



Add: North-Kazakhstan region, Petropavlovsk city, Petropavlovsk city, Nursultan Nazarbayev street, building 122.

Telephone:+79852646146

Email:soilmatelimited@mail.ru

BIN 230440046455

SOFT CORPORATE OFFER (SCO)

Date 25th Sep, 2023

REF:SOT /SO765

End 27th JUN, 2024

We, LLC SOILMATE 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 negotiation with Buyer –Buyer –Mandate.

PRODUCT: JP54 AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Origin: Kazakhstan

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: USD 48 Gross / USD 46 Net Per Barrel

Loading port: Akta, Kuryk and Oskemen

Destination port: Any Safe World Port

Delivery Terms: C.I.F

Commission: USD1 Buyer side / USD1 Seller side

PRODUCT: JET FUEL JET A-1

Origin: Kazakhstan

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

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



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Price: USD 48 Gross / USD 46 Net Per Barrel

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Delivery Terms: C.I.F

Commission: USD1 Buyer side / USD1 Seller side

PRODUCT: 10PPM DIESEL FUEL EN 590

Origin: Kazakhstan

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: USD 340 Gross / USD 300 Net per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Delivery Terms: C.I.F

Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: MAZUT M100 GOST 10585-75

Origin: Kazakhstan

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: USD 220 Gross / USD 210 Net per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Delivery Terms: C.I.F

Commission: USD 5 Buyer side / USD5 Seller side



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

Origin: Kazakhstan

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: USD 240 Gross / USD 230 Net per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Delivery Terms: C.I.F

Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: LIQUEFIED NATURAL GAS (LNG)

Origin: Kazakhstan

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: USD 230 Gross / USD 220 Net per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Delivery Terms: C.I.F

Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: LIQUEFIED PETROLEUM GAS (LNG)

Origin: Kazakhstan

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: USD 230 Gross / USD 220 Net per Metric Tons



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Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Delivery Terms: C.I.F

Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: LCO – LIGHT CYCLE OIL

Origin: Kazakhstan

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: USD 220 Gross / USD 210 Net per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Delivery Terms: C.I.F

Commission: USD 5 Buyer side / USD 5 Seller side

PRODUCT: Di Ammonium Phosphate (DAP)

Origin: Kazakhstan

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: USD 180 Gross / USD 170 Net per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Delivery Terms: C.I.F

Commission: USD 5 Buyer side / USD 5 Seller side



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PRODUCT: UREA 46%

Origin: Kazakhstan

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: USD 180 Gross / USD 170 Net per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Delivery Terms: C.I.F

Commission: USD 5 Buyer side / USD 5 Seller side

PRODUCT: PETCOKE

Origin: Kazakhstan

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: USD 75 Gross / USD 65 Net per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Delivery Terms: C.I.F

Commission: USD 5 Buyer side / USD 5 Seller side

PRODUCT: ESPO CRUDE OIL

Origin: Kazakhstan

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: USD 55 Gross / USD 53 Net Per Barrel

Loading port: Akta, Kuryk and Öskemen



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Destination port: Any Safe World Port

Delivery Terms: C.I.F

Commission: USD 1 Buyer side / USD 1 Seller side

PRODUCT: VIRGIN D6 FUEL OIL

Origin: Kazakhstan

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: USD 0.80 Gross / USD 0.78 Net Per Gallon

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Delivery Terms: C.I.F

Commission: USD 0.1 Buyer side / USD 0.1 Seller side

PRODUCT: URALS CRUDE OIL

RUSSIAN EXPORT BLEND CRUDE OIL (REBCO)

Origin: Kazakhstan

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: USD 55 Gross / USD 53 Net Per Barrel

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Delivery Terms: C.I.F

Commission: USD 1 Buyer side / USD 1 Seller side



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PRODUCT: AUTOMOTIVE GAS OIL (AGO)

Origin: Kazakhstan

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: USD 240 Gross / USD 230 Net per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Delivery Terms: C.I.F

Commission: USD 5 Buyer side / USD 5 Seller side

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

Origin: Kazakhstan

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: USD 250 Gross / USD 240 Net per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Delivery Terms: C.I.F

Commission: USD 5 Buyer side / USD 5 Seller side

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

Origin: Kazakhstan

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: USD 290 Gross / USD 280 Net per Metric Tons

Loading port: Akta, Kuryk and Öskemen



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Destination port: Any Safe World Port

Delivery Terms: C.I.F

Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: BASE OIL.

SN 100 - USD\$ 320 Gross / 310 Net CIF. SN150 - USD\$340 Gross / 330 NET CIF. SN 300 - USD\$340 Gross / 330 NETCIF. SN 500 - USD\$330 Gross / 320 NET CIF.

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

PRODUCT: LOW SULFUR FUEL OIL(LSFO) 1.0%

Origin: Kazakhstan

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: USD 290 Gross / USD 280 Net per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Delivery Terms: C.I.F

Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: BITUMEN

Origin: Kazakhstan

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: USD \$180 Gross / USD 170 Net per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port



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Delivery Terms: C.I.F

Commission: USD 5 Buyer side / USD5 Seller side

CIF TERMS AND BANKING PROCEDURES

1. Buyers issues Irrevocable Corporate Purchase Order (ICPO) .

2. Seller issues the Draft contract for all parties review and endorsement.

3. Upon signing the contract, Refinery Register SPA and issue the below PPOP document along with legalized SPA to Buyer.

A. COMMITMENT TO SUPPLY

B. Proforma Invoice

C. COMPANY LICENSE TO EXPORT

D. MSDS

4. End Buyer issue pay 3.5% percent of the total product volume via TT Wire transfer to seller nominated account, End seller refinery legalizes and registers the hardcopies of the contract with the various Government Ministries. Seller Logistics agent issues Charter party agreement (CPA), Scanned Copies of the Legalized and Registered hardcopies (SPA) alongside the Full Proof of Product to Buyer.

