

Issue Date: 05, February, 2024  
Expire Date: 05, June, 2024  
To: Buyers mandate/ End Buyers.

## GENERAL SOFT CORPORATE OFFER

We JSC IRKUTSKNEFTEPRODUKT under penalty of perjury, hereby confirm as seller mandate, with full corporate responsibility that we are ready, willing and able to supply the product commodity under the following terms and conditions.

### MAZUT 100 GOST 10585-75

CIF Price: USD 380 Gross / 370 Net  
FOB Price USD 220 Gross / 210 Net  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5

### JET FUEL JP54

PRICE CIF ASWP: GROSS \$ 48/NET \$46PRICE  
FOB: GROSS \$ 46/ NET \$44  
QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL  
Commission: US \$2/ US \$2

### JET FUEL JPA1

PRICE CIF ASWP: GROSS \$ 78/NET \$76PRICE  
FOB: GROSS \$ 90/ NET \$80  
QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL  
Commission: US \$2/ US \$2

### REBCO GOST 9965-76

PRICE CIF ASWP: GROSS \$ 50/NET \$48  
PRICE FOB: GROSS \$ 48/ NET \$46  
QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL  
Commission: US \$1/ US \$1

### LPG (LIQUEFIED PETROLEUM GAS) GOST 20448-90

PRICE CIF ASWP: GROSS \$ 360/NET \$ 350  
PRICE FOB: GROSS \$ 350/ NET \$ 340  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5

### LIQUIDIFIED NATURAL GAS

PRICE CIF ASWP: GROSS \$ 420/NET \$ 410  
PRICE FOB: GROSS \$ 390/ NET \$ 380  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5

## Base Oil SN 150

PRICE CIF ASWP: GROSS \$ 820/NET\$800 PRICE  
FOB: GROSS \$ 790/ NET \$ 780  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5

## Virgin Fuel Oil D6

PRICE CIF ASWP: GROSS \$ 0.85/NET \$ 0.83  
PRICE FOB: GROSS \$ 0.82/ NET \$ 0.70  
QUANTITY: Min 50,000,000 GLLN / Max 500,000,000 GLLN  
Commission: US \$ 03/ US \$ 03

## DIESEL D2 OIL GOST 305-82

QUANTITY: Min 50,000 MT / Max 500,000 MT  
PRICE CIF ASWP: GROSS \$ 420/NET \$410  
PRICE FOB: GROSS \$ 320/ NET \$310  
Commission : US \$5/ US \$5

## BITUMEN GRADE 60/70

PRICE CIF ASWP: GROSS \$ 370/NET \$ 360  
PRICE FOB: GROSS \$ 340/ NET \$ 330  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5

## AGO

PRICE CIF ASWP: GROSS \$ 300/NET \$ 290  
PRICE FOB: GROSS \$ 290/ NET \$ 280  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5

## GASOLINE 89-92-93-95 OCTANE

PRICE CIF ASWP: GROSS \$ 370/NET \$ 360  
PRICE FOB: GROSS \$ 360/ NET \$ 350  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5

## EN 590 10ppm

PRICE CIF ASWP: GROSS \$ 420/NET \$ 410  
PRICE FOB: GROSS \$ 380/ NET \$ 370  
QUANTITY: Min 50,000 MT / Max 1000,000 MT  
Commission: US \$5/ US \$5

## CST-180 FUEL OIL

PRICE CIF ASWP: GROSS \$ 330/NET \$310  
PRICE FOB: GROSS \$ 310/ NET \$ 290  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5

## CST-280 AND 380 FUEL OIL

PRICE CIF ASWP: GROSS \$ 310/NET \$ 300  
PRICE FOB: GROSS \$ 300/ NET \$ 290  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5

## TERMS AND CONDITIONS

All products are of a Kazakhstan Origin.

Quantities: Quantities stated in the product sheet above are not to be exceeded.

Markups: Markups are reserved for Registered Seller Mandates and shouldn't exceed \$ 10.00

Inspection: SGS, CCIC, CIQ or Similar at the expense of the seller.

Proof of Product: processed hard copies will be issued to the End Buyer.

Trial Shipments: Trial Shipments are obligatory for new clients. Payment: - MT700 Documentary Letter of Credit /Swift MT 103 – 23 Commissions: All Commissions are shared equally between buyer side and seller side.

Note: Seller Side commissions are reserved for registered mandates with passcode from the Ministry.

