

SOFT CORPORATE OFFER

We GRANOTERRA LLC, the authorized Seller Representative hereby confirms under Penalty of Perjury, under International Law that we are ready, willing, and able to sell the following commodity as per the specification and quantity/ price as specified in the terms and conditions stated below

NOTE: Our prices are highly negotiable. Our standard commission structure is \$5 PER MT and \$2 PER BBL. Our Commission structure can also be negotiated between the seller and authorized buyer mandates or intermediaries.

ORIGIN: KAZAKHSTAN Quality: Export Standard

LOADIND PORTS: Rotterdam/ Houston/ Fujairah/ Jurong/ Qingdao

DESTINATION PORTS: ASWP

INCOTERMS: CIF/FOB/TTO

COMMISSIONS: \$5 PER MT (\$2 PER BBL) PAYABLE BY SELLER

PAYMENT TERMS: SBLC, MT103, T/T

CONTRATUAL PERIOD: SPOT / 12 MONTHS CONTRACT + ROLLS /EXTENTION

TANK-TO-VESSEL INJECTION AGREEMENT (TTVIA)

- 1. Buyer issues an official ICPO, company registration license, buyer's passport data page and letter of acceptance to seller's transaction procedure.
- 2. Seller issues commercial invoice (CI) for the available quantity of product in seller's leased tank to buyer. Buyer signs and returns the Commercial Invoice along with Buyer's tank storage Agreement (TSA).
- 3. Seller issues to buyer Tank-to-Vessel Injection Agreement (TTVIA) to be endorsed by both Seller, buyer and buyer's Logistic Company.
- 4. Upon returned of the endorsed TTTIA, Seller release to buyer the following PPOP documents.
- Commitment Letter to Supply
- Export License
- Tank Storage Receipt TSR.
- Authorization to Verify ATV (Through call or email).
- 5. Buyer contact the seller's leased Storage Company to verify the availability of the product and to obtain access to enable buyer and his inspection team to conduct dip test on the product in the tank, Seller issue UDTA for buyer to proceed of the dip test upon confirmation of buyer securing legal access to the product.
- 6. Buyer and his SGS Inspection team conduct dip test on the product in the tank. Upon satisfactory result of the dip test, Seller's storage Company issue to buyer, the Notice of Readiness (NOR) to inject the product.



- 7. Upon completion of the Injection, the Seller releases to buyer the below POP documents.
- Product SGS Report.
- Pipeline Injection Report.
- Authority to Sell and Collect (ATSC)
- Product passport (analysis test report)
- Certificate of Origin
- NCNDA/IMFPA is sign by intermediaries of both seller and buyer.
- 8. Buyer immediately pays for the total cost of the product value injected into the Tank through MT103 TT wire transfer. Seller Upon receipt of the payment, pays all intermediaries involve in the transaction. Seller issues title change/transfer of product to buyer.

DIP AND PAY PROCEDURES FOR FOB

- 1. Buyer issues ICPO with seller working procedure on it as transaction procedure with banking details and Buyer passport scan copy.
- 2. Seller issues the Commercial Invoice (CI) of the product in tanks at port, Buyer signs and returns back Commercial Invoice to Seller
- 3. Seller issues to Buyer the below document for verification of the product (PPOP):
 - . Tank Storage Receipt (TSR)
 - . Statement of Product Availability
 - . Authorization to Verify (ATV)
 - . Dip Test Authorization (DTA) Letter
- 4. Upon Successful Verification of the PPOP, Buyer contacts seller's Tank Storage Company and requests for payment invoice. The buyer extends the seller's Tank and makes arrangement for Dip Test Schedule.
- 5. Upon successful Dip Test in Seller's Tanks, Buyer makes payment for the total cost of product based on the SGS Report via MT103 and Seller transfer title ownership to buyer and send all exportation documents to buyer, Buyer lift product into Vessel or completely take over seller's tanks for further product storage.
- 6. Buyer NCNDA/IMFPA will be signed by all intermediaries involved in the transaction and forward to seller for endorsement, Seller provides the below documents. Endorsed NCNDA/IMFPA Authorization to Sell and Collect (ATSC)
- 7. Buyer gets back to Seller with NCNDA/IMFPA signed by all Group with commission Structure so all parties can receive their commissions immediately.
- 8. Seller issues final agreement to Buyer to review contract on R&E Monthly Deliveries,
- Buyer reviews and approves contract and issued SBLC/ DLC Irrevocable, Non-Transferable, Auto Revolving for 12 months shipment value, Documentary Letter of Credit for length of Contract and for each lifting as schedule
- 10. Buyer pays after successful Dip Test by MT103 wire transfer on each Monthly delivery.



