties involved.
  5. Buyer options to conduct Dip Test on the product and makes the payment for the total value of product injected into the Buyers vessel through the means of MT103-TT.
  6. Seller pays commission to 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 12months contract to buyer for proceeding.

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**STANDARD PROCEDURES FOB DIP PAY ROTTERDAM/HOUSTON**

1. Buyer sends Company Profile along with ICPO, Tank Storage Agreement (TSA) and data page of buyer's passport.
2. Seller issues commercial invoice (CI), Buyer signs and returns commercial invoice back to seller.
3. Seller verify buyer TSA by Letter and Seller issues the following POP documents to buyer:  
Documents:
  - A. Statement of Product Availability
  - B. Commitment Letter to supply
  - C. Unconditional Dip Test Authorization (UDTA)
  - D. Authorization to Sell and Collect (ATSC)
  - E. Authorization to verify the product in seller's tanks (ATV)
  - F. Fresh SGS not older than 72 Hours
4. NCNDA /IMFPA will be signed among all parties involved.
5. Buyer options 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 commission to 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.

  
Signed by Managing Director:  
Tokbaev Akimdzhan Azamatovich