

TO: END BUYER

ATTN:

SOFT COOPERATE OFFER

With legal responsibility under penalty of perjury our end seller in Rotterdam hereby confirm the Availability and Capability to Supply the under-list products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specification and pass through the stringent requirement of SGS or its Equivalent. A financial Statement from the Buyer's bank clarifying the buyer's financial capability will be required to consider the buyer's negotiations. Only direct negotiations from the end buyer's representative and mandates will be considered.

TERMS OF TRANSACTION:

DELIVERY PORT	CIF / FOB
PAYMENT TERM:	MT103, T/T WIRE, SBLC, DLC
SUPPLIER	ROTTERDAM (SELLER VOS OLIE & GAS BV)
LOADING PORT	ROTTERDAM PORT
DOCUMENTS	NETHERLANDS DOCUMENTS
ORIGIN:	KAZAKHSTAN ORIGIN
INSPECTION:	ANY UNIVERSALLY ACCEPTED Q&Q INSPECTION COMPANY
COMMISSION:	TO BE SHARED 50/50 EACH BY BOTH SIDES
DIESEL OIL EN590 (10PPM)	CIF \$510 MT/ FOB \$500 /COMMISSION (\$5/\$5)
JET A1	CIF \$80 PER BBL / FOB \$78 PER BBL COMMISSION (\$2/\$2)
BENZENE	CIF \$480 MT/ FOB \$470 MT/ COMMISSION (\$5/\$5)
DIESEL D6 VIRGIN LOW POUR FUEL OIL	CIF Price: \$0.92 / FOB: \$0.88 Net Per Gallon COMMISSION 00.05 / 00.05

TRANSACTION PROCEDURE ON CIF

1. Buyer issues Purchase Order upon receipt in acceptance of seller's Soft Offer.
2. Seller issues Draft Sales and Purchase Agreement Contract and Commercial Invoice for buyer's review and signing.
3. Buyer signs the Sales and Purchase Agreement Contract and Commercial Invoice back to the seller.
4. Seller sends below Partial POP Documents to buyer as listed below:
 - Certificate of Origin.
 - Commitment to Supply.
 - Product Passport.
 - Statement of Availability of the product.
5. Buyer issues their Financial Guarantee SBLC to cover Trial Shipment to seller's bank in FIVE (5) working days. If the buyer fails to issue SBLC in FIVE (5) working days, in alternative buyer shall make Security Guarantee Deposit of 2% via MT103/TT Wire from the total value of the Contract of the first shipment to seller fiduciary bank account as performance to secure the allocation which will be deducted from the first shipment.

6. Upon confirmation of buyer's SBLC or Security Guarantee Deposit of 2% via TTWire to the seller's bank, the seller will issue 3% Performance Bond, Full POP, and Shipping Documents via SWIFT bank-to bank as shown below:

- Allocation Title Ownership certificate.
- Port Storage Agreement
- Export License
- Charter party Agreement to transport the product to discharge port.
- Tank Storage Receipt.
- SGS Quality and Quantity Certificate.
- Bill of Lading.
- Vessel Questionnaire 88

8. Shipment commences and upon arrival of the vessel tanker at the discharge port, the buyer conducts SGS Inspection and makes the payment for the full shipment or balance of 98% via TT Wire or MT103 and the seller pays commissions according to IMFPA

FOB REFINERY TANK TO VESSEL DIP & PAY PROCEDURE / FOB TANK TO TANK DIP & PAY PROCEDURE

1. Buyer's issue Icpo containing the seller's working procedure with banking details and scanned copy of buyer's passport data page along with buyers' certificate of registration and buyers plus TSA or CPA for the refinery to verification and approval.
2. Seller refinery issues a commercial invoice (ci) & warning letter & Ncnda/Imfpa. Buyer signs and return to seller. Seller will complete verification on tank farm or vessel of the buyer.
3. Buyer pays for Clearance Access Entrance Permit (CAEP), Inspection Permit and Required Accreditation from Tank Farm Company for Buyer's representatives/Inspection team to be allowed access/entry to the Tank Farm Storage Facility Terminal and schedule an appointment to conduct/execute Quality & Quantity (Q&Q) Inspection or Dip Test on Seller's tank farm company storage Facility by SGS or equivalent. Seller shall extend its tank farm for 4-days to allow buyer to perform Q&Q or Dip test and injection purpose after obtaining Clearance Access Entrance Permit letter from Seller's tank farm company. The seller's tank farm will issue the buyer a 4-day tank storage receipt (TSR).
4. Upon confirmation of the active TSR seller refinery issues the following pop documents:
 - A. Injection report
 - B. Certificate of origin
 - C. Tank storage receipt from the seller's tank farm
 - D. Dip test authorization letter (UDTA) - unconditional
 - E. ATSC-authorization to sell & collect
 - F. Fresh SGS or equivalent not older than 48 hours
 - G. Authorization to verify the product in the seller's tank (ATV)
 - H. NCNDA / IMFPA (To all intermediaries)
5. Seller issue (Authorization to Transfer from Seller Tank to Buyer Vessel or Tannk) upon buyers satisfactory.
6. The buyer makes payment for the total value of the product injected into the buyer's vessel / tank through the means of MT 103. Seller pays all the intermediaries involved in the transaction (via the signed IMFPA) and subsequently Monthly/weekly shipment continues as per terms and conditions of the sales and purchase agreement Contract between buyer and seller.