



# LLC Yugra-Holding

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**ISSUE DATE: OCT 2024**

**VALID TILL: DEC 2024**

**Recipient: To: END BUYER OR MANDATE**

## **SOFT CORPORATE OFFER**

**We, LLC YUGRA HOLDING", with full legal responsibility, under penalty of perjury hereby issue this Soft Corporate Offer with given terms and conditions as stated in this offer to confirm our readiness to execute an official contract with End Buyer, with the ability to supply the following commodity according to the terms and conditions stipulated below.**

### **JET FUEL JP54**

PRICE CIF ASWP: GROSS \$ 44/NET \$40

PRICE FOB: GROSS \$ 40/ NET \$36

QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL

COMMISSION: US \$2/ US \$2

### **JET FUEL JPA1**

PRICE CIF ASWP: GROSS \$ 44/NET \$40

PRICE FOB: GROSS \$ 40/ NET \$36

QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL

COMMISSION: US \$2/ US \$2

### **PET COKE**

Price CIF ASWP: USD 55 Gross / 50 Net

Price FOB USD 50 Gross / 45 Net

QUANTITY: Min 50,000 MT / Max 500,000 MT

Commission: US \$5/ US \$5

### **GREEN DELAYED PET COKE**

Price CIF ASWP: USD 55 Gross / 50 Net

Price FOB USD 50 Gross / 45 Net

QUANTITY: Min 50,000 MT / Max 500,000 MT

Commission: US \$5/ US \$5

### **JET FUEL AVIATION KEROSENE COLONIAL GRADE**

PRICE CIF ASWP: GROSS \$ 34/NET \$32

PRICE FOB: GROSS \$ 32/ NET \$30

QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL

COMMISSION: US \$1/ US \$1

INN: 8604036357

KPP: 775101001



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## **MAZUT 100 GOST 10585-75**

CIF Price: USD 210 Gross / 200 Net

FOB Price USD 200 Gross / 190 Net

QUANTITY: Min 50,000 MT / Max 500,000 MT

COMMISSION: US \$5/ US \$5

## **ESPO**

CIF Price: USD 44 Gross / 40 Net

FOB Price USD 40 Gross / 36 Net

QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL

COMMISSION: US \$2/ US \$2

## **LIGHT CYCLE OIL**

CIF Price: USD 220 Gross / 210 Net

FOB Price USD 210 Gross / 200 Net

QUANTITY: Min 50,000 MT / Max 500,000 MT

COMMISSION: US \$5/ US \$5

## **REBCO GOST 9965-76**

PRICE CIF ASWP: GROSS \$ 46 /NET \$42

PRICE FOB: GROSS \$ 42/ NET \$38

QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL

COMMISSION: US \$2/ US \$2

## **LPG (LIQUEFEID PETROLEUM GAS) GOST 20448-90**

PRICE CIF ASWP: GROSS \$ 230/NET \$ 220

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

QUANTITY: Min 50,000 MT / Max 500,000 MT

COMMISSION: US \$5/ US \$5

## **W.T.I.**

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

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

QUANTITY: Min 50,000 MT / Max 500,000 MT

Commission: US \$5/ US \$5

## **LIQUIDIFIED NATURAL GAS**

PRICE CIF ASWP: GROSS \$ 230/NET \$ 220

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



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QUANTITY: Min 50,000 MT / Max 500,000 MT

Commission: US \$5/ US \$5

## BASE OIL SN 150

PRICE CIF ASWP: GROSS \$ 190/NET \$ 180

PRICE FOB: GROSS \$ 180/ NET \$ 170

QUANTITY: Min 50,000 MT / Max 500,000 MT

Commission: US \$5/ US \$5

## VIRGIN FUEL OIL D6

PRICE CIF ASWP: GROSS \$ 0.76/NET \$ 0.73

PRICE FOB: GROSS \$ 0.73/ NET \$ 0.70

QUANTITY: Min 50,000,000 GLLN / Max 500,000,000 GLLN

COMMISSION: US \$ 03/ US \$ 03

## DIESEL D2 OIL GOST 305-82

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

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

QUANTITY: Min 50,000 MT / Max 500,000 MT

COMMISSION: US \$5/ US \$5

## BITUMEN GRADE 60/70

PRICE CIF ASWP: GROSS \$ 200/NET \$ 190

PRICE FOB: GROSS \$ 190/ NET \$ 180

QUANTITY: Min 50,000 MT / Max 500,000 MT

COMMISSION: US \$5/ US \$5

## AGO

PRICE CIF ASWP: GROSS \$ 170/NET \$ 160

PRICE FOB: GROSS \$ 160/ NET \$ 150

QUANTITY: Min 50,000 MT / Max 500,000 MT

COMMISSION: US \$5/ US \$5

## GASOLINE 89-92-93-95 OCTANE

PRICE CIF ASWP: GROSS \$ 210/NET \$ 200

PRICE FOB: GROSS \$ 200/ NET \$ 190

QUANTITY: Min 50,000 MT / Max 500,000 MT

COMMISSION: US \$5/ US \$5

## EN 590



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PRICE CIF ASWP: GROSS \$ 200/NET \$ 190  
PRICE FOB: GROSS \$ 190/ NET \$ 180  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
COMMISSION: US \$5/ US \$5

