

DATE: 19/08/2024

EXPIRED DATE: 31/10/2024

BUYER COMPANY NAME:

REPRESENTED BY:

ADDRESS:

### **SOFT CORPORATE OFFER**

**DREOSS S.R.L.** Under Penalty Of The Penalty Of Perjury Hereby Issue This Soft Corporate Offer With Full Power And Authority With Given Terms And Conditions And Confirm Our Readiness To Supply The Following Commodity According To The Terms And Conditions Stipulated In This Soft Corporate Offer.

#### **LIGHT CYCLE OIL (LCO)**

Minimum Quantity: 50,000 Metric Tons per month  
Maximum Quantity: 500,000 Metric Tons per month  
CIF Price: \$310.00 USD Gross / \$300.00 USD Net  
FOB Price: \$260.00 USD Gross / \$250.00 USD Net  
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

#### **AVIATION KEROSENE COLONIAL (GRADE A1) JET FUEL**

Minimum Quantity: 2,000,000 Barrels per Month  
Maximum Quantity: 5,000,000 Barrels per Month  
FOB Price: \$74.00 USD Gross / \$72.00 USD Net  
Commission: Seller side \$1.00USD Buyer side \$1.00USD Per Bbl.

#### **AVIATION KEROSENE COLONIAL (GRADE 54) JET FUEL**

Minimum Quantity: 2,000,000 Barrels per Month  
Maximum Quantity: 5,000,000 Barrels per Month  
FOB Price: \$76.00 USD Gross / \$74.00 USD Net  
Commission: Seller side \$1.00USD Buyer side \$1.00USD Per Bbl.

#### **D6 VIRGIN FUEL OIL**

Minimum Quantity: 100.000.000 Gallons per Month  
Maximum Quantity: 800.000.000 Gallons per Month  
FOB Price \$0.88 USD Gross / \$0.83 USD Net  
Commission: Seller side \$0.025USD Buyer side \$0.025USD Per GL.

## **LIQUIDIFIED NATURAL GAS (LNG)**

Minimum Quantity: 50,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF Price: \$400.00 USD Gross / \$ 390.00 USD Net

Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

## **EUROPEAN PETROLEUM COKE (PETCOKE)**

Minimum Quantity: 50,000 Metric Tons per Month

Maximum Quantity: 200,000 Metric Tons per Month

CIF Price: Gross \$180.00 USD / Net \$170.00USD per Metric Ton.

Commission: Seller's Side \$5.00USD Per Barrel/ Buyer's Side \$5.00USD per Metric Ton.

## **UREA 46% PRILLED & GRANULAR**

Minimum Quantity: 50,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons Month

CIF Price: \$290.00 USD Gross / \$280.00 USD Net

Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

## **DIESEL GAS D2 OIL GOST 305-82**

Minimum Quantity: 50,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF Price: \$380.00 USD Gross / \$370.00 USD Net

FOB Price: \$260.00 USD Gross / \$250.00 USD Net

Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

## **EASTERN SIBERIA-PACIFIC OCEAN OIL (ESPO)**

Minimum Quantity: 1,000,000 per barrel per Month

Maximum Quantity 5,000,000 per barrel per Month

FOB price: \$70.00 USD Gross / \$68.00 USD Net

Commission: Seller side \$1.00USD Buyer side \$1.00USD Per MT

## **MAZUT RUSSIA ORIGIN**

Minimum Quantity: 50,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF Price: \$280.00 USD Gross / \$270.00 USD Net

Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

## **LIQUIDIFIED PETROLEUM GAS (LPG)**

Minimum Quantity: 50,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF Price: \$360.00 USD Gross / \$350.00 USD Net

Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

**ULTRA-LOW SULPHUR DIESEL (EN590)**

Minimum Quantity: 50,000 Metric Tons per month  
Maximum Quantity: 500,000 Metric Tons per month  
CIF Price: \$430.00 USD Gross / \$420.00 USD Net  
FOB Price: \$370.00 USD Gross / \$360.00 USD Net.  
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

