

ОБЩЕСТВО С ОГРАНИЧЕННОЙ  
ОТВЕТСТВЕННОСТЬЮ «BATNEFT COMPANY»  
(БАТНЕФТЬ КОМПАНИ)  
г. Бишкек, Ленинский Рн. ул. Кызыл-Кийская, д.

РН 121871-3300-ООО | ИНН 02003201210055



SOFT CORPORATE OFFER

We, BATNEFT COMPANY, as Seller with full corporate and legal responsibility make this offer indicating our willingness, readiness and ability to supply the below listed products, SPOT/LONG CONTRACT monthly basis for 12 calendar months. For first time buyers, the supply shall start with a trial shipment and followed by the monthly supplies for one year plus extension & rollover. The supply shall be from our export bulk allocation permit License, on equity/concession per the terms and condition as hereunder set forth.

TERMS AND CONDITION

Delivery: CIF, TTO  
FOB.

Origin: Krygystani.

Inspection: Quality and Quantity inspection will Be Conducted at the Loading Port by SGS or equivalent.

Payment Method: MT 103, TT WIRE, SBLC. (NOTE SBLC TO BE ACCEPTED FROM THE SECOND MONTH OF THE

SHIPMENT SCHEDULE AFTER THE TRIAL SHIPMENT IS SUCCESSFULLY CLOSED WITH FIRST TIME END

BUYER'S COMPANY ON TT PAYMENT TERMS.)

Delivery Port: Any Safe World Port.

AVAILABLE PRODUCTS

Shipment Method: Via Pipeline, Tanker Vessel, Bulk, Truck, and Rail Way.

ULSD EN590, 10 PPM & 50 PPM QUANTITY: 50,000MT and above PRICE: USD 450 Gross / 430 Net DELIVERY TERMS: CIF, FOB COMMISSION: USD 10.00 seller side & USD 10.00 buyer side Per Metric Ton	LIGHT CYCLE OIL (LCO) QUANTITY: 50,000MT and above PRICE: USD 380 Gross / 360 Net DELIVERY TERMS: CIF, FOB COMMISSION: USD 10.00 seller side & USD 10.00 buyer side Per Metric Ton
GREEN PETCOKE QUANTITY: 50,000MT and above PRICE: USD 220 Gross / 200 Net DELIVERY TERMS: CIF, FOB COMMISSION: USD 10.00 seller side & USD 10.00 buyer side Per Metric Ton	ESPO CRUDE OIL QUANTITY: 1,000,000BBL and above PRICE: USD 50 Gross / 44 Net DELIVERY TERMS: CIF, FOB COMMISSION: USD 3.00 seller side & USD 3.00 buyer side Per Barrel
AVIATION KEROSENE COLONIAL GRADE 54 QUANTITY: 1,000,000BBL and above PRICE: USD 80 Gross / 74 Net DELIVERY TERMS: CIF , FOB COMMISSION: USD 3.00 seller side & USD 3.00 buyer side Per Barrel	LIQUIDIFIED NATURAL GAS [LNG] QUANTITY: 50,000MT and above PRICE: USD 290 Gross / 270 Net DELIVERY TERMS: CIF, FOB COMMISSION: USD 10.00 seller side & USD 10.00 buyer side Per Metric Ton
JET FUEL A1 QUANTITY: 500,000 BBL and above PRICE: USD 78 Gross / USD 72 Net DELIVERY TERMS: CIF, FOB	URAL CRUDE OIL QUANTITY: 500,000 BARRELS and above PRICE: USD 50 Gross / 44 Net DELIVERY TERMS: CIF, FOB
D6 VIRGIN FUEL OIL	LIQUIDIFIED PETROLUEM GAS [LPG]

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QUANTITY: 200,000,000 GAL and above PRICE: USD 0.50 Gross / USD 0.46 Net Per Gal DELIVERY TERMS: CIF DELIVERY TERMS: CIF,FOB COMMISSION: USD 0.02 seller side &USD 0.02 buyer side Per Gallon	QUANTITY: 50,000MT and above PRICE: USD 290 Gross / 270 Net DELIVERY TERMS: CIF, FOB COMMISSION: USD 10.00 seller side & USD 10.00 buyer side Per Metric Ton
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COST, INSURANCE, FREIGHT

