



НЕФТЬОРГХИМ+

ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ "НЕФТЬОРГХИМ+"

Юридический адрес: 606015, Нижегородская область, город Дзержинск, ул. Самохвалова, д. 6 б, помещ. 10

ОГРН: 1185275005410 / ИНН: 5249160770 / КПП: 524901001

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SPOT SOFT CORPORATE OFFER

We "ООО "НЕФТЬОРГХИМ+", under penalty and Perjury hereby confirm the availability and Capability to Supply the listed Products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specifications and pass through the stringent requirements of SGS or 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 End buyers will be considered

TRANSACTION TERMS OF DELIVERY

DELIVERY: FOB BASIS.

PAYMENT TERM: LC/MT103/TT Wire Transfer.

PERFORMANCE BOND: 2% operative PB will be issued from Seller's bank to Buyer's bank upon receipt of buyer's financial instrument in Seller's bank.

QUALITY: Q&Q test report will be conducted at the loading port by SGS or Equivalent at the expense of the seller company.

PRODUCTS ORIGIN: KAZAKHSTAN Loading ports: Port of Aktau/Rotterdam/Houston/Baku/Jurong/Fujairah/Qingdao (Any Safe World Port).

COMMISSION STRUCTURE FOR MANDATE/ REPRESENTATIVES

\$5USD PER MT for Seller Side/\$5 USD PER MT for Buyer's Side.

\$2 USD per Barrel Seller side/ \$2 USD per Barrel Buyer's side.

Payment terms: MT103-T/T Wire Transfer for IMMEDIATE QUANTITY.

INSPECTION: SGS or Similar.

PRODUCTS ORIGIN KAZAKHSTAN PRICES ARE NEGOTIABLE:

{ULTRA-LOW SULPHUR DIESEL} EN590 (10PPM)

MINIMUM QUANTITY: 10,000

MAXIMUM QUANTITY: 500,000 MT

CIF PRICE: GROSS \$390/NET \$380

FOB PRICE: GROSS \$370 /NET \$360

COMMISSIONS SELLER SIDE USD 5 BUYER SIDE USD 5

LIGHT CIRCLE OIL (LCO)

Minimum Quantity: 10,000 per metric ton.

Maximum Quantity 500,000 per metric ton.

CIF Price: Gross 250 USD Net 240 USD.

FOB price: gross 230 USD Net 220 USD

Commission 5 USD Seller side 5 USD Buyer side

D6 VIRGIN FUEL OIL

MINIMUM 100.000.000 G. WEEK AND

MAXIMUM 800.000.000 GALLONS PER WEEK X 52 WEEKS WITH R/E.

CIF PRICE GROSS- USD 0, 70 / 0, 60 \$ PER GALLON

FOB PRICE GROSS- USD 0, 60/ 0, 50 \$ PER GALLON



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COMMISSION IS 0, 05\$ X GALLON, SELLER SIDE 0, 05\$ PER GALLON AND 0, 05\$ FOR BUYER SIDE.

DIESEL GAS D2 OIL GOST 305-82

Minimum Quantity: 10,000

Maximum Quantity: 500,000 MT

CIF Price: Gross \$320/Net \$310

FOB Price: Gross \$310 /Net \$300

Commissions Seller side USD 5 Buyer side USD 5

{AVIATION KEROSENE COLONIAL GRADE A1}

MINIMUM QUANTITY: 300,000 BARRELS PER MONTH

MAXIMUM QUANTITY: 5,000,000 BARRELS PER MONTH

CIF PRICE: GROSS USD \$ 74.00 / USD \$72.00 NET ON CIF

FOB PRICE: GROSS USD \$ 72.00 / USD \$70.00 NET ON FOB.

COMMISSIONS SELLER SIDE USD 1 BUYER SIDE USD 1

{AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL}

MINIMUM QUANTITY: 300,000 BARRELS PER MONTH

MAXIMUM QUANTITY: 5,000,000 BARRELS PER MONTH

CIF PRICE: GROSS USD \$ 74.00 / USD \$72.00 NET ON CIF

FOB PRICE: GROSS USD \$ 72.00 / USD \$70.00 NET ON FOB.

COMMISSIONS SELLER SIDE USD 1 BUYER SIDE USD 1

{EASTERN SIBERIA-PACIFIC OCEAN OIL {ESPO}

MINIMUM QUANTITY: 300,000 BARRELS PER MONTH

MAXIMUM QUANTITY: 5,000,000 BARRELS PER MONTH

CIF PRICE: GROSS USD \$ 56.00 / USD \$54.00 NET ON CIF

FOB PRICE: GROSS USD \$ 44.00 / USD \$42.00 NET ON FOB.

