

PETRO BIRCH, TOO

("PETRO BIRCH"
ЖАУАПҚЕРШІЛІГІ ШЕКТЕУЛІ
СЕРІКТЕСТІГІ)

+7 775 214 6321

West Kazakhstan region,
Uralsk city, Uralsk,
Vokzalnaya street,
building 7/1

Lyubykhdenisergeevich12@m
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ISSUE DATE: SEPTEMBER 2024

VALID TILL: NOVEMBER 2024

BIN: 230140001840

To: END BUYER OR MANDATE

SOFT CORPORATE OFFER

We **PETRO BIRCH, TOO** with full legal responsibility, under penalty of perjury hereby issue this Soft Corporate Offer with given terms and conditions as stated in this offer to confirm our readiness to execute an official contract with End Buyer, with the ability to supply the following commodity according to the terms and conditions stipulated below.

JET FUEL JP54

PRICE CIF ASWP: GROSS \$ 60/NET \$56

PRICE FOB: GROSS \$ 56/ NET \$52

QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL

COMMISSION: US \$2/ US \$2

JET FUEL JPA1

PRICE CIF ASWP: GROSS \$ 60/NET \$56

PRICE FOB: GROSS \$ 56/ NET \$52

QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL

COMMISSION: US \$2/ US \$2

UREA FERTILIZER 46% NITROGEN PRILLED/GRANULAR

PRICE CIF ASWP: GROSS \$ 350/NET \$ 340

PRICE FOB: GROSS \$ 340/ NET \$ 330

QUANTITY: Min 50,000 MT / Max 500,000 MT

Commission: US \$5/ US \$5

PET COKE

Price CIF ASWP: USD 65 Gross / 60 Net

Price FOB USD 60 Gross / 55 Net

QUANTITY: Min 50,000 MT / Max 500,000 MT

Commission: US \$5/ US \$5

JET FUEL AVIATION KEROSENE COLONIAL GRADE

PRICE CIF ASWP: GROSS \$ 60/NET \$56

PRICE FOB: GROSS \$ 56/ NET \$52

QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL

COMMISSION: US \$1/ US \$1

MAZUT 100 GOST 10585-75

CIF Price: USD 320 Gross / 310 Net

FOB Price USD 310 Gross / 300 Net

QUANTITY: Min 50,000 MT / Max 500,000 MT

COMMISSION: US \$5/ US \$5

ESPO

CIF Price: USD 64 Gross / 60 Net

FOB Price USD 60 Gross / 56 Net

QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL

COMMISSION: US \$2/ US \$2

Light Cycle Oil

CIF Price: USD 330 Gross / 320 Net

FOB Price USD 320 Gross / 310 Net

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QUANTITY: Min 50,000 MT / Max 500,000 MT
COMMISSION: US \$5/ US \$5

REBCO GOST 9965-76
PRICE CIF ASWP: GROSS \$ 58 /NET \$54
PRICE FOB: GROSS \$ 54/ NET \$50
QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL
COMMISSION: US \$2/ US \$2

LPG (LIQUEFEID 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

W.T.I.
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

LIQUIDIFIED NATURAL GAS
PRICE CIF ASWP: GROSS \$ 340/NET \$ 330
PRICE FOB: GROSS \$ 330/ NET \$ 320
QUANTITY: Min 50,000 MT / Max 500,000 MT
Commission: US \$5/ US \$5

Base Oil SN 150
PRICE CIF ASWP: GROSS \$ 290/NET \$ 280
PRICE FOB: GROSS \$ 280/ NET \$ 270
QUANTITY: Min 50,000 MT / Max 500,000 MT
Commission: US \$5/ US \$5

Virgin Fuel Oil D6
PRICE CIF ASWP: GROSS \$ 0.99/NET \$ 0.93
PRICE FOB: GROSS \$ 0.93/ NET \$ 0.87
QUANTITY: Min 50,000,000 GLLN / Max 500,000,000 GLLN
COMMISSION: US \$ 03/ US \$ 03

DIESEL D2 OIL GOST 305-82
PRICE CIF ASWP: GROSS \$320/NET \$310
PRICE FOB: GROSS \$ 310/ NET \$300
QUANTITY: Min 50,000 MT / Max 500,000 MT
COMMISSION: US \$5/ US \$5

BITUMEN GRADE 60/70
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

AGO
PRICE CIF ASWP: GROSS \$ 270/NET \$ 260
PRICE FOB: GROSS \$ 260/ NET \$ 250
QUANTITY: Min 50,000 MT / Max 500,000 MT
COMMISSION: US \$5/ US \$5

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GASOLINE 89-92-93-95 OCTANE.

