



LIMITED LIABILITY COMPANY "KAZBEK"

368890 , Republic of Dagestan , city of Yuzhno-Sukhokumsk , str. Buynakskogo, d. 16, sq. 4
OGRN: 1030502385979 TIN: 0549002053 KPP: 054901001

Email:sales.kazbek@bk.ru, kazbekl@internet.ru, contact@llc-kazbek.com Telephone: +7(968) 630 78 74

Ref: KAZBEK/LLC//187/2024/RU

Issued Date: 2nd May 2024

Validity Until: 2nd October, 2024

ORIGIN: RUSSIA AND KAZAKHSTAN

INCOTERMS: FOB / CIF

LOADING PORT: ROTTERDAM//RUSSIAN PORTS // KAZAKHSTAN PORTS.

DESTINATION PORT: BUYER'S DESIRE PORT

PAYMENT TERMS: T/T WIRE TRANSFER & MT103

INSPECTION: SGS INSURANCE: PAID BY SELLER COVERING 110% OF THE SHIPMENT VALUE

COMMISSION: EQUAL SHARE BETWEEN SELLER'S SIDE AND BUYER'S SIDE

SOFT CORPORATE OFFER

We **LLC" KAZBEK"** on behalf of Sellers, Refineries Company with full corporate and legal responsibility, under Penalty of perjury hereby issue this Soft Offer with confirmation that sellers refineries is ready, willing and able to supply the following product according to terms and conditions:

ORIGIN: RUSSIA AND KAZAKHSTAN

MAZUT M100 :

Monthly Quantity: 50,000MT- 1,000,000MT.

Price per MT: FOB \$360 Gross/\$350 Net.

CIF \$370 Gross / \$360 Net.

Commission: \$5/\$5.

LIQUEFIED PETROLEUM GAZ. 50% PROPANE & 50%BUTANEMIX:

Monthly Quantity: 20,000 MT-500,000 MT.

Price Per MT: FOB \$350 Gross / \$340 Net.

CIF \$360 Gross / \$350 Net.

Commission: \$5/\$5.



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DI-AMMONIUM PHOSPHATE (DAP) :

Monthly Quantity: 5,000 MT-100,000MT

Price Per MT:

CIF \$260 Gross /\$250 Net.

Commission: \$5/\$5.

UREA GRANULAR AND PRILLED :

Monthly Quantity: 5,000 MT-100,000MT

Price Per MT: CIF \$270 Gross /\$260 Net.

Commission: \$5/\$5.

DIESEL D6 VIRGIN LOW POUR FUEL OIL :

MIN: Quantity: 25,000,000 Gallon.

Max: Quantity : 50.000.000 Gallon Per Week,

FOB Price: \$1.66 Gross/\$1.62 Net Per Gallon,

CIF Price: \$1.70 Gross/\$1.66 Net.

Commission: 0.2 Seller Side/0.2 Buyer Side.

LIGHT CRUDE OIL:

Monthly Quantity: 10,000MT - 300,000MT,

Price Per MT: FOB \$350 Gross /\$340 Net.

CIF \$360 Gross / \$350 Net.

Commission: \$5/\$5 Per MT.

JET FUEL A1 91/91:

Monthly Quantity: 500,000BBLs-10,000,000BBL



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Price Per BBL: FOB \$78 Gross/\$74 Net.

Price per BBL: CIF 82 Gross/ \$78 Net

Commission: \$2/\$2.

EN590 10 PPM

Monthly Quantity: 10,000MT - 300,000MT,

Price Per MT: FOB: \$370 Gross / \$360 Net PER MT.

Price per MT:CIF: \$380 Gross/ \$370 Net.

Commission: \$5/\$5 Per MT.

D2GAS OIL :

Monthly Quantity: 50,000MT–1,000,000MT.

Price Per MT: FOB \$350 Gross/\$340 Net.

Price per MT: CIF \$360 Gross / \$350 Net.

Commission: \$5/\$5.

LIQUEFIED NATURAL GAZ:

Monthly Quantity: 20,000MT–500,000MT

Price Per MT: FOB \$360 Gross / \$350 Net.

CIF \$370 Gross / \$360 Net.

Commission: \$5/\$5.

AVIATIONKEROSENE COLONIAL GRADE 54 JET FUEL:

Monthly Quantity: 500,000BBLs-10,000,000BBLs,

Price Per Barrel: FOB \$78 Gross/74 Net.

Price per Barrel: CIF 82 Gross/ \$78 Net

ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ "КАЗБЕК"

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Commission: \$2/\$2.

ESPO:

Monthly Quantity: 500,000BBL- 10,000,000BBL

Price Per BBL: FOB \$60 Gross/\$56 Net.

Price per BBL: CIF 64 Gross/ \$60 Net.

Commission: \$2/\$2

AUTOMOTIVE GAS OIL (AGO):

Monthly Quantity: 50,000MT-500,000MT

Price Per MT: FOB \$360 Gross / \$350 Net.

Price per MT: CIF \$370 Gross / \$360 Net.

Commission: \$5 / \$5.

BITUMEN OF ALL SPECIFICATIONS:

Monthly Quantity: 5,000MT-150,000MT

Price Per MT: FOB \$350 Gross / \$340 Net.

Price per MT:CIF \$360 Gross / \$350 Net.

Commission: \$5/\$5.

YELLOW SULFUR GRANULES:

Monthly Quantity: 5,000 MT-100,000MT

Price Per MT: CIF \$270 Gross /\$260 Net.

Commission: \$5/\$5.