COMMISSIONS SELLER SIDE USD 1 BUYER SIDE USD 1

LIQUEFIED NATURAL GAS. GOST 5542-87:

MINIMUM QUANTITY: 10,000

MAXIMUM QUANTITY: 500,000 MT

CIF PRICE: GROSS \$260/NET \$250

FOB PRICE: GROSS \$250 /NET \$240

COMMISSIONS SELLER SIDE USD 5 BUYER SIDE USD 5

LIQUEFIED PETROLEUM GAS. 50% PROPANE & 50% BUTANE MIX:

MINIMUM QUANTITY: 10,000

MAXIMUM QUANTITY: 500,000 MT

CIF PRICE: GROSS \$260/NET \$250

FOB PRICE: GROSS \$250 /NET \$240

COMMISSIONS SELLER SIDE USD 5 BUYER SIDE USD 5



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ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ "НЕФТЬОРГХИМ+"

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AUTOMOTIVE GAS OIL (AGO):

MINIMUM QUANTITY: 10,000

MAXIMUM QUANTITY: 500,000 MT

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

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

COMMISSIONS SELLER SIDE USD 5 BUYER SIDE USD 5

PREMIUM MOTOR GASOLINE 90/91 (PMS)

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

{MAZUT M100 GOST -10585/75/99}

MINIMUM QUANTITY: 10,000

MAXIMUM QUANTITY: 500,000 MT

CIF PRICE: GROSS \$260/NET \$250

FOB PRICE: GROSS \$250 /NET \$240

COMMISSIONS SELLER SIDE USD 5 BUYER SIDE USD 5

LIGHT CRUDE OIL (LCO)

Minimum Quantity: 300,000 Barrels per Month

Maximum Quantity: 5,000,000 Barrels per Month

CIF Price: Gross USD \$ 64.00 / USD 62.00 NET on CIF

FOB Price: Gross USD \$ 50.00 / USD \$48.00 NET on FOB.

Commissions Seller side USD 1 Buyer side USD 1

UREA 46 PRILLED & GRANULAR

MINIMUM QUANTITY: 10,000

MAXIMUM QUANTITY: 500,000 MT

CIF PRICE: GROSS \$520/NET \$510

FOB PRICE: GROSS \$510 /NET \$500

COMMISSIONS SELLER SIDE USD 4 BUYER SIDE USD 4

BASE OIL/SN 500 ALL GRADE

MINIMUM QUANTITY: 10,000

MAXIMUM QUANTITY: 500,000 MT

CIF PRICE: GROSS \$330/NET \$320

FOB PRICE: GROSS \$320 /NET \$310

COMMISSIONS SELLER SIDE USD 5 BUYER SIDE USD 5

PETROLEUM COKE (PETCOKE):

MINIMUM QUANTITY: 10,000

MAXIMUM QUANTITY: 500,000 MT



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

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

COMMISSIONS SELLER SIDE USD 5 BUYER SIDE USD 5

EURO 4/5 DIESEL

MINIMUM QUANTITY: 10,000

MAXIMUM QUANTITY: 500,000 MT

CIF PRICE: GROSS \$420/NET \$410

FOB PRICE: GROSS \$410 /NET \$400

COMMISSIONS SELLER SIDE USD 5 BUYER SIDE USD 5

BITUMEN GRADE 40/50,60/70,80/100

MINIMUM QUANTITY: 10,000

MAXIMUM QUANTITY: 500,000 MT

CIF PRICE: GROSS \$260/NET \$250

FOB PRICE: GROSS \$250 /NET \$240

COMMISSIONS SELLER SIDE USD 5 BUYER SIDE USD 5

FUEL OIL CST-180

MINIMUM QUANTITY: 10,000

MAXIMUM QUANTITY: 500,000 MT

CIF PRICE: GROSS \$320/NET \$210

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

COMMISSIONS SELLER SIDE USD 5 BUYER SIDE USD 5

REBCO CRUDE OIL

MINIMUM QUANTITY: 300,000 BARRELS PER MONTH

MAXIMUM QUANTITY: 5,000,000 BARRELS PER MONTH

CIF PRICE: GROSS USD \$ 76.00 / USD \$74.00 NET ON CIF

FOB PRICE: GROSS USD \$ 64.00 / USD \$62.00 NET ON FOB.

