

TO : Principal End Buyer and Mandates.
REF: KLZ/KZN/LL109775-00
ISSUED DATE: 26th August, 2024

SOFT CORPORATE OFFER

We, LIMITED LIABILITY COMPANY"GARANT" with legal responsibility and under penalty of Perjury hereby confirm the Availability and Capability to Supply refined petroleum and petrochemical products for Immediate Spot and Contract sales and we hereby issue this SOFT CORPORATE OFFER with full corporate responsibility to supply the listed commodities according to the terms and conditions as stated below

1. AVIATION KEROSENE COLONIAL GRADE (JP54)

Quantity: Minimum of 500,000 bbl. per month and a Maximum of 5.000,000 bbl. per month Price:
Gross \$98.00/Net \$96.00 per Barrel, FOB.
GROSS \$108/Net\$106 per Metric Ton, CIF

2. DIESEL EN590 10 PPM

Quantity: Minimum of 50,000 MT/per month and Maximum of 500,000 MT per month
Price: Gross \$560/Net \$550 per Metric Ton, FOB
GROSS \$530/Net\$520 per Metric Ton, CIF

3. AUTOMOTIVE GAS OIL (AGO)

Quantity: Minimum of 50,000 Gals per Month and Maximum of 500,000 Gals per Month
Price: Gross \$330/Net \$320 per Metric Ton, FOB
GROSS \$240/Net\$230 per Metric Ton, CIF

4. D2 DIESEL GAS D2 GOST 305-82

Quantity: Minimum of 50,000 MT/per month and Maximum of 500,000 MT per month
Price: Gross \$260/Net \$250 per Metric Ton, FOB
GROSS \$270/Net\$260 per Metric Ton, CIF

5. VIRGIN FUEL OIL D6

Quantity: Minimum of 50,000 Gals per Month and Maximum of 500,000 Gallons per Month
Price: Gross \$0.95/Net \$0.93 per Gallons, FOB
GROSS \$0.99/Net0.97.00 Per Metric Ton, CIF

6. GASOLINE 89-95

Quantity: Minimum of 50,000 Gals per Month and Maximum of 500,000 Gals per Month
Price: Gross \$280/Net \$270 per Metric Ton, FOB
GROSS \$310/Net\$300 per Metric Ton, CIF

7. RUSSIAN LIQUIFIED PETROLEUM GAS (LPG)

Quantity: Minimum of 50,000 MT per month and Maximum of 500,000 MT per month Price:
GROSS \$260/Net\$250 Per Metric Ton, FOB.
GROSS \$270/Net\$260 per Metric Ton, CIF

8. LIQUIFIED NATURAL GAS (LNG)

Quantity: Minimum of 50,000 MT per month and Maximum of 500,000 MT per month Price:
GROSS \$330/Net\$320 per Metric Ton, FOB.
GROSS \$350/Net\$340 per Metric Ton, CIF





9. LIGHT CRUDE OIL (LCO)

Quantity: Minimum of 50,000 bbl. per month and Maximum of 500,000 bbl. per month

Price: GROSS \$380/Net \$370 Per Metric Ton, FOB.

GROSS \$400/Net\$390 per Metric Ton, CIF

10. BITUMEN 60/70

Quantity: Minimum of 50,000 MT per month and Maximum of 500,000 MT per month Price:

GROSS \$260/Net\$250 per Metric Ton, FOB.

GROSS \$270/Net\$260 per Metric Ton, CIF

11. MAZUT M100 GOST 10585-75

Quantity: Minimum of 50,000 MT/per month and Maximum of 500,000 MT per month

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

GROSS \$260/Net\$250 per Metric Ton, CIF

12 PETROLUEM COKE (PETCOKE)

Quantity: Minimum of 50,000 MT per month and Maximum of 500,000 MT per month Price:

GROSS \$200/Net\$190 per Metric Ton, FOB.

GROSS \$220/Net\$210 per Metric Ton, CIF

13 JET A1 FUEL

Quantity: Minimum of 50,000 MT per month and Maximum of 500,000 MT per month Price:

GROSS \$86/Net\$84 per Metric Ton, FOB.

GROSS \$98/Net\$96 per Metric Ton, CIF

14 UREA 46% PRILLED AND GRANULAR

Quantity: Minimum of 50,000 MT per month and Maximum of 500,000 MT per month Price:

GROSS \$350/Net\$340 per Metric Ton, CIF

PRICE: Prices are Open for negotiation; final prices would be reflected in the final contract and CI. **ORIGIN:** Kazakhstan.