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PETCOKE OF ALL SPECIFICATIONS:

Monthly Quantity: 5,000MT-150,000MT

Price Per MT: CIF \$140 Gross / \$135 Net.

Commission: \$2.5/\$2.5

GASOLINE 95 OCTANES:

Monthly Quantity: 50,000MT-500,000MT

Price Per MT: FOB \$350 Gross/\$340 Net.

Price per MT: CIF \$360 Gross / \$350 Net.

Commission: \$5/\$5.

EXPORT BLEND CRUDE OIL GOST 9965-76:

Monthly Quantity: 500,000BBL- 10,000,000BBL

Price Per BBL: FOB \$60 Gross/\$56 Net.

CIF \$64 Gross /\$60 Net.

Commission: \$2/\$2.

TRANSACTION PROCEDURES TANK TO VESSEL

- 1 The Buyer sends ICPO
- 2 The Seller Issues Commercial invoice (CI) for the Buyer's endorsement.
- 3 The Buyer signs and returns the CI to the Seller
- 4 The Seller issues the product ATV, to Buyer
- 5 The Buyer contacts the Seller Tank Administrator to execute the Quality & Quantity, and to register at the Tank
- Farm Terminal prior to the inspection (This process involves the acquisition the Access Code Certificate).
- 6 issue UDTA, PRODUCT PASSPORT, ATSC, INJECTION REPORT, SGS Report (not less than 48 hours)
- 7 Upon the Successful Dip Test Inspection in the Seller's Tank, the Buyer Submits NOR from his Shipping

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Company

and Seller Injects the product into the Buyer Vessel or Tanks.

8 The Buyer issues 100% payment for the total product by MT103/TT Wire Transfer to the Seller

9 The Seller transfers the product title with the complete POP Documents to the Buyer and pays the commission

to Seller and Buyer Sides Intermediaries as per Master Fee Agreement

10 The Seller issues an annual (12 months) delivery contract for review

TRANSACTION PROCEDURE: FOB CI DIP & PAY

1. Buyer issues ICPO, and company registration certificate and data page of buyer's Passport or any I.D.

2. Seller issues Draft Contract, Commercial Invoice (CI) buyer's signs and returns to seller with his TSA. Seller will complete verification on the TANK FARM of the buyer before making their three (3) days tank lease payment.

3. Seller leases and pays the buyer's tank for 3 days for the Injection Process. Buyer pays his Tank Farm Company for his two (2) days' tank storage costs, (totaling a five (5) day TSR) after his Tank Farm Company has received the payment from Seller Company three (3) days cost.

4. Seller issues Unconditional DTA and SGS report.

5. Buyer 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 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.

TRANSACTION PROCEDURES FOR CIF DELIVERY

1. Buyer issues ICPO alongside with letter of acceptance of seller's terms to seller upon receipt and signatory of full corporate offer.

2. Seller issues Sales Purchase Agreement, (SPA) and open for amendment, Buyer reviews draft agreement and then returns to seller sign in word format and PDF format, Seller acknowledged and

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submit the contract to the Ministry of Energy for legalization on seller expense

3. The seller issues payment invoice for the product allocation. Upon executed by the buyer via TT WIRE TRANSFER and confirmation of the payment by the seller, the seller Issue the following

PPOP documents. (A) Seller Irrevocable Commitment to Supply

(B) Statement of availability of product (C) Certificate of origin

(D) Commercial invoice for the first value shipment

4. Upon the confirmation of the listed partial PPOP, Buyer bank issues irrevocable, Non-operative, non transferable, indivisible letter of credit (DLC/MT700) according to seller's fiduciary bank verbiage to seller nominated fiduciary offshore bank account for first month shipment. should buyer fail to issue payment instrument within 7 banking days, legal action will be taken against buyer for default.

5. Seller's bank replied with 2% PB to activate the letter of credit issued by the buyer bank. Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with 2% Performance Bond (PB2%). a) Copy of license to export, issued by the department of the Ministry of Energy. b) Copy of Approval to Export, issued by the Ministry of Justice.

c) Copy of statement of availability of the product. d) Copy of the refinery commitment to produce the product. 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 Transfer

n) Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy

6. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer' discharge port within 5-24 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport.

7. Buyer's bank upon arrival of the cargo at the discharge port, payment will be made for the Product

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by the buyer via MT103 100% after (Q& Q) or CIQ report Inspection at Discharge port.

TRANSACTION PROCEDURES FOR CIF DELIVERY

1. Buyer issues Purchase Order upon receipt in acceptance of seller's Soft Offer.
2. Seller issues Draft Sales and Purchase Agreement Contract for buyer's review and signing.
3. Seller send's partial POP to Buyer via email:
 - (a) Statement of Availability of Product
 - (b) Commitment to Supply
 - (c) Product Passport
 - (e) Product Allocation Export License
 - (d) Company Registration Certificate
4. Seller appoints and signs charter Party Agreement with the buyer and the Shipping Company. Buyer and Seller pay to the shipping company for transporting of the product to buyer's final discharge port.
5. Seller swift the full POP and 2% Performance Bond to buyer's bank. Buyer's Bank swift in return, the Irrevocable Non Transferable Documentary Letter of Credit to the Seller's Bank
6. Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port and after SGS/Q&Q or Equivalent inspection immediately Buyer's Bank releases the Total value of the shipping to Seller's Bank within 48hours (two banking days) By MT103.
7. Buyer / Seller pays all intermediaries involved in transaction as per IMFPA within 48 hours.



Lahitov Magomedbeg Abdukhalikovich
Executive chairman