COMMISSIONS SELLER SIDE USD 1 BUYER SIDE USD 1

GASOLINE 89-92-93-95 OCTANE

MINIMUM QUANTITY: 10,000

MAXIMUM QUANTITY: 500,000 MT

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

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

COMMISSIONS SELLER SIDE USD 5 BUYER SIDE USD 5

HIGH SURFACE FURNACE OIL (HSFO)

MINIMUM QUANTITY: 10,000

MAXIMUM QUANTITY: 500,000 MT

CIF PRICE: GROSS \$270/NET \$260

FOB PRICE: GROSS \$260 /NET \$250

COMMISSIONS SELLER SIDE USD 5 BUYER SIDE USD 5



REFINERY TANK TO TANK / DIP & PAY FOB PROCEDURES.

1. Buyer issue ICPO containing the seller's working procedure with banking details and Scanned copy of buyer's passport along with TSA for the seller refinery verification.
2. The seller refinery issues a commercial invoice of the product in tanks at the port; the Buyer and Buyer's Logistics sign and return the Commercial invoice along with buyer Tank numbers to enable the seller Refinery to verify buyer tank availability for this deal. Note, the buyer tank number must be register to seller company name as the buyer-supplier to avoid issues at the port.
3. Seller Refinery issue to buyer PPOP listed below:
 - a) GPS Coordinate-Tank Storage Receipt (TSR),
 - b) Authorization to sell.
 - c) Authorization to Verify the Product in the Seller's Tank (ATV).
 - d) Dip test authorization letter (DTA)
 - e) Tank-to-Tank Injection Agreement (TTTIA)
 - f) Act of Transfer (To be signed and return to the seller
 - g) Allocation Certificate
 - h) Injection Report.
 - i) SGS Report
4. Buyer inspected by SGS on buyer's expenses and sends TSR.
5. Seller refinery issues the following document to all intermediaries involved in the Transaction and to the buyer. Endorsed NCNDA/IMFPA.
6. Upon successful Dip Test in tanks, the product will immediately be injected into Buyer's tanks. The buyer makes the payment for the product via MT103 and the Seller refinery transfers Title Ownership to the Buyer

REFINERY TANK TO VESSEL (TTV) & TABLE TALK MEETINGS (TTM) ROTTERDAM PORT FOB PROCEDURE

1. The Buyer issues the ICPO, and the ICPO must be on the end buyer company letterhead containing the seller's working procedure with banking details, a scanned copy of the end buyer's Passport data page, and the Buyer's Charter Party Agreement (CPA) for the seller's validation.
2. Seller issues a commercial invoice of the product in tanks at the port, and buyer signs and returns a Commercial Invoice to the seller.
3. Upon receipt of the signed Commercial Invoice (CI), seller issue the below PPOP documents:
 - a. Commitment latter to supply.
 - b. Statement of product Availability.
 - c. Product Passport



4. Seller invites the principal buyer whose name is the signature on the Agreement (CI) for TTM in Rotterdam. Upon the conclusion of the meeting, buyer makes a cash submission of 10,000 Euros in the seller office for allocation procurement.
5. Buyer extends seller's Tank for 20 days to conduct DIP TEST on seller's Tank and to house the product.
6. Upon inspection of the products, buyer makes 20% deposit of the total product cost via MT103/TT Wire Transfer to seller's nominated account.
7. Buyer provides their Notice of Readiness to receive the product. Seller and buyer coordinate with the injection firm to initiate the injection to the buyer's vessel. Seller Issues to the Buyer Title holder transfer agreement and NCNDA/IMFPA between all intermediaries involved for commission payment to be signed by the buyer and seller before Injection.
8. Upon completion of the injection to the buyer's vessel, the Buyer makes a balance payment via MT103 TT wire transfer to seller's nominated account. Upon confirmation of the balance payment, the seller issues to the buyer the below documents:
 - Authorization to Collect and Sell.
 - Certificate of Ownership.
 - All export documents.
9. Seller will release commission payments to the intermediaries involved within 24hrs of receiving the balance Payment from the buyer.
10. Seller issues draft Sales and purchase agreement to the buyer to review for twelve (12) monthly contract deliveries with role and extension. Buyer reviews and approves the Sales and purchase agreement and issues Letter of credit, Standby letter of credit, or Documentary letter of credit (non-transferable) auto revolving for 12 months shipment value, for the length of contract and for each lift per schedule.