INCOTERMS: FOB, CIF, TTO/ ANNUAL CONTRACT (12 Months with RO&E)

DELIVERY: VLADIVOSTOK, NOVOROSIYSK PORT, PRIMORSK, NAKHODKA, ROTTERDAM, HOUSTON, ASWP.

INSPECTION: Q&Q test report will be conducted SGS at the port of loading. **PAYMENT:** T/T, MT103 SBLC.





TRANSACTION PROCEDURES FOR FOB TANK TO VESSEL (TTV)

1. Buyer issues ICPO with full banking details and CP, CPA to Mandate/Seller
2. Seller issues commercial invoice (CI), Buyer signs and returns back commercial invoice with provision of buyer's Vessel Charter Party Agreement (CPA) from Netherlands or Russian Charter company for approval, (CPA must reflect Seller's Refinery name as supplier).
3. Upon verification and clarification and location of buyer vessel (CPA), Seller issues PPOP documents to buyer:
Certificate of origin,
Commitment Letter to Supply,
Notice of Readiness,
Authorization to sell & collect.
- 4: (a) Buyer provide Q88 with full details of the captain and Readiness to receive the fuel into the vessel (RTRF) to Seller.
4: (b) If the buyer cannot provide reliable and ready Q88 at the loading port, the buyer shall pay for title transfer to enable them take over the product in seller's tank.
5. Upon confirmation of valuable Q88 or title exchange fee Seller provides to buyer:
 - SGS report,
 - Pre- Injection Report,
 - DTA
6. Buyer appoint their testing teams SGS or Equivalent to conduct dip test in seller tank before injection to buyer's vessel or alternatively conduct test upon injection completion into the buyer vessel to ascertain Quality and Quantity injected to the vessel.
7. Upon injection to buyer vessel, buyer make 100% payment via MT103/TT to seller's nominated bank.
8. Seller issue Title ownership documents to buyer upon confirmation of buyer payment.
9. Seller pays commission to seller side and buyer side as structured in the NCNDA/IMFPA and contract commences

TRANSACTION PROCEDURES FOR FOB TANK TO TANK (TTT)

1. Buyer accepts seller working procedure and issue ICPO addressed to the End seller via Seller's representative.
2. Seller issues Commercial Invoice (CI) and Buyer signs and returns back Commercial Invoice along with Buyer's Tank Storage Agreement (TSA).
3. Seller provide the buyer with the below-listed PPOP.
 - ☐ Product Passport (product analysis report)
 - ☐ Authorization to verify (ATV) via email or call
 - ☐ Commitment Letter to Supply
 - ☐ Authorization to Sell and Collect (ATSC)
 - ☐ Tank to Tank Injection Agreement (TTTIA) to be signed by Buyer's tank farm
4. Seller registers the TTTIA with the Terminal Authority on Seller's expense and provides the buyer with Unconditional DTA, SGS and Injection Report.
5. Within 24 hours after successful confirmation of Q&Q and Injection Report Dip Test, Seller proceed for Tank to Tank injection to Buyer's tanks and provide the Buyer with the update Injection Report of the product into Buyer tanks.
6. Buyer orders Inspection Team to conduct Dip Test, and after successful Dip Test, Seller issues payment invoice and Buyer makes the payment for a total cost of product injected into Buyer tanks via MT103, Seller transfer Title Ownership to the Buyer with all Exportation Documents required of the Buyer for the transaction.
7. Upon conclusion of first lift transaction, the seller pays all intermediaries involved in the Transaction and proceeds with the signing of the contract with Buyer.





FOB ROTTERDAM TANK TAKE OVER (TANK EXTENSION)

1. Buyer sends ICPO in line with seller working procedures
 2. Seller issues Commercial Invoice (C.I.), Buyer Signs within 24 hours and returns to Seller Within its validity.
 3. Upon receipt and review of the signed C.I. , Seller send to buyer detail information of Tank Storage facility for buyer to contact and extend the tanks for 3-5 days .
 4. Upon confirmation of Buyer's tank tension from seller's tank farm, Seller submit to by an Unconditional Dip Test Authorization (UDTA) along with the below full POP documents:
 - SGS report
 - Pre-Injection Report
 - Commitment Letter to Supply
 - Authorization to Sell &Collect
 5. Buyer appoint their testing teams SGS or Equivalent to conduct dip test in seller tank before injection to buyer's vessel or alternatively conduct test upon injection completion into the buyer vessel to ascertain Quality and Quantity injected to the vessel.
 6. Upon successful completion into buyer's tanker, Seller issues payment invoice for Buyer to pay for the product value
 7. Seller issue Title ownership documents to buyer upon confirmation of buyer payment.
- NCNDA/IMFPA sign and seal by all intermediaries connected in the transaction.
8. Seller within 24 hours upon receipt of the buyer's payment pays commission to all intermediaries involved in the transaction.