## PROCEDURE : (FOB)TANK TO TANK, TANK TO VESSEL TTV, ROTTERDAM, HOUSTON, JURONG SINGAPORE, FUJAIRAH PORTS)

1. Buyer issues ICPO & CPA Along with banking details. Attach with seller working procedures.
2. Seller issues commercial invoice to Buyer. Buyer sign and return commercial invoice to Seller within 48hrs.
3. 3. Seller issues to Buyer via email:
  - Dip test Authorization (DTA)
  - Authorization to Verify (ATV)
  - Tank Storage Receipt
4. Upon confirmation of seller's Tank Storage Receipt TSR, Buyer finalizes the extension of the Tank Storage for a minimum of Two (2) days duration required by buyer, for the inspection and DIP test analysis by SGS of the product to last.
5. Upon confirmation of the storage extension, Seller issues, Endorsed NCNDA/IMFPA, DTA and SGS Report from onshore tank accordingly for buyer and its SGS Agents to proceed with the dip Test inspection process on seller's tank.
6. SGS inspection company proceeds with the inspection and dip test of product with the SGS report co-signed in the name of the Buyer, at the storage facility. Upon Successful Q&Q Dip Test on the product, SGS issue the inspection report certificate to Buyer.
7. Seller provides all the necessary export documentations to the buyer and seller changes the ownership title to buyer company name. Buyer commences lifting of the product with its Vessel Tanker. Buyer makes the payment for the Total Value of the Product Injected into the Vessel. through the means of MT103-TT.
8. Seller releases payment to 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.

## COST, INSURANCE AND FREIGHT (CIF) PROCEDURE:

1. Buyer issues ICPO with this procedure incorporated on the ICPO along with Buyer's company registration certificate.
2. Seller Issues Sale & Purchase Agreement (SPA), Buyer review, amend (if necessary), signs and return the SPA in WORD format to Seller within 3 banking days. Seller sends final SPA to Buyer in PDF format; Buyer confirms final SPA and issues letter of acceptance of the final SPA.
3. Seller issues to Buyer via email the following transaction documents:
  - a. Commitment to supply
  - b. Statement of product availability
  - c. Certificate of origin
  - d. Export License

Buyer confirms the receipt of the documents by mail and issue confirmation letter within 24hrs.

4. Seller makes arrangement for the chartered freight with a renowned shipping company for the transportation of the product to buyer designated discharge port, both Seller and Buyer sign the Charter Party Agreement (CPA) together with the shipping company (A three party CPA) this is applicable only for 1st shipment. (Seller & Buyer) jointly pays CPA cost 50/50 via T/T wire transfer directly to the shipping company. Fee would later be refunded /deducted when Buyer is paying for the total product cost).
5. After completion of the above, Seller issues to Buyer product title transfer agreement, Buyer signs and returns. Seller legalizes the Contract with the authorities in charge and sends.
6. Seller issue to buyer the legalized contract, the certificate of product title transfer and then proceeds with the port & custom clearance of product and all internal routines operations accordingly.
7. Upon completion of the above and confirmation of this export approval by the Authority to Seller with the endorsement of the Charter Party Agreement (CPA) and the Shipping Schedule by the Port Authority, to enable Seller to release the below Proof of Product Documents:
  - a. Legalized Charter Party Agreement (CPA) with the Loading Port Authority.
  - b. Product Allocation Certificate.
  - c. Allocation Title Transfer Certificate.
  - d. Export License
  - e. Export Approval
8. Seller issues the commercial invoice and sends to Buyer and within 5 working days, Buyer's bank issues to Seller's bank swift operative Standby Letter of Credit (SBLC) via Swift MT760 or Documentary Letter of Credit (DLC) via Swift MT700 for the entire 1st shipment total product value, and for Seller to lodge and activate a 2% PB (Performance Bond/Performance Guarantee) in the favor of the Buyer. If Seller fails to supply the cargo/shipment of the product to the Buyer, this 2% Performance Bond will be paid/forfeited to the Buyer.
9. The product SGS inspection charges will be borne by buyer at the loading port. Seller invites buyer for visitation to witness the final inspection and TTM for negotiation of future transaction (IF Optional to Buyer). Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.

## NON-NEGOTIABLE CIF PROCEDURES

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, seals and returns the Draft Contract to Seller for final endorsement.
3. Seller registers and legalize the signed contract with the ministry of energy and the Federal Commission on Securities Market (FCSM) Kazakhstan to make the contract legal in Kazakhstan energy market, buyer will be responsible for the payment of allocation procurement. Seller gives Partial proof of products below:
  - (A) Refinery Commitment to Supply
  - (B) Registered and legalized contract
  - (C) Statement of availability of product
  - (D) Product quality passport (Analysis test Report) By Kazakhstan standard gost R.
4. Within 5 banking days, Buyer's bank issues security guarantee payment by DLC via MT700 or SBLC via MT760 according to our bank verbiage to seller nominated bank account for first month shipment, Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with the 2% Performance Bond (PB).
5. Shipment commences as per 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.
6. 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.
7. Seller pays commission within 48 hours by swift MT103 to all intermediaries as signed NCNDA/IMPFA.

## NOTE: OUR TRANSACTION PROCEDURE MUST APPEAR IN BUYER ICPO/LOI

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JSC IRKUTSKNEFTEPRODUKT

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