REFINERY TANK TO VESSEL (TTV) & TABLE TALK MEETINGS (TTM) HOUSTON, JURONG & FUJAI RAH PORT FOB PROCEDURE

1. The Buyer issues the ICPO, and the ICPO must be on the end buyer company letterhead containing the seller's working procedure with banking details, a scanned copy of the end buyer's Passport data page, and the Buyer's Charter Party Agreement (CPA) for the seller's validation.
2. Seller issues a commercial invoice of the product in tanks at the port, and buyer signs and returns a Commercial Invoice to the seller along with acceptance letter to pay the \$47,500 before dip test in-line with procedures.
3. Upon return of the endorsed CI, along with acceptance letter, the Seller release to the buyer the following Partial PPOP documents;
 - a) Commitment Letter to Supply
 - b) Certificate of Origin
 - c) Tank Storage Receipt TSR.



d) Authorization to Verify ATV (Through call or email)

e) Statement of Product Availability

4. Upon receipt confirmation of the above PPOP documents by the buyer, the buyer within 24hrs conducts due diligence on the product availability via GPRS COORDINATE, upon tracking the product in the seller tank current location in the port. the buyer immediately contacts the seller's leased Storage Company via email or Call to pay the sum of \$47,500 to seller's leased Storage Company for Tank Clearance Permit (TCP) to enable buyer gain access into the port tank terminal for physical verification, dip test and fresh inspection/report by SGS on the product in Tank. (This is Compulsory).

Note, the seller leased Storage Company tank officers/representatives are usually inside the port, meeting them physically or getting their phone number for communication is only possible once the buyer has successfully secured Tank Clearance Permit (TCP) via email from the seller's leased Storage Company, to enter into the port tank terminal.

5. Upon confirmation of the buyer securing Tank Clearance Permit (TCP), The seller immediately issues DTA & ACT OF TRANSFER to the buyer and then schedule time for Table Talk Meetings (TTM) in order for seller team, buyer team, and SGS team to meet at the seller tank storage terminal for the Tank and Pipeline inspection/verification and Dip test on the product.

6. Upon the satisfactory result of the dip test, the Seller's storage Company issues to the buyer, the Notice of Readiness (NOR) to inject the product.

7. The buyer provides Q88 and ATI from his logistics/Shipping Company and makes the Vessel available for the injection process to commence as scheduled.

8. Upon completion of the Injection, the Seller releases to the buyer the below POP documents.

a) Product SGS Report.

b) Pipeline Injection Report.

c) Authority to Sell and Collect (ATSC)

d) Product passport (analysis test report).

e) Export License

f) NCNDA/IMFPA to all intermediaries involved in the Transaction and to the buyer. •Endorsed NCNDA/IMFPA.

9. Upon confirmation of the above pop document by the buyers and the Endorsement of NCNDA/IMFPA the Buyer immediately pays for the total cost of the product value injected into the Ship/vessel through MT103 TT wire transfer. The seller pays all intermediaries involved in the transaction upon receipt of the payment within 24hrs and Transfers the Title of Ownership certificate of the product to the buyer.

10. Buyer and seller agree to roll over to a one-year contract to continue the transaction, with monthly deliveries x 12 months (plus rolls and extensions if agreed)

COST, INSURANCE, AND FREIGHT (CIF) PROCEDURE.

1. Buyer Company Issues Irrevocable Corporate Purchase Order (ICPO) on its official company letterhead containing the seller's working procedure with banking details and a scanned copy of the buyer's Passport data page to the seller.

2. Seller refinery verifies buyer's details and issues the SALES AND PURCHASE AGREEMENT (S.P.A) open for amendment and ICC warning letter for the buyer to signs and returns the SALES AND PURCHASE AGREEMENT (S.P.A) & and the ICC warning letter in word format to the seller.



3. Seller makes the final signature and converts the word format SALES AND PURCHASE AGREEMENT (S.P.A) to PDF and sends to Buyer as final approved SALES AND PURCHASE AGREEMENT (S.P.A) along with below soft performance guarantee PPOP DOCUMENTS:

- a. Commitment to Supply
- b. Certificate of Origin
- c. Statement of Product Availability
- d. Authorization to sell and collect (ATSC)

4. Upon receipt confirmation of the above PPOP documents by the buyer, the buyer bank Within 5 (Five) banking days, sends Irrevocable Operative SBLC or DLC via MT700 according to seller's fiduciary bank verbiage to Seller nominated fiduciary offshore bank account for first month shipment.