A. STATEMENT OF PRODUCT AVAILABILITY

B. BILL OF LADING

C. VESSEL'S Q88



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D. CPA

E. SGS REPORT

D. PACKING LIST

F. CERTIFICATE OF ORIGIN

G. TITLE OF OWNER SHIP TRANSFER CERTIFICATE

H. NOR /ETA

5. Shipment commerce as agreed in the final contract, Buyer shall release the balance 96.5% percent of the full product payment to Seller upon arrival of product in buyer destination port by TT Wire transfer MT103, Seller will immediately upon receipt of Buyer's Operative Financial Instrument Release Payments to involved intermediaries.

TRANSACTION CONTRACTING CIF WORKING PROCEDURE

1. Buyer accepts Seller's procedure and issues ICPO with the following:

a) banking details, b)company profile, C)passport copy d)Acceptance letter stating to adhere to seller's procedure.

2. Seller acknowledges buyer's ICPO and issues contract to buyer open for amendment, buyer signs SPA and return the contract to the seller in word format within 3 working international days

3. Seller notarizes the SPA, makes the final signature and covert the contract to PDF and Send to buyer as final approved contract along with soft performance guarantee POP documents given below:

Documents:



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A. Company profile

C. Pro forma invoice

D. MSDS (FOR FERTILIZERS)

F. Export license

4. Buyer's Bank in accordance with Seller's verbiage issue SBLC(MT760) within 7 working days for first shipping's value to seller's financial bank to enable seller commence loading of product with the shipping company and release full set of PPOP documents after loading via bank to bank swift within 7 working days . Should buyer fail to issue

payment instrument within 7 banking days, buyer will make cash deposit or TT wire of USD\$420,000 for security guarantee to enable seller charter vessel and commence shipment.

5. Seller's bank issues operative 2% PB in favor of buyer's bank account within 3 working days,which is submitted and detailed in the mutually agreed signed contract

6. Upon Seller's bank successful exchange of instrument method with buyer's bank in which the buyer's bank must have must finished issuance of the SBLC(MT760) to the Seller's bank within the stipulated 7 working days) ,Seller loads product within 7 international working days and send Full Sets of PPOP documents in buyer's company name to buyer via bank to bank and copy via email to buyer and representative

as given below:

(A) Copy of license to export

(B) Copy of Approval to Export

(C) Copy packing List

(D) Copy Certificate of Origin

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(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 Transfer⁷. Buyer notifies seller by official written notice of his bank receiving seller's PPOP document while seller sends to buyer the registered hard copy of contract through courier service within 3 working days.

8. Shipment commences as scheduled in the contract and upon arrival of the Cargo at the discharge port, buyer's inspection team carry out CIQ or equivalent inspection to ascertain quality.

9. Buyer releases payment to Seller by TT/MT103 upon receipt of the shipping documents and confirmation of the Q&Q by SGS/CIQ at destination port.

10. Seller pay commission to all intermediaries involved before 48 hours as per NCNDA/ IMFPA.

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



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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



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issuing 12months contract to buyer for proceeding.

FOB/DIP & PAY (SPOT) ROTTERDAM TRANSACTION PROCEDURE

1. Buyer sends Company Profile along with ICPO, Tank Storage Agreement (TSA) /CPA 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 /CPA 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 report Not more than 72hours

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.



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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.

TRANSACTION TTO CONTRACTING WORKING PROCEDURE

1. Buyer issues official ICPO product right inside the vessel on the sea:

2. Seller issues MOU

3. Buyer Verify MOU, countersign and forward back and request USD\$27,500 payment invoice for change of documents name to buyer's company name.

4. upon the receipt of payment and countersinged MOU from the buyer, Seller proceed to change below documents to buyers name and mails to buyer the listed below documents issued in the name of the buyer as stated below:

a) Product Passport (Quantity & Quality Dip Test Analysis Report)

b) Certificate of Origin

c) Bill of Lading

d) Vessel Q88 Document

e) E.T.A. (Estimated Time of Arrival) Of Vessel f) Vessel (N.O.R) Notice of Readiness

g) Ullage Report

h) Cargo Manifest

i) Invoice for title transfer

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J) Authorization to seller and collect (ATSC)

5. Upon the receipt of the documents, buyer verifies the availability of the product on high sea and makes payment within 48 hours for the title takeover which amount to the sum of \$522,500.00 (five Hundred and Twenty Two

Thousand , five hundred United State Dollars) to seller's Fiduciary account in Hong Kong or other countries

6. Upon seller receipt of the title takeover payment, seller orders for the vessel to be re-routed to buyer's desired port, seller transfers the title to the potential

buyer's company's name and also issue all other outstanding documents to the potential buyer's company's and send

via swift from seller bank the full prove of product to buyers bank.

7. Vessel arrives the discharge port and buyer carry's out the CIQ/SGS inspection and upon a successful inspection, buyer pays by MT103 T/T for the full product to the seller. Note the title takeover payment will be deducted from the total product value.

8. Seller pays all parties involved their commission within 48 hours

Signed:

C.E.O. Bakyt-Zhamal Kabidinovna Konyrbayeva