11. The Subsequent delivery shall commence according to the terms and conditions of the Contract and Seller pays

FOB DIP & PAY- TANK TO TANK (TTT) WITH SGS REPORT

- The Buyer Issue an ICO. Containing the seller's work procedures and Banking Details along with TSA (TANK STORAGE AGREEMENT), Buyer Certificate of incorporation, Company Profile (CP) and International Passport Copy.
- 2. Seller issues commercial invoice of products in tank at port, buyer signs and returns commercial invoice with acceptance letter stating to adhere to seller procedure.
- 3 Seller Issue ICC Warning Letter to Buyer to sign and return within 3 International Working Days
- 4. The seller issues a copy of the SGS Report strictly to the buyer's Tank farm Company only to verify the SGS Report.
- 5. After confirmation of successful verification of SGS Report only by Buyer's Tank Farm Company. The Seller rents and pays the Buyer's tank for the first 3 days and the Buyer pays his Tank Company for 3 Days after his Tank Company receives payment from the Seller Company.
- 6. All Parties must sign NCNDA and IMFPA for endorsements.
- 7. The seller issues the following POP documents to the buyer; the buyer performs a Dip test on the product and makes payment for the total value of the product injected into the tank via MT103 -TT:
- (a) SGS report for quality and quantity at shore tank not older than 48 hours
- (b) Product Certificate of Origin
- (c) Product injection report at shore tank
- (d) Tank storage receipt with full GPS coordinates
- (e) Unconditional dip test authorization letter
- (f) Authorization for physical verification of product at Seller's tank.
- (g) Authorization to sell and collect
- (h) NCNDA-IMFPA agreement
- (i) QSA
- 8. Seller sends payment of all intermediaries involved in the transaction 24 hours after receiving confirmation of Buyer Payment as per signed & sealed NCNDA/IMFPA which is notarized by Public Notary in Kazakhstan and Authorized by Seller's Bank and then monthly remittance is continued as per terms and terms of the contract of sale and purchase agreement t between the buyer and seller.



2) FOB WORKING PROCEDURE

- 1.Buyer sends ICPO in line with seller working procedures alongside his/her Tank Storage Agreement (T.S.A.) on receipt and acceptance of Seller's Soft Offer.
- 2. Seller issues Commercial Invoice (C.I.). Buyer Signs within 24 hours and returns to Seller Within its validity.
- Upon receipt and review of the signed C.I., seller issues Dip Test Authorization (D.T.A) to be completed and signed by buyer
 in order for Dip Test to be conducted alongside counter signed copies of the C.I;
- 4. Buyer returns the Dip Test Authorization (DTA) fully completed and signed within its validity and upon successful review of the completed DTA, seller issues the below full POP documents:
- A. Fresh SGS Report (Not older than 72 hours);
- **B. Product Reservoir Receipt;**
- C. Accreditation Certificate:
- D. Product Passport (Quantity and Quality Analysis);
- E. Authorization to Sell and Collect Certificate (ATSCC);
- F. Pre-Injection Report (PIR);
- G. NCNDA/IMFPA (To be completed by all intermediaries)
- H. Certificate of Product Origin;
- I. Authority to Verify (ATV) either physically or otherwise.
- 5. upon receipt and confirmation of the above POP Documents, Buyer provide its testing officials (SGS or INTERTEK) and the needed test are carried out on the product in seller's tanks.
- 6. Buyer upon successful Dip Test makes full payment by MT103 / TT wire transfer for the total product and Seller pays commission to all intermediaries involved in the transaction within 24 hours after confirmation of buyer's payment and injection commences immediately;
- 7. The seller issues a contract for buyer's desired duration upon successful completion of the trial order.