## BASE OIL SN 40

PRICE CIF ASWP: GROSS \$ 200/NET \$ 190  
PRICE FOB: GROSS \$ 190/ NET \$ 180  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5

## (HEAVY FUEL OIL (HFO)

PRICE CIF ASWP: GROSS \$ 200/NET \$ 190  
PRICE FOB ASWP GROSS \$190/NET \$180  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
COMMISSION: US \$5/ US \$5

## CST-180 FUEL OIL

PRICE CIF ASWP: GROSS \$ 200/NET \$ 190  
PRICE FOB: GROSS \$ 190/ NET \$ 180  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
COMMISSION: US \$5/ US \$5

## CST-280 AND 380 FUEL OIL

PRICE CIF ASWP: GROSS \$ 280/NET \$ 270  
PRICE FOB: GROSS \$ 270/ NET \$ 260  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
COMMISSION: US \$5/ US \$5.

## UREA FERTILIZER 46% NITROGEN PRILLED/GRANULAR

PRICE CIF ASWP: GROSS \$200/NET \$190  
PRICE FOB: GROSS \$190/NET \$180  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5.

## TERMS AND CONDITIONS

All products are of Kazakhstan Origin.

Quantities: Quantities stated in GASOLINE 89-the product sheet above are not to be exceeded.



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**Markups:** Markups are reserved for Registered Seller Mandates and shouldn't exceed \$ 10.00.

**Inspection:** SGS, CCIC, CIQ or Similar at the expense of the seller.

**Proof of Product:** processed hard copies will be issued to the End Buyer.

**Trial Shipments:** Trial Shipments are obligatory for new clients. **Payment:** - MT700 Documentary Letter of Credit /Swift MT 103 – 23 **Commissions:** All Commissions are shared equally between buyer side and seller side.

**Note:** Seller Side commissions are reserved for registered mandates with pass code from the Ministry.

## **PROCEDURE (A) (FOB/SPOT/CI,DIP+PAY ROTTERDAM AND KAZAKHSTAN PORTS)**

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 with TSA and NCNDA/IMFPA signed by all buyer groups with commission structures.
3. Seller issues, Dip Test Authorization letter sign by all parties including buyers tank farm.
4. Upon the sign of DTA by all parties Seller issues fresh SGS Report, Tank receipt, Injection Report, Certificate of Origin, Refinery Reservoir Receipt.
5. Buyer order SGS to Conduct Dip test of the product in the Seller Tank on buyer expense upon successful dip test, Buyer Provide vessel details or Tank details, Seller shall immediately submit the (SGS) inspection Report along with the full Proof of Product (POP) to the Buyer.
6. Buyer makes 100% payment by MT103 TT wire transfer for the total product and Seller pays Commission to all intermediaries involved in the transaction within 24 hours after confirmation of the Buyer Payment.

## **(PROCEDURE (B) (FOB/SPOT/CI,DIP+PAY ROTTERDAM AND KAZAKHSTAN PORTS)**

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 with TSA/CPA.
3. Seller registers/ legalizes the product with the ministry of energy on buyer expenses.
4. Buyer request invoice for the legalization, which amount to 53,650 dollar (USD).
5. Buyer make payment and send receipt to seller upon confirmation of buyer payment seller immediately issue access permit on buyer name for enable to conduct dip test in seller tank.
6. Upon successful dip test, Buyer Provide vessel details or Tank details, Seller shall immediately submit the (SGS) inspection Report along with the full Proof of Product (POP) to the Buyer.
7. Buyer makes 100% payment by MT103 TT wire transfer for the total product and Seller pays Commission to all intermediaries involved in the transaction within 24 hours after confirmation of the Buyer Payment.

