

REF:GER/PG/20797/MUO235/RO

To: Whom It May concern Attn:PrincipalBuyer/Mandate

The buyer's official ICPO should be issued & addressed as follows;

To: Supplier / Refinery,

PAVLODAR OIL CHEMISTRY REFINER LLP

140000, PAVLODAR CITY, STR. KHIMKOMBINATOVSKAYA 1,

REPUBLIC OF KAZAKHSTAN

MR. KUANYSH BISHIMOV(DIRECTOR)

Via:

**GUNVOR ENERGY ROTTERDAM** 

# **OFFICIALSOFTCORPORATEOFFER(SCO)**

We the undersigned "GUNVOR ENERGY ROTTERDAM", is a direct mandate to reliable refineries in the Kazakhstan. We hereby issue this Soft Corporate Offer to (PRINCIPAL END BUYER) of petroleum Products with the presented terms and conditions of our end seller Refinery Company for immediate supply of petroleum products on both SPOT, CIF, andContract FOB terms of Delivery

#### **COMMODITY LIST AND PRICES**

EASTERN SIBERIAN PIPELINE OCEAN OIL(ESPO)

Minimum Quantity: Buyer requests not less than 10,000PerMT

Maximum Quantity: 100,000 per MT Monthly

Price CIF ASWP: Gross USD 350/NET USD 325 per MT

Price FOB: Gross USD 315/NET USD 314 per MT

COMMISSION:\$2.00SellerSide/\$2.00Buyer Side per MT

# **AUTOMOTIVE DIESEL FUEL(EN590)**

Minimum Quantity: Buyer requests not less than 10,000 per MT

Maximum Quantity: 100,000 per MT Monthly

Price CIF ASWP: Gross \$568USD/NET USD \$550per MT Price

FOB: Gross \$492 USD/NET USD \$490 per MT

COMMISSION: \$5.00 Seller Side/ \$5.00 Buyer Side per MT

# JET FUEL(AVIATIONKEROSENECOLONIALGRADE54)

minimum quantity: Buyer request not less than 100,000perBBL

Maximum Quantity: 4,000,000 per BBL Monthly

Price CIF ASWP: Gross \$93 USD/NET USD \$90per BBL

Price FOB: Gross \$82USD/NET \$80USD per BBL

COMMISSION:\$2.00SellerSide/\$2.00 Buyer Side per BBL

#### JET FUEL(AVIATIONKEROSENECOLONIALGRADEA1)

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Website: https://qunvorgroup.com/



Minimum Quantity: Buyer request not less than 100,000 PerBBL

Maximum Quantity: 4,000,000 per BBL Monthly Price CIF ASWP: Gross\$93USD/NET \$90USD perBBL Price FOB: Gross \$83USD / NET \$80USD per BBL COMMISSION:\$2.00SellerSide/\$2.00BuyerSideperBBL

### VIRGIN FUEL OIL(D6)

minimum quantity: Buyer requests not less than 20,000,000 Per Gallon

Maximum Quantity: 200,000,000 per Gallon Monthly

CIF ASWP:Gross\$1.00USD/NET\$0.92USD per Gallon Price

FOB: Gross USD 0.92 / NET USD 0.90 per Gallon

COMMISSION: \$0.5 Seller Side / \$ 0.5 Buyer Side per Gallon

# **DIESEL GAS OIL(D2)**

Minimum Quantity: Buyer requests not less than 10,000PerMT

Maximum Quantity: 100,000 per MT Monthly CIF ASWP:Gross\$390USD/NET\$385USDperMT FOB: Gross \$ 385USD / NET \$ 383 USD per MT COMMISSION:\$5.00SellerSide/\$5.00BuyerSideperMT

### LIGHT CYCLE OIL(LCO)

Minimum Quantity: Buyer requests not less than 10,000PerMT

Maximum Quantity: 100,000 per MT Monthly CIF ASWP:Gross\$370USD/NET\$365USDperMT FOB: Gross USD 365/NET USD 360 per MT

