

DALAMUNAI TOO

БИН: 981040001726

KATO: 151011100

REF: DALAM/SCO/ UNAI/2024.

Validity Till: 30th December 2024.

To: End-Buyer's/Buyer's Mandate

SOFT CO-OPERATE OFFER

We, LLP "DALAMUNAI Confirmed with Full Corporate Responsibility under Penalty and Perjury That We Are Ready and Capable to Enter into A Contract to Sell the Commodity. All The Supply Is Guaranteed to Meet the Specification and To Pass the Stringent Requirements of S G S Or Equivalent. The Sales and Purchase Contract Would Be in Accordance with International Standards and Procedures.

TRAILS SHIPMENT PRODUCT'S LIST.

GAS OIL EN 590 10 PPM

CIF Price: 440 USD Gross / 410 USD Net

FOB Price: 410 USD Gross / 400 USD Net

1st Trial Shipment: 50,000, -100,000MT

Commission Structure: Seller side \$5 / Buyer side \$5.

LIGHT CYCLE OIL

CIF Price: GROSS 380 USD/ 370 USD NET

FOB Price: GROSS 370 USD/ 360 USD NET

1st Trial Shipment: 50,000 MT to 100,000MT

Commission Structure: Seller side \$5 / Buyer side \$5

DIESEL GAS D2 OIL GOST 305-8250

CIF Price: GROSS 480 USD / NET 470 USD

FOB Price: GROSS 470 USD / NET 460 USD

1st Trial Shipment: 50,000, -100,000MT

COMMISSION STRUCTURE: Seller Side \$5MT /Buyer Side \$5MT.

AVIATION KEROSENE COLONIAL GRADE 54

CIF Price: GROSS 90 USD / NET 86 USD

FOB Price: GROSS 86 USD / NET 82 USD

1st Trial Shipment: 1,000,000 BBLS – 2,000,000BBLS

Commission Structure: Seller Side \$2.00/ Buyer Side \$2.00

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3 G.Zhubanova street, Astana
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JET A-1

CIF Price: 94 USD Gross/90 USD Net

FOB Price: 90 USD Gross/86 USD Net

1st Trial Shipment: 2,000,000 BBLs

Commission Structure: Seller side \$2 / Buyer side \$2

MAZUT M100 10585-75/99

CIF Price: 430 USD Gross/420 USD Net

FOB Price: 420 USD Gross/410 USD Net

1st Trial Shipment: 50,000 to 100,000 MT

Commission Structure: Seller side \$5 / Buyer side \$5

CIF TRANSACTION PROCEDURES.

- 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, Buyers sign the Sales and Purchase Agreement Contract and Commercial Invoice return to the seller within 3 working days.
- 4, Seller registers and legalizes the signed Sales and Purchase Agreement Contract.
- 5, Seller sends legalized contract and below Partial POP Documents to buyer as listed below:
 - Certificate of Origin.
 - Commitment to Supply.
 - Product Passport.
 - Export license.
- 6, Buyer issues their standby letter of credit (SBLC MT760 BRUSSELS PROTOCOL) to cover the first shipment to seller's bank within 7 working Days.
- 7, If Buyer fails to issue (SBLC MT760 BRUSSELS PROTOCOL) in 7 working days, in alternative buyer shall make security guarantee deposit of \$320,000 from total value of the Contract to seller fiduciary bank account as performance to secure the allocation which will be deducted from the first shipment.
- 8, Upon confirmation of buyer's (SBLC MT760 BRUSSELS PROTOCOL) seller will issue 2% Performance Bond to activate the buyer's

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((SBLC MT760 BRUSSELS PROTOCOL)), then Full POP and Shipping Documents via SWIFT bank to bank as shown below:

- Product Allocation Export Permit,
- Allocation Title Ownership Certificate,
- Contract to transport the product to the loading port,
- Port storage agreement,
- Charter party Agreement to transport the product to discharge port,
- Tank Storage Receipt,
- SGS Quality and Quantity Certificate,
- Bill of Landing,
- Vessel Questionnaire 88.

9, Seller signs the CPA with a shipping company and issues the Full POP documents to buyer's bank.

10, Shipment commences and upon arrival of the vessel tanker at the discharge port, buyer conducts SGS Inspection and makes operative SBLC/DLC or makes payment for the full shipment via TT Wire or MT103.

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TRANSACTION PROCEDURES FOR DIP & PAY JURONG SINGAPORE/FUJAIH/ROTTERDAM/HOUSTON PORT.

1. Buyer send ICPO along with CIS.
- 2) Seller sends CI immediately.
- 3) Buyer sign and submits it back to the seller.
- 4) Seller releases the following PPOP Documents listed below:
 - a) Tank Storage Receipt (TSR)
 - b) Commitment Letter to Supply
 - c) ATV
 - d) UDTA
 - e) ATSC
- 5) Buyer extends seller's tank for 2 days to gain access to conduct dip test. Seller is willing to refund tank extension cost paid by the buyer if after Dip Test, the desired volume and commodity type is deemed non-compliant to the agreed specifications.
- 6) Buyer after successful Dip Test and SGS confirmation, must provide Q88 so that Seller can inject product into buyer's vessel. Buyer pays immediately via MT 103 or Telegraphic Transfer (TT) to the seller.
- 7) Seller Transfer the Commodity Title in Buyer's Name.
- 8) Buyer releases the IMFPA for commission to intermediary.



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