**LIGHT CYCLE OIL (LCO)**

Minimum Quantity: 50,000 Metric Tons per month  
Maximum Quantity: 500,000 Metric Tons per month  
CIF Price: \$310.00 USD Gross / \$300.00 USD Net  
FOB Price: \$260.00 USD Gross / \$250.00 USD Net  
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

**AUTOMATIVE GAS OIL (AGO)**

Minimum Quantity: 50,000 Metric Tons per month  
Maximum Quantity: 500,000 Metric Tons per month  
CIF Price: \$350.00 USD Gross / \$340.00 USD Net  
FOB Price: \$270.00 USD Gross / \$260.00 USD Net.  
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

**EUROPEAN BASE OIL SN OIL 500)**

Minimum Quantity: 10,000 Metric Tons per month  
Maximum Quantity: 500,000 Metric Tons per month  
FOB Price: \$807.00 USD Gross / \$801.00 USD Net.  
Commission: Seller side \$3.00USD Buyer side \$3.00USD Per MT

**STANDARD CIF PROCEDURE**

1. Buyer issues ICPO & CP to the refinery.
2. Seller issues draft SPA for buyer signature and returns to seller for final endorsement. Seller confirms by returning contract to Buyer along with following documents.
3. List of the document
  - A. Quality passport.
  - B. Certificate of Origin.
  - C. Attestation of Allocation.
  - D. Export License.
  - E. Refinery Registration Certificate.

4. Seven working (7) days after receipt of PPOP and SPA from seller, buyer's bank issues financial instrument DLC MT700 or SBLC MT760 to Seller's bank, Seller issues 2% PB after receipt of DLC MT700 or SBLC MT760, Shipment commences as scheduled in the contract. (NOTE, IF THE BUYER FAILS TO ISSUE DLC MT700 OR THE SBLC MT760 TO SELLER WITHIN SEVEN TO TEN WORKING DAYS OF RECEIVING THE PPOP DOCUMENTS, BUYER WILL PAY 1.5% TO 2% OF TOTAL AMOUNT OF THE PRODUCT TO THE SELLER TO COMMENCE SHIPMENT).

5. On confirmation of successful exchange of instruments, seller sends Full POP documents in buyer's company name to buyer's bank via bank to bank swift and a copy via email to buyer and representative

- A. Commercial Invoice.
- B. Storage Tank Receipt
- C. Quality passport.
- D. CPA/Q88
- E. Company tax payer's certificate.
- F. Bill of Lading.
- G. Approval to Export.
- H. Statement of availability of the product.
- I. Refinery's commitment to produce the product.
- J. Fresh SGS report.
- K. Refinery's commitment to supply.
- L. ETA EXPECTED ARRIVAL DATE.

6. Upon arrival of the cargo at the discharge port, buyer's team carries out CIQ/SGS inspection. Seller releases Title Transfer to Buyer's name

7. Buyer's bank releases product payment via MT 103/TT after successful inspection...

8. Seller pays commission to intermediaries involved in the transaction according to signed IMFPA.

### **STANDARD CIF PROCEDURE**

1. Buyers issues Irrevocable Corporate Purchase Order (ICPO) addressed to the Seller's Refinery along with company profile and buyer passport.

2. Seller issues the draft SPA for buyer's review and signing

3: Seller legalizes and registers the contracts with the insurance company and notarizes them with the appropriate Authorities of the ministry of energy along with the below PPOP document.

- a. Product Quality Passport Quality Certificate.
- b. Certificate of Product Origin.
- c. Product availability
- d. Commitment letter to supply the product from Ministry of Energy.
- e. ATSC

4. Buyer's bank per seller's verbiage shall issue SBLC within five to seven (5- 7) working days for first shipment's value to seller's financial bank to enable the seller to commence loading of a product with the shipping company. Seller to finalize loading within five (5) working days, But if the buyer fails to issue SBLC within five (5) working days, as an alternative provision buyer pays \$500,000 directly to the shipping company via MT103 as a transaction guarantee which will be deducted from the product's invoice value of the product at the destination port.

5. After confirmation by seller's bank, the seller at own expense, charters with shipping/logistic company and alert buyer on shipment ordered graphic/schedule accompanied with the submission of nominated Vessel details to the buyer.

