



TOO "Каменистое-Нефть" INN: 100840012304

Address: ("Kamanistoye-Oil")

г Алматы БОСТАНДЫКСКИЙ РАЙОН МИКРО РАЙОН МИРАС, 99
(Almaty city, BOSTANDYK DISTRICT MIRAS MICRODISTRICT, 99)

DATE: May 20, 2024

ATTN: To Buyers/Buyers Mandate

REF NO: KO/0917/882

SOFT CORPORATE OFFER

We, the undersigned company KAMANISTOYE-OIL with full corporate and legal responsibility, willing and capable to sell the following products

PRODUCT	QAUNTITY	ORIGIN	FOB PRICE	CIF PRICE
Aviation Kerosene (Jet A, Jet A1 & TS-1)	500,000 – 3,000,000 Bbl. per Month x 12 Months	Kazakhstan	\$86 Gross / \$82 Net	\$88 Gross / \$86 Net
Aviation Kerosene Jet Fuel (JP54)	500,000 – 3,000,000 Bbl. per Month x 12 Months	Kazakhstan	\$86 Gross / \$84 Net	\$90 Gross / \$88 Net
Ultra -Low Sulphur Diesel (En59010PPM)	20,000 – 300,000 MT Per Month x 12 Months	Kazakhstan	\$390 Gross / 380 Gross	\$400 Gross / \$390 Net
Mazut M100 (54 Jet fuel)	200,000,00 – 0 GALS 800,000,00 – 0 GALS per Month	Kazakhstan	\$350 Gross / \$340 Net	380 Gross / \$370 Net
Liquefied Petroleum Gas (LPG)	50,000 – 300,000 MT per Month	Kazakhstan		\$370 Gross/ \$360 Net
Liquefied Natural Gas (LNG)	50,000 – 300,000 MT per Month	Kazakhstan		\$370 Gross/ \$360 Net



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FOB TRANSACTION PROCEDURE (A)

1. Buyer issues official ICPO with full banking and company registration certificate.
2. Seller issues CI (INDICATING SPECIFIC TANK NUMBER).
3. Buyer returns to seller signed CI with letter of acceptance and TSA .
4. Seller notarizes the signed CI and issue the following PPOP:

***Export License**

***Product Certificate of Origin**

***Statement of Availability of product**

***Tank RESERVOIR Storage Receipt**

***Product transaction passport/Analysis**

***Authority to sell and collect**

***Commitment to Supply**

***Notice of readiness**

5. Within 48 hours, Buyer provide TSR/ATI.
6. Seller Issue Pre Injection Report , Deliver Scheduled and Commence Injection as scheduled, after completion of the Injection.
7. Seller issue DTA, Buyer conducts Q & Q on the product.
8. Seller issues all exportation documents to buyer including these bellow document,

***Injection report**

***Accreditation certificate**

***Commitment to produce.**

***Tank List**

***Tank Ullage Report**

***Tank Injection Analysis**

10. Immediately buyer pays for the product via MT103/TT and Seller pays all intermediary involved.
11. Both parties sign one year contract.

FOB TRANSACTION PROCEDURE (B)

1. Buyer issues official ICPO with full banking and company registration certificate.
2. Seller issues Commercial Invoice (CI) with (INDICATING TANK NUMBER).
3. Buyer returns to seller the signed Commercial Invoice (CI) with Letter of Acceptance.
4. Seller issue the below PPOP Documents to buyer

***Tank Storage Receipt (TSR)**

***Authorization to Sell and Collect (ATSC)**

***Tank Injection Analysis Report.**

***Statement of product availability**

***Commitment to Supply**

***Notarized Guarantee letter**

***Rep Passport Page copy**

***Company registration certificate**

5. Within 24 hours buyer provides to seller 1 Day Tank Extension TSR as needed for Dip Test before the lifting of the product.



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6. Seller issue DTA/ATV, Buyer conducts Q & Q on the product.
7. Seller loads the product into buyer's vessel or injects into buyer's tank and issues all exportation, thereafter all parties involve sign the NCNDA/IMFPA for seller bank endorsement Documents to buyer including these bellow document,

- *Injection report,
- *Certificate of Origin,
- *Export license
- *Business Registration,
- *Attestation of allocation certificate
- *Commitment to Produce

8. Immediately Buyer pays for the product via MT103/TT.
9. Both parties sign one year contract.
10. Seller pays all intermediary involved

TITLE TAKE OVER TRANSACTION PROCEDURE

1. Buyer issues Purchase Order upon receipt and acceptance of seller's Soft Offer.
2. Seller issues Draft Sales and Purchase Agreement Contract with Commercial Invoice for buyer's review and signing.
3. Seller issues the Proof of Product documents in buyer company's name as listed below.

- *Certificate of Origin.
- *Product Quality Passport (Analysis test Report).
- *Commitment to Supply.
- *Bill of Lading.
- *Cargo Manifest
- *Vessel Q88.
- *Certificate of Quality and Quantity.
- *Masters' receipt of documents.
- *Master's receipt of samples.
- *Ullage Report.
- *Notice of Readiness.
- *Time Sheet.
- *Ship's Tank Dry/ Cleanliness Certificate.
- *Proforma Invoice.

4. Upon receipt of the POP documents, the buyer provides their shipping agent contact information for the ship owner to open communication, issue a Notice of Readiness (NOR) and Power of Attorney to buyers shipping agent entrusting them to perform all needed shipping agency and freight forwarding services in the discharge ports.
5. Buyer makes a guarantee deposit of 5% via MT103 and upon receipt of buyer's payment, the seller will instruct the vessel master to re-route the vessel tanker final destination to the buyer's discharge port.
6. Seller and Buyer signs the title transfer affidavit and the title ownership certificate is issued in the buyer's company name.



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7. Seller instruct vessel master to send the complete set of maritime and shipping documents to enable the buyer shipping agent file for maritime report and make all preparation to receive the vessel tanker at the destination port terminal.
8. Upon arrival of the vessel tanker at the destination port and completion of CIQ inspection, buyer pays for full cargo value via MT103/TT Wire within 48 Hours.
9. Seller pays the intermediaries involved within 72 hours after receipt of payment of the product from the buyer.



DAVYDENKO SEMEN NIKOLAEVICH
DIRECTOR