



ТОО "УРАЛ ОЙЛ ЭНД ГАЗ"

АДРЕС: 090000, г. Уральск, ул.
С.Ескалиева, 179 3 этаж
(КАТО:271010000)

БИН: 020740001948
РНН: 600700234724
ОКПО: 39615321

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келісім-шарт № _____

To: Buyers/Buyer's Mandate

SOFT CORPORATE OFFER

We, УРАЛ ОЙЛ ЭНД ГАЗ" a reputable and one of the largest refinery and producers of petroleum products in Kazakhstan with full legal responsibility, under penalty of perjury hereby issue this Soft Corporate Offer with given terms and conditions as stated below.

We hereby confirm our readiness, willingness and ability to execute a Sales and Purchase Agreement with the below terms and procedures with your company.

PRODUCT

PRODUCT	GREEN PETCOKE
ORIGIN	KAZAKHSTAN
QUANTITY	20,000 – 300,000 MT. per Month x 12 Months
PRICE	CIF PRICE- \$245 GROSS/ \$235 NET Per MT FOB PRICE-\$220 GROSS/\$210 NET Per MT

PRODUCT	EN590, 10 PPM
ORIGIN	KAZAKHSTAN
QUANTITY	20,000 - 300,000 MT Per Month x 12 Months
PRICE	CIF PRICE - \$470 GROSS/ \$460 NET Per MT FOB PRICE-\$450 GROSS/\$440 NET Per MT

PRODUCT	ESPO CRUDE OIL
ORIGIN	KAZAKHSTAN
QUANTITY	500,000 – 3,000,000 Bbl. per Month x 12 Months
PRICE	CIF PRICE- \$52 GROSS/ \$48 NET Per BBL FOB PRICE-\$46 GROSS/\$42 NET Per MT

PRODUCT	LIGHT CYCLE OIL (LCO)
ORIGIN	KAZAKHSTAN
QUANTITY	20,000 MT – 200,000 MT Per month X 12
PRICE	PRICE - \$290 GROSS / \$280 NET Per MT FOB PRICE-\$270 GROSS/\$260 NET Per MT

PRODUCT	LIQUEFIED PETROLEUM GAS (GOST 20448 - 90)
ORIGIN	KAZAKHSTAN
QUANTITY	50,000 - 300,000 MT Per Month x 12 Months
PRICE	PRICE - \$290 GROSS / \$280 NET Per MT FOB PRICE-\$270 GROSS/\$260 NET Per MT



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PRODUCT	LIQUEFIED NATURAL GAS (GOST 5542-87)
ORIGIN	KAZAKHSTAN
QUANTITY	50,000 MT – 300,000 MT Per month X 12
PRICE	PRICE - \$250 GROSS / \$240 NET Per MT FOB PRICE-\$230 GROSS/\$220 NET Per MT

PRODUCT	MAZUT 100 (GOST –10585-75 & 10585-99)
ORIGIN	KAZAKHSTAN
QUANTITY	50,000 MT – 300,000 MT Per month X 12
PRICE	PRICE - \$220 GROSS / \$210 NET Per MT FOB PRICE-\$210 GROSS/\$200 NET Per MT

PRODUCT	JET FUEL A1
ORIGIN	KAZAKHSTAN
QUANTITY	500,000 – 3,000,000 Bbl. per Month x 12 Months
PRICE	CIF PRICE- \$80 GROSS/ \$76 NET Per BBL FOB PRICE-\$76 GROSS/\$74 NET Per MT

PRODUCT	JET FUEL AVIATION KEROSENE COLONIAL GRADE 54 (JP54)
ORIGIN	KAZAKHSTAN
QUANTITY	500,000 – 3,000,000 Bbl. per Month x 12 Months
PRICE	CIF PRICE- \$80 GROSS/ \$76 NET Per BBL FOB PRICE-\$76 GROSS/\$74 NET Per MT

PRODUCT	D6 VIRGIN FUEL OIL
ORIGIN	KAZAKHSTAN
QUANTITY	100,000,000 GALS – 800,000,000 GALS. per Month x 12 Months
PRICE	CIF PRICE- \$0.60 GROSS/ \$0.56 NET Per GALS FOB PRICE-\$0.56 GROSS/\$0.52 NET Per GALS