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

EN 590 10 PPM

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

Base Oil SN 40

PRICE CIF ASWP: GROSS \$ 220/NET \$ 210

PRICE FOB: GROSS \$ 210/ NET \$ 200

QUANTITY: Min 50,000 MT / Max 500,000 MT

Commission: US \$5/ US \$5

(HEAVY FUEL OIL (HFO)

PRICE CIF ASWP: GROSS \$ 200/NET \$ 190

PRICE FOB ASWP GROSS \$190/NET \$180

QUANTITY: Min 50,000 MT / Max 500,000 MT

COMMISSION: US \$5/ US \$5

CST-180 FUEL OIL.

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

CST-280 AND 380 FUEL OIL.

PRICE CIF ASWP: GROSS \$ 320/NET \$ 310

PRICE FOB: GROSS \$ 310/ NET \$ 300

QUANTITY: Min 50,000 MT / Max 500,000 MT

COMMISSION: US \$5/ US \$5

TERMS AND CONDITIONS

All products are of a Kazakhstan Origin.

Markups: Markups are reserved for Registered Seller Mandates and shouldn't exceed \$15.00 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 –

Commissions: All Commissions are shared equally between buyer side and seller side.

(PROCEDURE: (FOB/SPOT/CI,DIP+PAY ROTTERDAM AND KAZAKHSTAN PORTS)

1. Buyer sends ICPO to Seller on receipt of Seller's Soft Corporate Offer.
2. Seller issues commercial invoice CI, for the available quantity to Buyer, Buyer Signs and returns to Seller with TSA and NCNDA/IMFPA signed by all buyer groups with commission structures.
3. Seller issues, Dip Test Authorization letter sign by all parties including buyers tank farm.
4. Upon the sign of DTA by all parties Seller issues fresh SGS Report, Tank receipt, Injection Report, Certificate of Origin, Refinery Reservoir Receipt.
5. Buyer order SGS to Conduct Dip test of the product in the Seller Tank on buyer expense upon successful dip test, Buyer Provide vessel details or Tank details, Seller shall immediately submit the (SGS) inspection Report along with the full Proof of Product (POP) to the Buyer.
6. Buyer makes 100% payment by MT103 TT wire transfer for the total product and Seller pays Commission to all intermediaries involved

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in the transaction within 24 hours after confirmation of the Buyer Payment

(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. Seller gives Partial proof of products
 - (A) Refinery Commitment to Supply
 - (B) Certificate of Origin
 - (C) Statement of availability of product
 - (D) Product quality passport (Analysis test Report) By Kazakhstan standard gost R
3. Within 5 banking days, Buyer's bank sends Transferable Irrevocable Operative SBLC via MT760/DLC-MT700 Documentary Letter Credit 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 5 banking days, buyer will make cash deposit of \$ 2% by TT wire transfer for security guarantee 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 Federation.
 - b) Copy of Approval to Export, issued by the Ministry of Justice, Kazakhstan Federation.
 - 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
4. 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
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.

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APPROVED AND NON-NEGOTIABLE TTO PROCEDURE

1. Buyer issues ICPO with with exact quantity in sanitized MOU.
 2. Seller issues original MOU.
 3. Buyer countersigns MOU and forward back.
- Upon the receipt of the countersigned MOU, seller emails the buyer the listed documents:

1. Certificate of origin.
2. Statement of product availability.
3. Product Passport (Quality and Quantity dip test analysis report).
4. Bill Of Lading.
5. Q88 of vessel.
6. Vessel Details.
7. Ullage Report.
8. Tanker Cargo Manifest.
9. Invoice for tanker takeover fee.
10. Sanitized SGS onboard vessel Quality and Quantity Report.

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5. Upon buyer receipt of documents, buyer verifies the availability of the product on high sea and makes payment within 48 hours for the title takeover of the tanker/transaction guarantee which amount to the sum of \$490000.00 USD and it will be deducted from the total product cost.
6. Upon seller's receipt of the title takeover payment, seller transfers the title to the potential buyer company's name and also re-issues all other outstanding documents to the potential buyer company's name and send via swift from seller's bank to buyer's bank to full prove the product.
7. Vessel arrives the discharge port and buyer carry out the CIQ/SGS inspection and upon a successful inspection, buyer makes the remaining payment by MT103 T/T for the full product to the seller.Type a message

BEST REGARDS

Managers: Lyubykh Denis Sergeevich

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