COMMISSION:\$5.00SellerSide/\$5.00BuyerSideperMT

### LIQUEFIED PETROLEUM GAS(LPG)

Minimum Quantity:Buyerrequestsnotlessthan10,000PerMT Maximum Quantity: 100,000 per MT Monthly CIFASWP:Gross\$400USD/NET\$395USDperMT COMMISSION:\$5.00SellerSide/\$5.00BuyerSideper MT

## LIQUEFIED NATURAL GAS(LNG)

Minimum Quantity:Buyer requests not less than 10,000 PerMT Maximum Quantity: 100,000 per MT Monthly CIFASWP:Gross\$400 USD/NET\$395USDperMT

COMMISSION:\$5.00SellerSide/\$5.00BuyerSidePer MT

### **EXPORT BLEND CRUDE(REBCO)**

Minimum Quantity:Buyer request not less than 100,000PerBBL

Maximum Quantity: 4,000,000 per BBL Monthly CIFASWP:Gross\$85USD/NET\$84USDperBBL

FOB: Gross \$ 80 USD / NET \$ 78 USD

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COMMISSION:\$3.00SellerSide/\$3.00BuyerSideper BBL

#### **PETROLEUMCOKE**

Minimum Quantity:Buyer requests not less than 10,000 Metric Ton

Maximum Quantity: 100,000 Metric Ton per Monthly

CIFASWP:Gross\$200/NET\$190USDperMT

COMMISSION:\$5 Seller Side/\$5BuyerSide per MT

#### **UREA-46%**

minimum quantity:Buyer requests not less than 10,000PerMT

Maximum Quantity: 100,000 per MT Monthly CIFASWP:Gross\$500USD/NET\$480USDperMT

COMMISSION:\$5.00SellerSide/\$5.00BuyerSideper MT

#### **BITUMEN**

 $Quantity: 10000MT/per\ month/Maximum of 100,000MT permonth\ Delivery:\ CIF$ 

**ASWP** 

30/40 \$350Gross/\$340NetperMT

40/50 \$370 Gross/ \$360 Net per MT

50/70 \$360 Gross/ \$355 Net per MT

60/70 \$385 Gross/ \$380 Net per MT

80/100 \$350 Gross/ \$340 Net per MT

85/100\$340 Gross/\$330 Net perMT 100/120\$350Gross/\$340NetperMT

Commission: USD5.00 sellerside/USD5.00 Buyer side Per Metric Ton

#### **BITUMEN**

Quantity: 10000MT/per month/Maximum of 100,000MT per month FOB

ROTTERDAM VLADIVOSTOK/ HOUSTON

30/40 \$340 Gross/ \$330 Net per MT

40/50 \$340 Gross/ \$330 Net per MT

50/70 \$370 Gross/ \$360 Net per MT

60/70 \$390 Gross/ \$380 Net per MT

80/100 \$330 Gross/ \$320 Net per MT

85/100 \$350 Gross/ \$340 Net per MT 100/120\$330Gross/\$320NetperMT

Commission: USD5.00 seller side/USD5.00 Buyer side Per Metric Ton

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# 1.NON-NEGOTIABLE Tank to Tank CI DIP AND PAY PROCEDUR