TERMS OF TRANSACTION

DELIVERY	CIF SOUTH EAST ASIA, FOB ROTTERDAM, FOB HOUSTON, FOB JURONG PORT, TTO CHINA.
PAYMENT TERM	MT 103, TT WIRE
ORIGIN	KAZAKHSTAN
INSPECTION	ANY UNIVERSALLY ACCEPTED Q&Q INSPECTION COMPANY
COMMISSION	TO BE SHARED 50% EACH BY BOTH SIDES



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PROCEDURES

TRANSACTION PROCEDURE (CIF)

1. Buyer issues ICPO upon receipt of Soft Corporate offer.
2. Seller issues Draft Sales and purchase Agreement to buyer, Buyer returns signed contract to Seller
3. Seller and Buyer agree on final destination of first shipment and the shipping company issues the charter party agreement. Seller issues the below Partial POP documents;
 - (a) Refinery Commitment to Supply
 - (b) Certificate of Origin
 - (c) Seller Certificate of Incorporation
 - (d) Quality and Quantity Report (Product Passport)
 - (e) Statement of Product Availability
4. Buyer deposit 3% of total first shipment value to seller nominated bank via TT Wire.
5. Within 48hrs of the 3% guarantee deposit confirmation, the Charter Party Agreement and Title Transfer Affidavit will be signed and seller will release full POP document and 2% PB to buyer's bank;
 - (a) Ship Certificates
 - (b) Cargo Declaration
 - (c) Fresh Q&Q Report
 - (d) Charter Party Agreement
 - (e) Ownership Certificate
 - (f) Title Transfer Affidavit
 - (g) Product Allocation Certificate
 - (h) Ullage Report
 - (i) Notice of Readiness
 - (j) Customs Declaration Certificate.
 - (k) Bill of lading
 - (l) vessel Q88
6. All Parties involved sign NCNDA/IMFPA. Cargo is insured and Shipment commences as percontract schedule.
7. Within 48 hours of Vessel arrival, buyer release full payment via MT103 deducting all paid expenses after CIQ inspection at the destination port.
8. Seller pays all intermediaries.



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TRANSACTION PROCEDURES (TTO)

1. Buyer issues official ICPO with banking details and company registration certificate.
2. Seller issues Draft contract for both parties to sign, within 24 hours buyer signs and send back with guarantee letter and proof of funds to fulfil the contractual agreement.
3. Seller issues the Proof of Product documents in buyer company's name as listed below;
 - 3-1. Certificate of Origin.
 - 3-2. Product quality passport (Analysis test Report)
 - 3-3. Commitment to Supply.
 - 3-4. Bill of Lading.
 - 3-5. Cargo Manifest.
 - 3-6. Vessel Q88.
 - 3-7. Certificate of Quality and Quantity.
 - 3-8. Maters' Receipt of Documents.
 - 3-9. Master's Receipt of Samples.
4. Upon receipt of the POP documents, the buyer provides their shipping agent contact information for the ship owner to open communication, issue a Notice of Readiness (NOR) and Power of Attorney to buyer's shipping agent entrusting them to perform all needed shipping agency and freight forwarding services in the discharge port.
5. Buyer makes a guarantee deposit of 5% of the total product value via MT103 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.
6. Seller and Buyer signs the title transfer affidavit and the title ownership certificate is issued in the buyer's company name.
7. Seller instruct vessel master to countersign the shipping agent Power of Attorney and proceed 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.
8. Upon arrival of the vessel tanker at the destination port and completion of CIQ Inspection, buyer pay the remainder 95% of the total product value via MT103/TT Wire within 48Hours.
9. Seller pays the intermediaries involved within 72 hours after receipt of payment of the product from the buyer.



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FOB STANDARD PROCEDURE TANK TO TANK