NOTE: Should buyer fail to issue payment instrument within 5 (Five) banking days, Buyer will make 2% cash deposit of the Total Product Cost via MT103/TT wire transfer for security guarantee to enable Seller charter vessel and commence shipment. This payment will be deducted from the total cost of product after inspection at discharge port, or legal action will be taken against Buyer for default.

5. Upon confirmation of the point number four (4) of the procedures, the seller Company appoints a tested/reliable shipping and World-Renowned Logistic Company and the seller pays the total for the Chartered Freight Cost with the appointed shipping company for the transportation of the product to the buyer's designated discharge port and issues Full POP Documents below to the Buyer.

- a. Product Passport (Quantity & Quality Dip Test Analysis Report)
- b. Export License
- c. Act of Transfer (To be signed return)
- d. Bill of Lading
- e. Vessel Q88
- f. E.T.A. (Estimated Time of Arrival) Of Vessel
- g. Certificate of Allocation
- h. Injection Report
- i. SGS Report
- j. NCNDA/IMFPA (To be signed by all parties involved in the deal)

6. Upon receipt confirmation of the above PPOP documents by the buyer, the buyer conducts due diligence on the product availability/location via Q88 or the vessel IMO No, upon tracking the vessel's current location on the sea. The Seller bank activates with a 2% performance bond.

7. Upon the arrival of the vessel at the discharge port, the buyer conducts CIQ, for product Quantity and Quality.

8. Buyer makes the payment for 100% product face value via MT103/TT Wire Transfer to Seller's designated account and the Seller pays all intermediaries according to the signed NCNDA/IMFPA within 48hrs and the transfers Title of Ownership to the buyer company name.

9. Buyer and seller agree to roll over to a one-year contract to continue the transaction, with monthly deliveries x 12 months (plus rolls and extensions if agreed)

MEMORANDUM OF UNDERSTANDING FOR TITLE TAKE OVER TTO/SHIP TO SHIP (STS) PROCEDURE



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1. Buyer issues ICPO and BCL, the ICPO must be on end-buyer company letterhead document containing the seller's working procedure with banking details and a scanned copy of the buyer's passport for verification.
2. Upon verification of the ICPO seller issues original MOU for Buyer's review and endorsement.
3. Upon the receipt of the countersign MOU from the Buyer, Seller emails to Buyer the listed PPOP documents below:
Product Passport (Quantity & Quality Dip Test Analysis Report)
Certificate of Origin
Bill of Lading
Vessel Q88
E.T.A. (Estimated Time of Arrival) Of Vessel
Invoice for Allocation Guaranty Deposit (AGD)
4. Upon receipt confirmation of the above PPOP documents by the buyer, the buyer within 24hrs conducts due diligence on the product availability via Q88 or the vessel IMO No, upon tracking the vessel's current location on the sea. the buyer immediately makes a guarantee deposit of 3% Via MT103 T.T Wire Transfer to the seller's nominated bank account as Transaction Guarantee Deposit (TGD) to get the vessel secured to the buyer company name (This is Compulsory).
5. Upon buyer payment confirmation for the Allocation Guarantee Deposit (AGD), the seller makes contact with the necessary office to make the possible changes on the products pop documents from the previous failed buyer company name to the new potential buyer company name which will be processed by the office of the Legal Advisory Department (LAD) of the head of petroleum sector in Kazakhstan, so as for buyer obtaining original pop documents on their company name and get the Products Conformity Permit (PCP) to give the vessel captain a direct instruction to sail the vessel to the new buyer designated port of discharge. (This is compulsory).
6. Vessel re-rout and arrive at the new buyer's desired port, and the new buyer conducts a DIP Test inspection on the products with SGS or Intertek.
7. Upon a successful Inspection, the buyer pays for the full product value via MT103 T/T Wire Transfer which all necessary costs borne by the buyer earlier will be deducted from the total cost of products.
8. Buyer / Seller pays commission to all intermediaries involved as per signed NCNDA /IMFPA within 48 hours.
9. Possible contracts begins for one or more years' interval.

Note: The Allocation Guarantee Deposit (AGD) payment will be deducted when the buyer is paying for the full product.

TELEPHONE

+79690081130

SIGNED

MR. IGOR NIKOLAEVICH MOCHALOV

COMPANY NAME: ООО "НЕФТЬОРГХИМ+"

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