6. Seller's bank responds with contractual operative 2% PB and full POP to buyer's bank within seventy -Two (72) hours since buyer's instrument confirmed by seller's bank

- a) Copy of the Port Storage Agreement.
- b) Copy of the CPA, to Transport the Product to Discharge Port.
- c) Vessel Q88.
- d) Original BL (full set).
- e) Copy of SGS Report.

7. Upon successful product confirmation against the SGS/CIQ Report of Quality and Quantity at the destination port, the buyer makes payment by MT103.

8. Seller and buyer, within seventy-two (72) hours, the seller pays commissions to the seller side and the seller pays buyer side intermediaries involved in the transaction.

#### **CIF TRANSACTION PROCEDURE WITH INDEMNITY DEPOSIT (ESCROW/LAW FIRM)**

1. Buyer Issues ICPO + Passport Copy Of The Company Representative, Upon Acceptance Of Seller Working Terms As Stipulated In The Seller Official Full Corporate Offer.

2. Seller Issues To Buyer Sales And Purchase Agreement (Spa) And Buyer Countersign Within 72hrs And Revert Signed Sales And Purchase Agreement (Spa) And All Parties Signs The NCNDA/IMFPA Commission Protection.

3. Both Parties Shall Sign An Indemnity Agreement With The Escrow/Law Firm Entity In United State Of America, Appointed By The Seller, And Each Party Shall Make 10% Indemnity Deposit For The First Month Delivery To The Escrow/Law Firm Designated Account After Successful Table Top Meeting (TTM).

4. Seller Submits The Signed Contract To The Ministry Of Energy (Kazakhstan) For Legalization And Final Approval And Escrow/ Law Firm Releases The Below Pop Documents To Buyer For Verification And Confirmation.

- Copy Of Legalized Contract.
- Product Passport (Dip Test Result).

- Commitment To Supply.
- Statement Of Product Availability.
- Tank Receipts At Loading Port.
- Proforma-Invoice.
- Charter Party Agreement (CPA).
- Company Registration Certificate.

6. Buyer Issues Payment Instrument Standby Letter Of Credit (Sblc) Mt760 And Seller Issues 2% Performance Bond.

7. Seller Loads The Product Into The Chartered Vessel And The Shipping Company Issues The Below-Shipping Documents To Both Parties And Vessel Sails To The Buyer S Destination Port.

- Ocean Bill Of Lading.
- Cargo Manifest.
- Vessel Q88.
- SGS Or Similar Certificate Of Quality And Quantity.
- Certificate Of Origin.

8. Upon Arrival Of The Cargo At The Buyer S Destination Port, The Vessel Captain Issues An Authority To Board (ATB) To The Buyer S Nominated Inspection Team To Commence On The Product Test For Quality & Quantity Analysis (Q&Q).

### **FOB TANK TO TANK PROCEDURE**

1. Buyer Issues ICPO And Company Registration Certificate Or Any I.D. With TSA For Seller's Approval.
2. Seller Issue Draft Commercial Invoice, Buyer Signs and Returns to Seller.
3. Seller Pays the Buyer's Tank for two (2) Days, Buyer Pay Their Tank Farm For three (3) Days to acquire five (5) days TSR.
4. Seller Provides Buyer With Full Pop Documents:
  - Fresh SGS Report Less Than 48 Hours
  - Dip Test Authorization-Unconditional
  - Injection Report
  - Tank Storage Receipt With GPS Coordinates
  - Tank Farm Bar-Code Information

- Letter Of Commitment To Supply.
  - Registration Certificate & Export License Copy
  - Authority To Sell & Collect (ATSC)
  - Endorsed Injection Schedule By The Buyer & Buyer Tank Farm
  - ATV — For Physical Verification
  - Irrevocable Commitment To Supply For Spot And 12 Months Contract Injection Schedule Signed By Buyer & Buyer's Tank Farm.
5. Buyer Conducts Dip-Test In Seller's Tank, Via Sgs On Buyer's Cost Seller Inject The Fuel I To Buyer 'Stank And Buyer Makes Payment Based On Q&Q By Mt103 Wire Transfer / Tt According To The Final Commercial Invoice.
6. Seller Transfers The Title Of Ownership As Per Buyer's Instruction. Buyer Lifts The Product.
7. Seller Pays All Intermediaries Involved In The Transaction And Subsequently Monthly Contract Shipment Continues As Per Terms And Conditions Of The Sales And Purchase Agreement Contract Between Buyer And Seller.