## **CIF TRANSACTION PROCEDURE (A)**



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1. Buyer issues ICPO must be with buyer company letterhead and buyer banking information.
2. Seller issues Draft Contract (open for any amendments) to Buyer. Buyer signs, seals and returns the Draft Contract to Seller for final endorsement. Seller gives Partial proof of products.
  - (A) Refinery Commitment to Supply.
  - (B) Certificate of Origin.
  - (C) Statement of availability of product.
  - (D) Product quality passport (Analysis test Report) By Kazakhstan standard gost R.
3. Within 5 banking days, Buyer's bank sends Transferable Irrevocable Operative SBLC via MT760/DLCMT700 Documentary Letter Credit according to seller's fiduciary bank verbiage to seller nominated fiduciary offshore bank account for first month shipment, should buyer fail to issue payment instrument within 5 banking days, buyer will make cash deposit of \$ 550,000 by TT wire transfer for security guarantee to enable seller charter vessel and commence shipment, and this payment will be deducted from the total cost of product after inspection at discharge port, Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with the 2% Performance Bond (PB).
  - a) Copy of license to export, issued by the department of the Ministry of Energy, Kazakhstan.
  - b) Copy of Approval to Export, issued by the Ministry of Justice, Kazakhstan.
  - c) Copy of statement of availability of the product.
  - d) Copy of the refinery commitment to produce the product.
  - e) Copy of Transnet contract to transport the product to the loading port.
  - f) Copy of the port storage agreement.
  - g) Copy of the charter party agreement to transport the product to discharge port
  - h) Copy of Vessel Questionnaire 88.
  - i) Copy of Bill of Lading.
  - j) SGS Report at loading port.
  - k) Dip test Authorization (DTA) & ATB
  - l) NOR /ETA.
  - m) Certificate of Ownership Transfer.
  - n) Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy.
4. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer's discharge port within 5-25 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport HA3BA.
5. Buyer releases payment to Seller by TT/MT103 upon receipt of the shipping documents and confirmation of the Q & Q by SGS/CIQ at destination port.
6. Seller pays commission within 48 hours by swift MT103 to all intermediaries as signed NCNDA/IMPFA.

## CIF TRANSACTION PROCEDURE (B)

1. Buyer Issue ICPO.





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2. Seller Issue Draft Contract (SPA) Sales and Purchase Agreement for Both parties Final Endorsement.
3. Seller Issue to Buyer:
  - (a) CONFIRMATION / COMMITMENT LETTER TO SUPPLY.
  - (b) TANK RECEIPT.
  - (c) CERTIFICATE OF ORIGIN OF THE PRODUCT.
  - (d) STATEMENT OF AVAILABILITY OF THE PRODUCT IN RESERVOIR.
  - (e) PRODUCT PASSPORT.
4. Buyer and seller both together secure the logistic of the petroleum product to the buyer Destination port and the cost of logistic will be split (50%/50%) each party will bear his own cost T/T Wire transfer. Note buyer will jointly secures the logistic of the petroleum Product to his Destination Port/discharge port.
5. Upon finalization of the Logistics for the Delivery of the Petroleum Product to the Buyer Port of Destination/Discharge Port, Seller Commence Loading of the Petroleum Product into the Vessel Tanker (Ship) provided by buyer or Seller and Provide to Buyer the Following Proof of Product Documents and Shipment Documents;
  - \* BILL OF LADING, VESSEL DETAIL'S (Q88).
  - \* DIP TEST REPORT FOR QUALITY AND QUANTITY OF THE PRODUCT BY SGS, SAYBOLT, INTERTEK OR SIMILAR.
  - \* CERTIFICATE OF CONFORMITY OF THE PRODUCT.
  - \* CERTIFICATE OF ORIGIN ISSUED BY THE CHAMBER OF COMMERCE.
6. Upon Buyer Receipt of the Above Proof of Product Document and Shipment Document, Buyer Issue DLC MT700 or SBLC MT760 to guarantee payment for the product and Seller Issue 2%P.B.
7. Shipment Commence and Buyer Releases Payment via MT103 - T/T for the Total Cost of the Product after CIQ at Buyer Discharge port And Seller through the Ship Captain hands over all Exportation Document and Certificate of Ownership to Buyer.

## APPROVED AND NON-NEGOTIABLE TTO PROCEDURE

1. Buyer issues ICPO with exact quantity in sanitized MOU.
2. Seller issues original MOU.
3. Buyer countersigns MOU and forward back.

Upon the receipt of the countersigned MOU, seller emails the buyer the listed documents:

1. Certificate of origin.
2. Statement of product availability.
3. Product Passport (Quality and Quantity dip test analysis report).
4. Bill Of Lading.
5. Q88 of vessel.
6. Vessel Details.
7. Ullage Report.



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8. Tanker Cargo Manifest.
9. Invoice for tanker takeover fee.
10. Sanitized SGS onboard vessel Quality and Quantity Report.

5. Upon buyer receipt of documents, buyer verifies the availability of the product on high sea and makes payment within 48 hours for the title takeover of the tanker/transaction guarantee which amount to the sum of \$620,000.00 USD (six hundred and twenty thousand USD) and it will be deducted from the total product cost.

6. Upon seller's receipt of the title takeover payment, seller transfers the title to the potential buyer company's name and also re-issues all other outstanding documents to the potential buyer company's name and send via swift from seller's bank to buyer's bank to full prove the product.