1. BUYER ISSUES OFFICIAL ICPO ADDRESSED TO THE REFINERY OR REPRESENTATIVE.
2. SELLER ISSUES COMMERCIAL INVOICE (CI), BUYER SIGNS AND RETURNS THE SIGNED INVOICE TO THE SELLER, ALONG WITH TSA.
3. SELLER ISSUES TO THE BUYER THE PARTIAL PROOF OF PRODUCT DOCUMENTS:
 - A. ATSC - AUTHORITY TO SELL AND COLLECT
 - B. DTA - DIP TEST AUTHORIZATION
 - C. PRODUCT PASSPORT - PRODUCT ANALYSIS REPORT FROM A RENOWNED INSPECTION COMPANY.
 - D. STATEMENT OF PRODUCT AVAILABILITY
 - E. COMMITMENT LETTER TO SUPPLY
 - F. CERTIFICATE OF ORIGIN
 - G. ATV – AUTHORITY TO VERIFY THE EXISTENCE OF PRODUCT VIA EMAIL OR PHONE CALL TO THE STORAGE FACILITY.
4. BUYER EXTENDS SELLER’S TANK AND RECEIVES FULL GPS COORDINATES OF THE TANKS, HUB NUMBERS, TERMINAL ACCESS PERMIT AND DIP TEST IS CONDUCTED IMMEDIATELY WITH BUYER’S TEAM TO OBTAIN FRESH SGS REPORT.
5. AFTER A SUCCESSFUL DIP TEST IN SELLER’S TANKS, BUYER TAKES OVER SELLER’S TANK OR SELLER INJECTS INTO BUYER’S VESSEL / TANK AND BUYER CONDUCTS ITS DIP TEST INSPECTION FOR Q & Q OF THE PETROLEUM PRODUCTS ABOARD VESSEL.
6. BUYER AFTER A SUCCESSFUL Q & Q DIP TEST ON THE PRODUCT, THE BUYER MAKES THE PAYMENT FOR THE TOTAL VALUE OF THE PRODUCT INJECTED INTO THE TANKS THROUGH THE MEANS OF MTI03 - TT.
7. UPON SELLER RECEIVES THE PAYMENT FOR THE PRODUCT FROM THE BUYER, THE SELLER ISSUES TO THE BUYER THE TITLE OWNERSHIP OF THE PRODUCT AND ALL EXPORTING DOCUMENTS OF THE PRODUCT.
8. THE SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION.

FOB FUJAIRAH / JURONG PORT– DIP AND PAY PROCEDURE

1. Buyer issues ICPO.
2. Seller issues Commercial Invoice (CI), buyer signs and returns back to seller.
3. Seller issues to buyer the next documents:
 - a. ATSC
 - b. DTA
 - c. PRODUCT PASSPORT
 - d. AVAILABILITY OF PRODUCT
4. Buyer extends seller tanks for two days and dip test is conducted immediately on seller's account.
5. Seller injects into buyer's vessel and buyer conducts its own DIP TEST Inspection for Q & Q of the Petroleum Products
6. Buyer successful Q & Q Dip test on the product, buyer makes the payment for the total value of product injected into the tanks through of MTI03 - TT.

FREE ON BOARD (FOB)

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.

SPECIFICATION	<u>GREEN PETCOKE</u>				
	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			
	<u>DIESEL EN590 10PPM</u>				
	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
(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
<u>LIGHT CYCLE OIL (LCO)</u>			
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

SELLERS VERIFIED TANK FARM /ROTTERDAM/JURONG/FUJAIRAH/HOUSTON

<u>COMPANY NAME:</u>	<u>CECIL TANK FARM LLC</u>
<u>TANK FARM OPERATOR</u>	<u>MR. MARK FERNANDO</u>
<u>PHONE NO:</u>	<u>+1-585-551-1077</u>
<u>EMAIL:</u>	<u>office@ceciltankfarmllc.com</u>
<u>WEBSITE:</u>	<u>www.ceciltankfarmllc.com</u>

<u>COMPANY NAME:</u>	<u>TERMINAL PLANTA</u>
<u>TANK FARM OPERATOR</u>	<u>Mrs. Hanna Zielińska</u>
<u>PHONE NO:</u>	<u>+48-780-98-400</u>
<u>EMAIL:</u>	<u>storage@terminalplanta.com</u>
<u>WEBSITE:</u>	<u>www.terminalplanta.com</u>



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<u>COMPANY NAME:</u>	<u>NANTUCKET TANK FARM LLC</u>
<u>TANK FARM OPERATOR</u>	<u>Mr. Davis Hernandez</u>
<u>PHONE NO:</u>	<u>+1-210-756-7776</u>
<u>EMAIL:</u>	<u>info@nantuckettankfarmllc.com</u>
<u>WEBSITE:</u>	<u>www.nantuckettankfarmllc.com</u>

NOTICE

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 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:
IMANDOSOV AMAN GALIMZHANOVICH
General Director