CIF ASWP APPROVED STANDARD BANKING WORKING PROCEDURES

- 1-Buyer issue ICPO to seller including his international
- 2-Seller issued SPA for buyer for review and countersign.
- 3-Seller Issue below POP document
 - A) Product Passport
 - B) Commitment to supply
 - c) Availability of product
 - D) Certificate of Origin
- 4-Seller sends buyer the shipping company details and buyer contact the shipping company and finalizes the CPA Fees, both parties will be reliable for first month freight fee 50% each, Buyers 50% to be deducted from the first beach delivery upon confirmation of Q/Q at the unloading port.
- 5-Seller/shipping company swift full set of POP documents including the registered contract, fresh SGS report, Bill of loading, Attestation report, Vessel Manifesto ETC to buyer and buyer's bank for confirmation.
- 6-Upon confirmation of FPOP shipping commence as scheduled.
- 7-Upon Vessel arrival at Port of Destination, Seller issue ATB/DTA for buyer/buyer's inspection team to conduct CIQ or its equivalents along with the full proof of products to be handed over to the buyer by the ship captain.







TRANSACTION PROCEDURES FOR TITLE TAKE-OVER (TTO)

1. Seller through its representative issue Soft Corporate Offer (SCO) to buyer.
2. As acceptance to the SCO. Buyer issue Irrevocable Confirmation Purchase Order (ICPO) along with buyer's Company Certificate of Registration and Import License, data page of buyer's passport.
3. Seller issues Title Take-Over Contract (TTO/MOU) addendum according to the total quantity of product Loaded in the vessel for buyer's review and endorsement.
4. Buyer review, sign and return Title Take-Over Contract (TTO/MOU).
5. Seller issues Proof of Product and Shipping documents as listed below;
 - ⑦ Product Passport (Quantity & Quality Dip Test Analysis Report)





Certificate of Origin

-  Bill of Lading
-  Tanker Vessel Q88 Document Vessel (N.O.R) Notice of Readiness
-  Ullage Report
-  Cargo Manifest
-  Invoice for title transfer.
-  Upon the receipt of the documents, buyer verifies the availability of the vessel and product on high sea and immediately make 5% security guarantee deposit of the total cost of the product, which serves as a Title Take-Over Fee.
- 6. Upon seller receipt of the title takeover payment, seller orders for re-rout of the Vessel to potential buyer's desired port, transfers the allocation to the potential buyer's company's name and also re-issue all other outstanding documents to the potential buyer's company's name via swift from seller bank to buyer's bank.
- 7. Seller issues NCNDA/IMFPA to be sign by all intermediaries involve in the transaction.
- 8. Upon Vessel arrival at the discharge port and buyer carries out the CIQ/SGS inspection and upon a successful inspection, buyer pays for the total cost of the product according to the signed and sealed Title Take-Over Contract (TTO/MOU).
- 9. Within 24 hours of payment receipt for the product, seller pays commission to all intermediaries involved in the transaction according to the signed and sealed NCNDA/IMFPA



TRANSACTION WORKING PROCEDURE FOB ROTTERDAM

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.
3. Upon receipt and review of the signed C.I. Seller issues Dip Test Authorization (D.T.A) to be completed And signed by buyer and it Logistic Company 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. Product Passport (Quantity and Quality Analysis)
 - D. Authorization to Sell and Collect Certificate (ATSCC)
 - E. Injection Report
 - F. Tank Coordinate
 - G. Hub Number
5. Upon receipt and confirmation of the above POP Documents, Buyer provides its testing officials (SGS or INTERTEK) and the needed test are carried out on the product in seller's tanks.
6. Upon successful completion of the Q&Q test on the product, Buyer provides his TSR from it logistic Company.
7. Seller commences Injection of the product from the seller's leased tank to the buyer's tank.
8. NCNDA/IMFPA sign and seal by all intermediaries connected in the transaction.
9. Upon successful completion of injection process into the buyer's tank. Buyer makes payment for the total quantity of product injected into the buyer's tank through MT103 / TT wire transfer.
10. Seller transfer title ownership of the product from seller's name to buyer's name as well as issue all Outstanding documents.
11. Seller within 24 hours upon receipt of the buyer's payment pays commission to all intermediaries involved in the transaction.
12. Seller and buyer sign contract for monthly delivery (Optional)