COST, INSURANCE AND FREIGHT (CIF) PROCEDURE

- 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, seal and returns the Draft Contract to Seller for final endorsement. Seller gives Partial proof of products.
- A. Refinery Commitment to Supply.
- B. Certificate of Origin.
- C. Statement of availability of product.
- D. ATSC
- 3. Upon examined of seller POP buyer will make cash deposit of \$400,000 (four hundred thousand dollars) by TT wire transfer for security quarantee to enable seller charter vessel and commence shipment, and this payment will be deducted from the



Total cost of product after inspection at discharge port, Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with the 2% Performance Bond (PB)

- A. Copy of license to export, issued by the department of the Ministry of Energy, Kazakhstan.
- B. Copy of Approval to Export, issued by the Ministry of energy Kazakhstan.
- C. Copy of statement of availability of the product.
- D. Copy of the refinery commitment to produce the product.
- E. Copy of the port storage agreement.
- F. Copy of the charter party agreement to transport the product to discharge port.
- G. Copy of Vessel Questionnaire 88.
- H. Copy of Bill of Lading.
- I. SGS Report at loading port.
- J. Dip test Authorization (DTA) & ATB
- K. NOR /ETA
- L. Certificate of Ownership Transfer.
- M. Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy.
- N. Seller will issue TSR upon successful verification of all documents.
- 4. Shipment commences as per the 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.
- 5. 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.
- 6. Seller pays commission within 48 hours by swift MT103 to all intermediaries as signed NCNDA/IMPFA.

PROCEDURE FOR TANK TAKE OVER (TTO)

- 1. Buyer issues official ICPO sends ICPO
- 2. Seller issues MOU
- 3. Both parties sign an MOU, Commercial invoice, and market rights protection agreement.
- 4. Upon the receipt of the countersigned MOU from the buyer, seller emails to the buyer the listed documents
- A) Certificate of Origin
- B) Vessel Questionnaire 88
- C) E.T.A (Estimated Time of Arrival) of Vessel
- D) Vessel (N.O.R) Notice of Readiness
- E) Invoice for 5% PAYMENT



- 5. Buyer conducts due diligence on the availability of the product inside the vessel and makes payment of 5% of the master invoice value to the seller fiduciary account via MT103 T/T wire Transfer within 48 hours for the change of the consignment rights and transfer of title of ownership to buyer's name.
- 6. Upon Seller receipt of the payment of 5%, Seller shall Transfer Product Title to Buyer's Company name, reissues all other outstanding documents to the buyer's name and send via swift from seller's bank to buyer's bank full proof of product.
- 7. Buyer contact the shipping company to re-direct the route of the vessel Tanker to buyer's destination port. Upon arrival of the vessel at buyer's discharge port, Seller issues an Authorization for the buyer's representatives and inspection team to board the vessel and conduct Q&Q Inspection.
- 8. Upon successful Inspection, buyer makes payment for the product via TT Wire or MT103 to the seller and takes over the vessel tanker.
- 9. Seller and Buyer Signs Contract for 12 months' shipment.
- 10. Buyer issues their Bank Guarantee SBLC MT760/DLC MT700 to seller's Bank to guarantee the monthly shipments, Seller issues 2% Performance Bond within 3 days for the monthly contract shipments.
- 11. Monthly shipment commences to the buyer's discharge port as stipulated in the contract

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

PRODUCT NAMES PRICE AND COMMISION

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Origin: Kazakhstan

Quantity: Minimum of 500,000 Barrel/per month and Maximum of 5,000,000 Barrels/per month

Delivery: FOB

Price: \$82.00 Gross / \$78.00 Net per Barrel

Commission: USD 2.00 seller side, USD 2.00 Buyer side Per Barrel

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Origin: Kazakhstan

Quantity: Minimum of 500,000 Barrel/per month and Maximum of 5,000,000 Barrels/per month