- The buyer issues an official ICPO, attached with the following requirements:
  - Banking details.
  - Company registration certificate.
  - Copy of an international passport.
- The seller issues draft sales and purchase agreement (SPA) and Commercial Invoice (CI) to the buyer. The buyer returns the duly signed SPA and CI within 72 hours, attached with the following requirement Proof of funds to fulfill the contractual agreement or first cargo value.
- The seller issue the below Partial POP documents.
  - Refinery Commitment to Supply.
  - Certificate of Origin.
  - Seller Certificate of Incorporation.
  - Quality and Quantity Report (Product Passport).
  - Statement of Product Availability.
  - 2% Proforma Invoice.
- The buyer deposit 2% of the total first cargo value to the seller nominated bank via MT103.
- Within 72 hours of receiving confirmation of the 280,000 \$ guarantee deposit, the seller and buyer sign the title transfer affidavit, and the title ownership certificate is issued in the buyer’s name.
- The seller charters a vessel from a renowned shipping company at its own expense. The charter party agreement is executed, the seller insure and loads the vessel, and the buyer receives notice of the consignment delivery schedule along with the nominated vessel data.
- The seller release the full Proof of Product (POP) documents to the buyer, and the seller’s bank will sends through SWIFT the original and full Proof of Product (POP) documents along with a 280 000 \$ operative performance bond (PB), to the buyer’s bank.
  - Ship Certificates.
  - Cargo Declaration.
  - Fresh Q&Q Report.
  - Charter Party Agreement.
  - Ownership Certificate.
  - Title Transfer Affidavit.
  - Product Allocation Certificate.
  - Ullage Report.
  - Notice of readiness.
  - Master’s receipt of documents.
  - Master’s receipt of samples.
  - Time Shee

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- Receipt.
  - Ship's Tank Dry/Cleanliness Certificate.
  - Customs Declaration Certificate.
  - Bill of lading.
  - Vessel Q88.
8. On receipt and confirmation of 2% operative performance bond (PB) and full Proof of Product (POP) documents, the vessel departs immediately for the buyer’s discharge port and shipment commences as per contract schedule. All parties involved sign NCNDA/IMFPA.
9. The vessel master issues Maritime Authorization to Board (ATB) and Dip Test Authorization (DTA) to the buyer's inspection team to enable buyer's agents and surveyors board the loaded vessel at the buyer's expense to conduct Quality and Quantity analysis (Q&Q).
10. On the arrival of the vessel at the discharge port and completion of Quality and Quantity analysis (Q&Q), the buyer's inspection team sends the inspection report to the buyer and the seller within 72 hours.
11. Within 72 hours of the receipt of the inspection report, the buyer makes payment for 48% of the total cargo via MT103 to the seller's nominated bank account for discharge to commence, and the remaining 50% after discharge into the buyer’s storage or vessel.
12. The seller pays all intermediaries involved within 72 hours after the receipt of payment of the product from the buyer.
13. The seller's vessel is allowed to sail.

**TITLE TAKE OVER (CIF)**

1. Buyer issues Purchase Order upon receipt and acceptance of seller's Soft Offer.
2. Seller issues Draft Sales and Purchase Agreement Contract with Commercial Invoice for buyer's review and signing.
3. Seller issues the Proof of Product documents in buyer company's name as
- MASTER'S RECEIPT FOR DOCUMENTS FOR RECEIVER & OWN USE
  - BILL OF LADING
  - CERTIFICATE OF QUANTITY (ENDORSED BY LOADING PORT SURVEYOR) D.
  - TIME SHEET/STATEMENT OF FACTS
  - MASTER'S RECEIPT OF SAMPLES
  - ULLAGE REPORT
  - SHIP'S TANK DRY/CLEANLINESS CERTIFICATE
  - FREIGHT/CARGO MANIFEST
  - NOTICE OF READINESS
  - CERTIFICATE OF ORIGIN
  - PRODUCT QUALITY PASSPORT (ANALYSIS TEST REPORT)
  - COMMITMENT LETTER TO SUPPLY THE PRODUCT
  - 5% GUARANTEE INVOICE
  - FIDUCIARY AGENT AUTHORIZATION LETTER
4. Upon receipt of the POP documents, the buyer provides their shipping agent contact information for the ship owner to open communication and issue Power of Attorney entrusting the buyer's

shipping agency to perform all needed shipping agency and freight forwarding services in the discharge ports.