- 1. Buyer issues ICPO with Tank Storage Agreement (TSA), specifying Delivery Port, and TSA to be consistent with Delivery Port, product type, and product quantity not less than the ICPO quantity. ICPO must be accompanied with Corporate Profile (containing corporate details, and banking information), passport data page copy or Government-issued Id card of Buyer's signatory.
- 2. Seller issues Commercial Invoice (CI).
- 3. Buyer signs and returns the Commercial Invoice within the validity period stipulated on the CI.
- 4. Seller verifies Buyer's tank company and if approved, regardless of Quantity in ICPO stipulated by Buyer, Seller leases and pays the Buyer's tank for 3 days FIRST, and Buyer pays his own tank company for 2 days AFTER Buyer's tank company has received the payment from Seller. Buyer must provide to Seller the proof of tank lease payment to Buyer's tank company.
- 5. Then, Seller issues Injection Schedule for Buyer and Buyer's Tank Company to endorse the Injection Schedule. If the total payment of tank lease for the number of days is not sufficient for the quantity of the product type, Buyer must pay Buyer's tank company the additional days of tank lease.
- 6. Seller proceeds to injecting the product into the leased tank storage.
- 7. Upon successful injection, Seller releases the following PPOP documents to Buyer:
- a) Certificate of Origin of Product
- b) Authorization to Sell and Collect (ATSC)
- c) Product Passport
- d) Dip Test Authorization
- e) Injection Report
- f) NCNDA/IMFPA to be signed by all intermediaries involved in the transaction
- g) Fresh SGS (Q&Q) Report less than 72 hours (SGS Report at Seller's expenses)
- 8. Upon Buyer's receipt of PPOP, Buyer inspects (dip tests) product with SGS agent or equivalent at Buyer's expense.
- 9. After successful dip test on the product, Buyer makes payment via MT130 / TT wire transfer to Seller's nominated bank account for the total net price value of the product due to Seller together with Seller Side Commission, and Buyer pays via MT103 / TT wire transfer of commission payment directly to Buyer-Side Beneficiaries under SEPARATE IMFPA.

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- 10. Seller transfers to Buyer Title/Ownership of the product immediately.
- 11. Buyer and Seller follow the same Transaction Procedure as the one for the First Lift for all subsequent Lifts/Transactions. Seller Refinery will commit to the First Lift Price (Gross and Net) if Buyer transacts in consecutive Lifts/Transactions.

# 2.NON-NEGOTIABLE Tank to Tank CI DIP AND PAY PROCEDUR

- 1. Buyer issues ICPO addressed to seller representative with sellers procedure incorporated on it, buyer company detail, banking details and passport copy.
- 2. Seller receives and verifies buyers ICPO, if any, with other buyer details. Seller issues commercial invoice (CL) for the product in seller tank in port terminal for review.
- 3. Buyer signs and returns the Commercial Invoice with (CL) and Tank storage Agreement (TSA) to seller.
- 4. The seller verify the Tank storage Agreement (TSA) provided by the buyer. Upon successful verification and approval of the authenticity and availability of the storage facility. Buyer provides Authorization to Verify (ATV) from their Storage Tank Farm to enable seller Logistic Teams verify buyer tank farm, after the verification is completed. Seller proceed releases the below PPOP documents directly to end buyer secure email.
- a)Legalized Commercial Invoice
- b)Commitment to Supply
- c)Fresh SGS (Not Older Than 48 hrs)
- d)ATS Authorization to Sell & Collect
- e)Authorization to Verify (ATV) physical
- f)Dip Test Authorization (DTA)
- g)Commitment Letter to Supply
- h)Export License
- i)Statement of Product Availability
- j)Tank Storage Receipt (TSR) with barcode, GPS Coordinate, Tank HUB number, Terminal Access code and Port code.
- k)NCNDA / IMFPA
- 5. The Buyer conducts Dip Test in the product in the seller's reservoir.
- 6. Once successful dip test. The buyer will seal the tank and take over the seller's tank.

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- 7. Within Forty-Eight (48) hours the buyer will make payment for the total cost of the product by TT wire transfer to seller's nominated bank account.
- 8. The seller transfers the Title Ownership to the buyer.
- 9. The seller pays commission to all the Intermediaries.