Delivery: CIF

Price: \$85.00 Gross / \$81.00 Net per Barrel

Commission: USD 2.00 seller side, USD 2.00 Buyer side Per Barrel

DIESEL DE VIRGIN LOW POUR FUEL OIL

Drigin: Kazakhstan

Quantity: Minimum of 20,000,000 Gal/per month and Maximum of 200,000,000 Gal/per month

Delivery: FOB



Price: \$0.58Gross / \$0.54Net per Gal

Commission: USD 0.2seller side, USD 0.2Buyer side Per Gal

DIESEL DE VIRGIN LOW POUR FUEL OIL

Origin: Kazakhstan

Quantity: Minimum of 20,000,000 GAL/per month and Maximum of 200,000,000 GAL/per month

Delivery: CIF

Price: \$0.62 Gross / \$0.58 Net per Gal

Commission: USD 0.2 seller side, USD 0.2 Buyer side Per Gal

JET FUEL A1 91/91

Origin: Kazakhstan

Quantity: Minimum of 500,000 Barrel/per month and Maximum of 5,000,000 Barrels/per month

Delivery: FOB

Price: \$76.00 Gross / \$72.00 Net per Barrel

Commission: USD 2.00 seller side, USD 2.00 Buyer side Per Barrel

JET FUEL A1 91/91

Origin: Kazakhstan

Quantity: Minimum of 500,000 Barrel/per month and Maximum of 5,000,000 Barrels/per month

Delivery: CIF

Price: \$78.00 Gross / \$74.00 Net per Barrel

Commission: USD 2.00 seller side, USD 2.00 Buyer side Per Barrel

DIESEL GAS D2 GOST 305-82

Origin: Kazakhstan

Quantity: Minimum of 10,000 MT/per month and Maximum of 100,000 MT per month

Delivery: FOB

Price: \$280.00 Gross / \$270.00 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

DIESEL GAS D2 GOST 305-82

Origin: Kazakhstan

Quantity: Minimum of 10,000 MT/per month and Maximum of 100,000 MT per month

Delivery: CIF

Price: \$320.00 Grass / \$310.00 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

MAZUT-100 GOST 10585/75

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: FOB

Price: USD Gross \$210/ Net \$200 per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton



MAZUT-100 GOST 1058575

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: CIF

Price: USD Gross \$230/ \$220 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

MAZUT-100 GOST 10585/99

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: FOB

Price: USD Gross \$220/ Net \$210 per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

MAZUT-100 GOST 10585/99

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: CIF

Price: USD Gross \$240/ \$230 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

BASE OIL SN500

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 500,000 MT per month

Delivery: FOB

SN 100	\$\$260 Gross/ \$250 Net per MT
BS 150	\$\$300 Gross/ \$290 Net per MT
SN 150	\$\$320 Gross/ \$310 Net per MT
SN 300	\$\$360 Gross/ \$350 Net per MT
SN 500	\$\$380 Gross/ \$370 Net per MT

BASE OIL SN500

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 500,000 MT per month

Delivery: FOB

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SN 100 _	\$200 Gross/ \$190 Net per MT
BS 150	\$290 Gross/ \$280 Net per MT
SN 150	\$310 Gross/ \$300 Net per MT
SN 300	\$340 Gross/ \$330 Net per MT
SN 500 ⁻	\$360 Gross/ \$350 Net ner MT

PETROLEUM COKE

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: CIF



Price: \$160.00 Grass / \$150.00 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

PETROLEUM COKE

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: FOB

Price: \$140.00 Grass / \$130.00 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

AUTOMOTIVE DIESEL FUEL EN-590

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: CIF

Price: \$490.00 Gross / \$480.00 Net per Metric Ton

Commission: USD \$5 seller side, USD \$5 Buyer side Per Metric Ton

AUTOMOTIVE DIESEL FUEL EN-590

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: FOB

Price: \$470.00 Grass / \$460.00 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