5. The vessel master will issue the below documents to the buyer's shipping agency.
  - ENTRUSTMENT LETTER (from Vessel captain)
  - ETA/NOR
6. Upon receipt of the documents by the buyer shipping agency, The buyer proceeds to make the guarantee payment of 5% total cost of product within 2 banking days, (failure to make payment within this time frame will result to immediate termination of the contract) and upon receipt of buyer's payment, the 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.
8. Seller instruct vessel master to send the complete set of maritime and shipping documents to enable the buyer shipping agent file for maritime report and make all preparation to receive the vessel tanker at the destination port terminal.
9. Upon arrival of the vessel tanker at the destination port and completion of CIQ inspection, buyer pays for full cargo value via MT103/TT Wire within 48 Hours.
10. Seller pays the intermediaries involved within 72 hours after receipt of payment of the product from the buyer

## STANDARD FOB PROCEDURE

1. Buyer issues ICPO addressed to seller and TSA.
2. Seller issues commercial invoice, buyer signs and returns to seller within the validity period stipulated on the commercial invoice.
3. Seller receives a signed commercial invoice and lodges it with their bank; if approved, seller proceeds to request a tank invoice for a 2-day fee, and with the buyer's active TSR or buyer obtaining a 3-day fee, to make a total of 5-day TSR, seller makes payment to the buyer's tank farm for 2 days only. Upon confirmation of seller payment, buyer tank farm issues a 5-day TSR.
4. The seller also issues a schedule to the buyer's tank farm, and the seller proceeds to inject the product into the leased tank storage.
5. Upon successful completion of the injection of the product into the buyer's lease tank, the seller releases the following PPOP documents to the buyer:
  - PRODUCT CERTIFICATE OF ORIGIN.
  - AUTHORIZATION TO SALE AND COLLECT (ATSC)
  - PRODUCT PASSPORT.
  - DIP TEST AUTHORIZATION (UNCONDITIONAL)
  - INJECTION REPORT
  - SGS REPORTS FOR Q&Q
  - NCNDA/IMFPA
6. Upon buyer receipt of the POP, buyer inspects product with SGS agent or equivalent after buyer's successful dip test and completion of oil injection into buyer's tank.
7. The buyer makes payment for the total value of the product via MT103-TT. The seller issues ownership of the title and all export documents to the buyer.

8. seller and buyer pay intermediary fee of his/her own side involved in the transaction, and subsequently, the monthly contract shipment continues as per the terms and conditions of the sales and purchase agreement contract between buyer and seller, with the seller/buyer providing an NCNDA/IMFPA for intermediaries to sign, ensuring confidentiality and protection of all parties' interests.

LIGHT CYCLE OIL (LCO) SPECIFICATIONS

COMPONENT	UNIT	METHOD	MAX
Density 15°C	Kg/L	ASTM D4052	0.86-0.88
Color		ASTM D1500	<1.5
Flash point, PMCC	Deg C (°C)	ASTM D93	60-70
Kinematic viscosity 40°C	Mm/s	ASTM D445	<3.0
Pour point	Deg C (°C)	ASTM D97	-20.0
CFPP	Deg C (°C)	ASTM D6371	<5.0
Ash	Mass%	ASTM D482	<0.01
Sulphur	Mass%	ASTM D4294	<0.15
Carbon MCRT	% wt	ASTM D4530	<0.2
Cetane index		ASTM D4737	39-43
Moisture content	Wt ppm	ASTM D6304	<0.02
Distillation range		ASTM D86	
IBP	Deg C (°C)	ASTM D86	175-190
Distillation 50%	Deg C (°C)	ASTM D86	<280
Distillation 90%	Deg C (°C)	ASTM D86	<350
Distillation 95%	Deg C (°C)	ASTM D86	<360
Distillation EP	Deg C (°C)	ASTM D86	<370
Aromatics	% wt	IP391/HS-T50	51-55
Gross heat value		ASTM D240	>105 00

EASTERN SIBERIA-PACIFIC OCEAN OIL (ESPO CRUDE)

TEST	UNITS	METHOD	RESULT
Density at 15o C	kg/L	ASTM D 5002	0.8508
Specific Gravity at 60/60°F	kg/L	ASTM D 5002	0.8512
API gravity		ASTM D 1250	34
Kinematic viscosity at 20°C	CST	ASTM D 445	6.949
Total acid Number	mg KOH/g	ASTM D 664	<0.050
Pour Point	°C	ASTM D 5853	<=-36
Water by distillation	mass%	ASTM D 4006	0.35
Sediment by extraction	mass %	ASTM D 473	0.01

Chloride salt content	mg/dm3	GOST 21534- 75(A)	17
Organic chlorine content	mg/kg	ASTM D 4929(B)	*1
Sulphur content	mass%	ASTM D 4294	0.535
Hydrogen Sulphide	Ppm	UOP 163	less 1
Mercaptan Sulphur	Ppm	UOP 163	111
Ash content	mass %	ASTM D 482	0.011
Nickel	Ppm	IP 470	4
Sodium	Ppm	IP 470	1
Iron	Ppm	IP 470	19