### 1.NON-NEGOTIBLE TANK TO VESSEL CONDITIONS PROCEDUR

- 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.
- 3. Seller issues to Buyer Product Passport, Statement of Availability of Product, Refinery Commitment Letter to Supply, Lab Report (Product Analysis Report Data Sheet) and the Logistic payment invoice for Buyer to pay for the injection fee from the Seller's tank into Buyer's vessel.
- 4. Upon the confirmation of the injection fee by the Logistics Company, Seller issues Dip Test Authorization letter signed by all parties.
- 5. Upon the countersigning of the DTA, Buyer order Inspection team (SGS or INTERTEK or equivalent) to Conduct Dip test of the product in the Seller Tank on buyer expense upon successful dip test of the product in the Seller's tank. Buyer provide vessel details (Q88),
- 6. Seller shall immediately submit the (SGS or INTERTEK) inspection Report along with the full Proof of Product (POP) to the Buyer including Notice of Readiness to Inject.
- 7. Seller commences injection into Buyer vessel and issued Injection Report to Buyer.
- 8. Upon the confirmation of the total quantity Injected into buyers' vessel, Buyer makes 100% payment by MT103 TT wire transfer for the total product.
- 9. Seller pays Commission to all intermediaries involved in the transaction within 24 hours after confirmation of the Buyer Payment

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#### 2.NON-NEGOTIBLE TANK TO VESSEL CONDITIONS PROCEDUR

1.UPON ACCEPTANCE OF SELLER'S OFFER, BUYER PROVIDES IRREVOCABLE CORPORATE PURCHASE ORDER (ICPO), CHARTER PARTY AGREEMENT (CPA), CERTIFICATE OF INCORPORATION/COMPANY REGISTRATION, CORPORATE PROFILE, BUYER CONTACT/BANKING INFORMATION, AND A COPY OF PRINCIPAL/SIGNATORY'S PASSPORT DATA PAGE.

- 2. UPON ACCEPTANCE OF BUYER'S ICPO AND CHARTER PARTY AGREEMENT, SELLER APPROVES AND SENDS THE COMMERCIAL INVOICE (CI) FOR THE AVAILABLE QUANTITY IN THE STORAGE TANKS FOR BUYER COMPLETION. BUYER REVIEWS AND SIGNS THE CI WITHIN 48 HOURS OF RECEIPT AND RETURNS IT TO THE SELLER.
- 3. THE SELLER PROVIDES AN EXPORT DECLARATION FORM TO THE BUYER, WHICH MUST BE FILLED OUT WITH ALL NECESSARY DETAILS AND SIGNATURES FROM BOTH THE BUYER AND THEIR LOGISTICS COMPANY. THIS INFORMATION IS CRUCIAL FOR ALIGNING WITH PORT REGULATIONS AND ENSURING A SMOOTH EXPORT PROCESS.
- 4. UPON CONFIRMATION OF THE SIGNED EXPORT DECLARATION FORM WITH VESSEL INFORMATION FILLED, THE SELLER ISSUES PROOF OF PRODUCT (POP) DOCUMENTS, INCLUDING; PRODUCT PASSPORT TANK STORAGE RECEIPT COMPANY TAX PAYER CERTIFICATE PAST Q&Q REPORT FROM THE LOADING PORT. TANK RECEIPT

UNCONDITIONAL DIP TEST AUTHORIZATION CERTIFICATE OF ORIGIN BILL OF LADING FROM WHEN THE PRODUCT WAS LOADED TO THE DICHARGE PORT WHERE THE PRODUCT IS CURRENTLY LOCATED UNCONDITIONAL AUHORITY TO VERIFY AUTHORITY TO SELL AND COLLECT OLD SGS REPORT FRESH SGS REPORT (24 HOURS)WHICH WILL BE CONDUCT UPON RECEIVING THE FILLED & SIGNED EXPORT DECLARATION FORM

NCNDA/IMFPA TO BE FILLED, SIGNED BY ALL INTERMEDIARIES

5. UPON RECEIPT AND CONFIRMATION OF THE POP DOCUMENTS, THE BUYER MAY CHOOSE TO CONDUCT A DIP TEST IN THE SELLER'S TANK STORAGE TO RE-CONFIRM THE PRODUCT QUALITY AND QUANTITY AS PROVIDED IN THE POP.