BITUMEN 60/70

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: FOB

30/40	\$\$200 Gross/ \$190 Net per MT
40/50	\$\$210 Grass/ \$200 Net per MT
50/70	\$\$320 Gross/ \$310 Net per MT
60/70	\$\$360 Gross/ \$350 Net per MT
80/100	\$\$450 Gross/ \$440 Net per MT
85/100	\$\$440 Gross/ \$430 Net per MT
100/120	\$\$510 Gross/ \$500 Net per MT

BITUMEN 60/70

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: CIF

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30/40	_\$270 Gross/ \$260 Net per MT
40/50	\$290 Gross/ \$280 Net per MT
50/70	\$410 Gross/ \$400 Net per MT
60/70	\$250 Gross/ \$240 Net per MT
8U/1UU	\$530 Gross/ \$520 Net ner MT



85/100 _____\$620 Gross/ \$610 Net per MT 100/120 ____\$680 Gross/ \$670 Net per MT

FUEL DIL (IFD)

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: CIF

FUEL DIL (IFD)

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: FOB

CST 180____\$220 Gross/ \$210 Net per MT CST 280___\$210 Gross/ \$200 Net per MT CST 380 \$230 Gross/ \$220 Net per MT

UREA (PRILLED &GRANULAR)

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: CIF

Price: \$310.00 Gross / \$300.00 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

UREA (PRILLED &GRANULAR)

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: FOB

Price: \$290.00 Grass / \$280.00 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

LNG, LIQUIFIED NATURAL GAS / LPG

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: CIF

Price: \$250.00 Gross / \$240.00 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

LNG. LIQUIFIED NATURAL GAS / LPG

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: FOB

Price: \$230.00 Gross / \$220.00 Net per Metric Ton



Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

AUTOMOTIVE GAS DIL/ AGD

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: CIF

Price: \$200.00 Grass / \$190.00 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

AUTOMOTIVE GAS OIL/AGO

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: FOB

Price: \$190.00 Gross / \$180.00 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

GASOLINE OCTANE

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: CIF

GASOLINE 950CTANE

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: FOB

87 OCTANES____ \$220 Grass/ \$210 Net per MT 89 OCTANES___ \$200 Grass/ \$190 Net per MT 95 OCTANES__ \$250 Grass/ \$240 Net per MT

ULTRA-LOW-SULFUR DIESEL

Origin: Kazakhstan

Quantity: 10,000 MT/per month/ Maximum of 100,000 MT per month

Delivery: CIF

Price: \$330.00 Gross / \$320.00 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

ULTRA-LOW-SULFUR DIESEL

Origin: Kazakhstan

Quantity: 10 000 MT/per month/ Maximum of 100,000 MT per month

Delivery: FOB

Price: \$220.00 Grass / \$210.00 Net per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton



REBCO GOST 51 858-200 / 9965-76

Origin: Kazakhstan

Quantity: Minimum of 100,000 Barrel/per month and Maximum of 1,000,000 Barrels/per month

Delivery: CIF

Price: NWE Platt's Discount Minus -\$34.00 Gross / -\$32.00 Net per Barrel

Commission: USD 1.00 seller side, USD 1.00 Buyer side Per Barrel

REBCO GOST 51 858-200 / 9965-76

Origin: Kazakhstan

Quantity: Minimum of 100,000 Barrel/per month and Maximum of 1,000,000 Barrels/per month

Delivery: FOB

Price: NWE Platt's Discount Minus -\$26.00 Gross / -\$24.00 Net per Barrel

Commission: USD 1.00 seller side, USD 1.00 Buyer side Per Barrel

LIGHT CYCLE OIL (LCO)

Origin: Kazakhstan

Quantity: 500,000 MT / per month / Maximum of 5,000,000 MT per month

Delivery: CIF ASWP

Price: \$250.00 Gross / \$ 240.00 Net Per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

LIGHT CYCLE DIL (LCD)

Origin: Kazakhstan

Quantity: 500,000 MT / per month / Maximum of 5,000,000 MT per month

Delivery: FOB

Price: \$150.00 Gross / \$ 140.00 Per Metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton



CARLOS RENGIFO – CEO GRANOTERRA LLC