### **FOB ROTTERDAM/HOUSTON DIP AND PAY PROCEDURE**

- 1) Buyer Issue ICPO Containing The Seller's Working Procedure And Banking Details Along With Buyer's Nominated TSA, Company Registration certificate.
- 2) Seller Issues A Commercial Invoice Of The Product In Tanks At The Port, Buyer Sign And Return The Commercial Invoice Along With An Acceptance Letter.
- 3) Buyer Signs And Returns Commercial Invoice To Seller.
- 4) Buyer Pays For Tank Lease For One (1) Day To Get TSR Or The Buyer Provides One Day TSR From The Buyer's Tank Farm.
- 5) Upon Confirmation And Verification Of TSR, Seller Issue To Buyer.
- Fresh SGS Report
  - Valid TSR
  - Injection Report
  - ATSC
  - Authorization To Verify Physically The Product In The Sellers' Tank(Atv)
  - Certificate Of Origin (European Origin)
  - UDTA
  - Letter Of Guarantee

6) Buyer Either Accepts Seller SGS And Proceed With Payment For Products Or Get SGS At Buyer's Expense.

7) Buyer Conducts A Dip Test On The Product In The Seller Tank And Makes The Payment For The Total Value Of The Product Via MT103 TT wire transfer To Enable The Injection Process Into Their Nominated Tanks.

8) Seller Pays All Intermediaries Involved In The Transaction And Subsequently Monthly Shipments Continue As Per Terms And Conditions Of The Sales And Purchase Agreement Contract Between Buyer And Seller

**TRANSACTION PROCEDURE: (TANK TO TANK - TANK TO VESSEL)**

1. Buyer Issues An Irrevocable Purchase Order Along With Know Your Customer (KYC) And Customer Information Sheet (CIS) To The Seller.
2. Seller Issues A Commercial Invoice For The Immediately Lift Able Commodity To The Buyer.
3. Buyer Countersigns The Commercial Invoice And Sends It Back To The Seller As Final.
4. Both Buyer And Seller Sign The Escrow Agreement Via Email Or At The Escrow Attorney Office In The USA (Optional). Upon Signing The Escrow Agreement, Both Parties Make A Nonperformance Security Deposit Equivalent To 5% Of The Nominal Face Value Of The Commercial Invoice To The IOLTA Account Of The Escrow Attorney. The Non-Performing Party Forfeits The Escrow Deposit To The Offended Party If It Fails To Perform Its Obligation As Per The Signed Commercial Invoice.
5. Upon Confirmation Of The Security Deposit By The Escrow Attorney, The Seller Provides The Following Proof Of Product (Pop) Documents To The Buyer:
  - Injection Report
  - Tank Receipt
  - Unconditional Dip Test Authorization (UDTA)
  - SGS Quality And Quantity Report (Not More Than 48 Hours Old)
  - Title Transfer Affidavit Document
  - Tank Storage Agreement
  - Certificate Of Origin
6. The Buyer Schedules For The Dip Test At The Seller's Tank Storage And Conducts The Quality And Quantity Inspection. Upon The Satisfactory Dip-Test Report, The Buyer Pays The Seller For The Total Cost Of The Product, Deducting The 5% Security Deposit Made To The Escrow Attorney's Account.

7. The Seller Transfers Title To The Buyer And Injects The Product Into The Buyer's Reservoir Or Vessel. Necessary Documents Like The Irrevocable Paymaster Agreement (Ipa) Or Tank To Tank Injection Agreement (Ttia) Are Signed By The Seller And Buyer Before Pumping.
8. The Seller Pays Commissions To All Intermediaries Within 48 Hours After Receiving Payment From The Buyer.
9. The Seller And Buyer Sign A Contract For A 12-Month Shipment If Necessary And Satisfactory



DREOSSO S.R.L  
Marco Mancini