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6. UPON SUCCESSFUL DIP TEST IN THE SELLER'S TANK, THE BUYER PROVIDES THE VESSEL Q88, FULL DETAILS OF THE CAPTAIN, AND READINESS TO RECEIVE THE FUEL INTO THE VESSEL (RTRF) TO THE SELLER ISSUED BY THE BUYER'S LOGISTICS COMPANY.

7. SELLER CONTACTS THE BUYER VESSEL CAPTAIN AND COMMENCES INJECTION OF THE PRODUCT IMMEDIATELY INTO THE BUYER VESSEL. DELIVERY COMMENCES AS SCHEDULED, AND THE SELLER ISSUES FULL PROOF OF PRODUCT (POP) DOCUMENTS TO THE BUYER INCLUDING; (NOTE, SOME OF THE SHIPPING DOCUMENTATION WILL COME FROM THE BUYER SHIPPING COMPANY)

CERTIFICATE OF INCORPORATION PRODUCT PASSPORT COMMERCIAL INVOICE

COMPANY TAXPAYER CERTIFICATE FRESH Q & Q REPORT TANK RECEIPT Q88

EXPORT LICENSE ISSUED BY AZERBAIJAN MINISTRY OF ENERGY CERTIFICATE OF ORIGIN

BILL OF LADING CARGO MANIFEST ULLAGE REPORT

- 8. UPON SELLER'S FULL INJECTION OF THE PRODUCT INTO THE BUYER VESSEL, THE BUYER CONDUCTS A DIP-TEST INSPECTION OF THE PRODUCT BY SGS/CIQ INSPECTION IN THE VESSEL AND MAKES PAYMENT BY MT103 AFTER Q&Q INSPECTION.
- 9. SELLER MAKES PAYMENTS TO ALL INTERMEDIARIES/MANDATES AS PER THE SIGNED NCNDA/IMFPA AGREEMENT.

SPECIAL NOTE: PURCHASE AT FOB HOUSTON AND ROTTERDAM TTV REQUIRES THE BUYER'SSHIPPING COMPANY TO BE REGISTERED IN THE UNITED STATES OF AMERICA FOR HOUSTONAND IN THE NETHERLANDS FOR ROTTERDAM. ADDITIONALLY, THE COMPANY MUST BE REGISTERED WITH THE HOUSTON HARBOR COMMUNITY FOR PURCHASES IN HOUSTON AND WITH THE DUTCH GOVERNMENT FOR PURCHASES IN ROTTERDAM.

# NON-NEGOTIABLE CIF TRANSACTION PROCEDURE.

- 1. BUYER ACCEPTS SELLER'S PROCEDURE AND ISSUES ICPO WITH BANKING DETAILS, COMPANY PROFILE, PASSPORT COPY, AND A LETTER STATING TO ADHERE TO SELLER'S PROCEDURE.
- 2. SELLER ACKNOWLEDGES BUYER'S ICPO AND ISSUES CONTRACT TO BUYER OPENFOR AMENDMENT, BUYER SIGNS AND RETURN THE CONTRACT TO THE SELLER INWORD FORMAT WITHIN 4 WORKING

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DAYS. NOTE: SELER shall provide "MSDS, PDS, INSPECTION REPORT" with along SPA.