7. Vessel arrives the discharge port and buyer carry out the CIQ/SGS inspection and upon a successful inspection, buyer makes the remaining payment by MT103 T/T for the full product to the seller.

## **FOB TRANSACTION PROCEDURE TANK TO VESSEL (TTV) (A)**

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 with TSA/CPA.
3. Seller registers/ legalizes the product with the ministry of energy on buyer expenses.
4. Buyer request invoice for the legalization, which amount to 53,650 dollar (USD).
5. Buyer make payment and send receipt to seller upon confirmation of buyer payment seller immediately issue access permit on buyer name for enable to conduct dip test in seller tank.
6. Upon successful dip test, Buyer Provide vessel details or Tank details, Seller shall immediately submit the (SGS) inspection Report along with the full Proof of Product (POP) to the Buyer.
7. Buyer makes 100% payment by MT103 TT wire transfer for the total product and Seller pays Commission to all intermediaries involved in the transaction within 24 hours after confirmation of the Buyer Payment.

## **FOB TRANSACTION PROCEDURE TANK TO VESSEL (TTV) (B)**

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 and ICC WARNING LETTER, Buyer Signs and returns to Seller along with NCNDA/IMFPA signed by all buyer groups with commission structures to issue the deal true Tank to Vessel.
3. Seller receives signed CI with NCNDA/IMFPA issues to Buyer (3 days) Seller tank extension payment invoice for immediate storage payment.
4. Buyer proceeds with payment and send back transfer evidence confirmation copy to Seller for confirmations and storage activations.





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5. Seller Legalized/Register PPOP documents including UDTA with the ministry of energy and issue to Buyer:

- (A) Product passport.
- (B) Certificate of Origin.
- (C) Refinery commitment Letter to supply.
- (D) Company Certificate of Incorporation.
- (E) Unconditional Dip Test Authorization (UDTA).
- (F) Fresh SGS Report.
- (G) Tank Storage Receipt (TSR).

6. Buyer verifies documents and proceeds with dip test in the Sellers tanks according to tank numbers in the TSR.

7. Buyer provides Q88 and Authorization to inject from the shipping company.

8. 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.

9. Seller commences injection into Buyer vessel and issued Injection Report to Buyer.

10. Upon the confirmation of the total quantity Injected into buyers' vessel, Buyer makes 100% payment by MT103 TT wire transfer for the total product.

11. Seller pays Commission to all intermediaries involved in the transaction within 24 hours after confirmation of the Buyer Payment.

## **FOB ROTTERDAM TANK TO TANK PROCEDURE (TTT) (A)**

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 with TSA/CPA.

3. Seller registers/ legalizes the product with the ministry of energy on buyer expenses.

4. Buyer request invoice for the legalization, which amount to 53,650 dollar (USD).

5. Buyer make payment and send receipt to seller upon confirmation of buyer payment seller immediately issue access permit on buyer name for enable to conduct dip test in seller tank.

6. Upon successful dip test, Buyer Provide vessel details or Tank details, Seller shall immediately submit the (SGS) inspection Report along with the full Proof of Product (POP) to the Buyer.

7. Buyer makes 100% payment by MT103 TT wire transfer for the total product and Seller pays Commission to all intermediaries involved in the transaction within 24 hours after confirmation of the Buyer Payment.

## **FOB ROTTERDAM TANK TO TANK PROCEDURE (TTT) (B)**

1). Buyer issue ICPO, And Company registration and Certificate and Data Page of Buyer's passport or Any ID.

2) Seller issues Contract, Commercial Invoice (CI), Buyer's Signs, and returns to seller with His TSA. Seller will complete verification on the farm of the buyer before making payment of their three (3) days tank lease payment.

3) Seller lease and pays the buyer's tank for three (3) days tank lease and buyer pays his



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- tank farm for 2 days tank storage costs, (to tailing a five (5) days TSR) After his tank farm company has received the payment from seller company three (3) days cost.
- 4) Seller releases to buyer and buyer tank farm company the injection schedule along with the notice of readiness (NOR) to commence injection of product to buyer's tank.
- 5) Seller issues the pop documents to buyer as below:
- a. Fresh SGS report.
  - b. Product Passport.
  - c. Injection Report.
  - d. Unconditional DTA.
  - e. Authorization to sell and collect (ATSC).
  - f. Authorization to verify (ATV).
- 6) Buyer conducts Dip test on the product in the buyer's tank and makes the payment for the total value of the product via MT 103 TT.
- 7) Seller pays all intermediaries involved in the transaction and subsequently, monthly shipment continues as per the terms and conditions of the sales and purchase agreement contract by buyer and seller.

**BEST REGARDS**

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**General director**

**SIGN & SEAL.**