DIESEL EN590 10PPM

No.	Component	Unit	Limits	Method
1	Density at 20°C	Kg/l	Min0.84-Max0.86	ASTMD4052
2	Ash content	Wt.%	Max0.01	ASTMD482
3	Chroma(white)	ASTM Color	L1.0	ASTMD1500
4	Temperature of the flash	°C	Min65°C	ASTMD93
5	Sulphur	Wt.%(Mass fraction)	≤0.01(≤10ppm)	ASTMD4294
6	Total Aromatics	Wt.%(Mass fraction)	Min51-Max56	IP391
7	CFPP	°C	Report	ASTMD6371
8	Pouring point	°C	Min-12°C	ASTMD97
9	Kinematics viscosity 50°C	Cst	2.5 - 4.5	ASTMD445
10	Distillation			
	Initial Boiling Point	°C	Max 180	ASTMD86
	50% recovered	°C	Max 280	ASTMD86
	90% recovered	°C	Max 360	ASTMD86
	Final Boiling Point	°C	Report	ASTMD86
11	Cetane number		Min41 - Max44	ASTMD4737
12	Water Content	%	0.0%	ASTMD95



13	Carbon Residue	%(Mass fraction)	<0.0%	ASTMD4530
14	Benzene	%(Volume fraction)	<0.1	ASTMD5580
15	Toluene	%(Volume fraction)	<1.0	ASTMD5580
16	Xylene	%(Volume fraction)	<1.0	ASTMD5580
17	Naphthalene	%(Mass fraction)	1.3±0.1	ASTMD2425
18	Aromatic content	%(Volume fraction)	51±1	ASTMD1319
19	Olefin content	%(Volume fraction)	29	ASTMD1319
20	Saturated hydrocarbon Content	%(Volume fraction)	41	ASTMD1319

LIQUIFIED NATURAL GAS (LNG) SPECIFICATIONS

Components/ substance	UNIT	MIN	MAX
ETHANE	%		9.2 Mol
METHANE	%	85.0 Mol	9.6 Mol
PROPANE	%		3.00 Mol
BUTANES	%		2.00 Mol
PUTANES	%		0.25 Mol
NITROGEN	% 1.0 Molecular		
TOTAL SULPHUR		10PPM (W)	
Max variation in Wobble index (WI) {WI=LHV (Volumetric Basis / (specific Gravity w.r.t Air)0.5}		+/- 5.0 %	
SULPHUR IN HYDROGEN SULPHIDE			
CONTAMINANTS			
(a) Trace Metals			
i. pb +Zn	0.50 Ppm (W)		
ii. Vanadium	0.50 Ppm (W)		
iii. calcium	2.0 Ppm (W)		
iv. magnesium	2.0 Ppm (W)		
(b) Liquid content		0.0 NIL	
(c) Solids/ Particulates			
i. Total for particle size up to 10microns	---		
li For 2 microns <d < 10micron	20.0 Ppm (W)		
iii For particles size > 10 micron	1.50 Ppm (W)		
(d) Moisture 122kg/million SCM			

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Acoatylene (C2H2)	1.00% (V)
Hydrogen content	0.10% (V)

GREEN PETCOKE SPECIFICATIONS

Element	Typical
Sulphur (%)	0.56
Ash (%) at 1300 deg C	0.31
Moisture (%)	6.40
Real Density (g/cm3)	2.10
Oil Content (%)	7.20
Volatile Matter at 850 deg C	9.40.
Iron, Fe (ppm)	220
Silicon, Si (ppm)	245
Vanadium, V (ppm)	84
Calcium, Ca (ppm)	120
Sodium, Na (ppm)	96
Nickel, Ni (ppm)	42
Particle Size> 8 mm	45.60

**NOTE:** The ICPO/LOI must be in buyer’s letterhead with authorized signatory and stamp. It is mandatory that the document carries the buyer’s bank and bank officer’s contact information. The names and positions of the Company representative signing the LOI/ICPO must be clearly indicated. Otherwise, the document has no legal value; the documents must be fresh (recent date - the most 1-3 days old max.) The letterhead of the Company requesting the commodity must correspond to the Bank Account Holder on the banking information provided.

The ICPO must be addressed to the seller BATNEFT COMPANY ". VIA “Nathan McClure“ as seller representative and must carry the seller’s approved procedures as shown above. If your documents do not pass these verification points, please discuss them with your Buyers and get them corrected. This will save time in our process.

We look forward to a successful business relationship with your esteemed company.

Sign and Seal by:  
Mr. AbdamitovKylychbekSeitgazyevich  
GeneralDirector