- 3. SELLER MAKES THE FINAL SIGNATURE AND CONVERTS THE CONTRACT TO PDF ANDSENDS TO BUYER AS FINAL APPROVED CONTRACT ALONG WITH BELOW PERFORMANCE GUARANTEE PPOP DOCUMENTS:
- \* COMMITMENT LETTER TO SUPPLY PRODUCT
- \* EXPORT LICENSE ISSUED BY MINISTRY
- \* SELLER CERTIFICATE OF INCORPORATION
- \* CERTIFICATE OF ORIGIN
- \* PRODUCT PASSPORT
- \* STATEMENT OF AVAILABILITY OF PRODUCT.
- 4. BUYER PAYS VIA TT\$ 250,000 USD AS GUARANTEE PERFORMANCE WITHIN 72 HOURS WHICH WILL BE DEDUCTED FROM THE PRODUCT FACE VALUE WHEN THE FINAL PAYMENT IS MADE. SELLER COMMENCES LOADING OF PRODUCT WITH THE SHIPPING COMPANY WITHIN 3 WORKING DAYS AND SENDS FULL POP DOCUMENTS IN BUYER'S COMPANY NAME TO THE BUYER VIA BANK TO BANK AND A COPY VIA EMAIL TO BUYER AND REPRESENTATIVE:
- A) ACT OF TRANSFER.
- B) COMMERCIAL INVOICE.
- C)COMPANY TAXPAYER'S CERTIFICATE.
- D) FRESH SGS REPORT.
- E) TANK RECEIPT.
- F) Q88 AND QUALITY SPECIFICATION.
- G) NOR—NOTICE OF READINESS
- H) BILL OF LADING.
- I) ETA—ESTIMATED TIME OF ARRIVAL.
- 5. BUYER NOTIFIES SELLER BY OFFICIAL WRITTEN NOTICE OF HIM RECEIVING SELLER'S POP DOCUMENTS, SHIPMENT COMMENCES AS SCHEDULED IN THE CONTRACT AND UPON ARRIVAL OF THE CARGO AT THE DISCHARGE PORT; BUYER'S INSPECTION TEAM CARRIES OUT CIQ, SGS OR EQUIVALENT INSPECTION TO ASCERTAIN QUALITY AND QUANTITY.
- 6. PRODUCT IS DISCHARGED AFTER SUCCESSFUL INSPECTION INTO BUYER'S STORAGE FACILITY, THEN BUYER'S BANK RELEASES BALANCE PAYMENT OF TOTAL VALUE OF THE PRODUCT TO SELLER'S BANK, AND COMMISSIONS TO BUYER MANDATE BANK WITHIN SIX (6) BANKING DAYS BY TT MT 103/MT 107. SELLER TRANSFERS TITLE OF THE PRODUCT TO BUYER.

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# 7. SECOND AND SUCCEEDING SHIPMENTS CONTINUE OPTIONAL BY BUYERPERFORMANCE ON THE FIRST TRAILER SHIPMENT.

- 1. Buyer issues ICPO stating seller's procedure along with buyer's company profile.
- 2. Seller issues Commercial Invoice and MOU for the available quantity in the vessel for buyer to sign and return with Guarantee letter and Proof of Fund.
- 3. Buyer countersigns the CI & MOU and return to seller, seller confirms the signed documents and releases to buyer the Product quality passport (Analysis test Report) By standard Gost-R, Certificate of Origin of product, Signed CI and Charter Party Agreement (CPA) between seller (Tritea Maritime Limited) and primary owner refinery, and Remittance Invoice of \$450,000.00 USD Guarantee Deposit.
- 4. Upon confirmation of buyer's remittance, seller releases loaded vessel's proof of product

documents below to buyer for confirmation of product and NCNDA for intermediaries to sign:

- 4-1. Bill of Lading.
- 4-2. Cargo Manifest.
- 4-3. Vessel Q88.
- 5. Buyer confirms the POP documents and arrange for test on the product for Standard Specification Analysis as agreed upon.
- 6. Upon successful test, seller will instruct the vessel master to re-route the vessel tanker final destination to the buyer's discharge port.
- 7. Seller and Buyer signs the title transfer affidavit and the title ownership certificate is issued in the buyer's company name. Seller instruct vessel master to countersign the shipping Power of Attorney and proceed to send the complete set of maritime and shipping documents to buyer to enable buyer file for maritime report and make all preparation to receive the vessel tanker at the destination port terminal.
- 8. Upon arrival of the vessel tanker at the buyer's destination port and completion of CIQ Inspection, buyer pays for full cargo value via MT103/TT Wire within 48 hours while within 72 hours after receipt of payment of the product from the buyer, seller pays the intermediaries accordingly through NCNDA/IMPFA signed by all respected parties.

Gia Mai erating officer GUNVOR Sign

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