

Date: 5<sup>st</sup> January ,2025  
6 MONTHS VALIDITY  
To: Whom it may Concern

We **LLC " LDK COMPANY "** in Collaboration with our Business partners, hereby issue this binding offer with full Corporate responsibility; we confirm and certify that Seller have the intention and capacity to supply the commodities according to the terms and conditions herein stipulated. We Confirm and Certify that. We have the intention and Capacity to Supply the product listed below according to the non-negotiable procedure terms and Conditions

### AVAILABLE PRODUCTS

**MAZUT M100 : Monthly Quantity:** 50,000MT- 1,000,000MT.Price per MT: FOB \$320 Gross/\$310 Net. CIF \$330 Gross / \$320 Net.  
Commission: \$5/\$5.

**D2GAS OIL : Monthly Quantity:** 50,000MT–1,000,000MT.Price Per MT: FOB \$320 Gross/\$310 Net. CIF \$330 Gross / \$320 Net. Commission: \$5/\$5.

**LIQUEFIED PETROLEUM GAZ. 50% PROPANE & 50%BUTANEMIX:** Monthly Quantity: 20,000 MT-500,000 MT. Price Per MT: FOB \$330 Gross / \$320 Net. CIF \$340 Gross / \$330 Net. Commission: \$5/\$5.

**LIQUEFIED NATURAL GAZ. :** Monthly Quantity: 20,000MT–500,000MT Price Per MT: FOB \$330 Gross / \$320 Net. CIF \$340 Gross / \$330 Net. Commission: \$5/\$5.

**AVIATIONKEROSENE COLONIAL GRADE 54 JET FUEL :** Monthly Quantity: 500,000BBLs-10,000,000BBLs, Price Per Barrel: FOB \$60 Gross/\$56 Net. CIF 64 Gross/ \$60 Net Commission: \$2/\$2.

**DIESEL FUEL EN590:** Monthly Quantity: 10,000MT - 300,000MT, Price Per MT: FOB \$320 Gross/\$310 Net. CIF \$330 Gross / \$320 Net. Commission: \$5/\$5 Per MT.

**AUTOMOTIVE GAS OIL (AGO):** Monthly Quantity: 50,000MT-500,000MT Price Per MT: FOB \$330 Gross / \$320 Net. CIF \$340 Gross / \$330 Net. Commission: \$5 / \$5.

**JET FUEL A1 91/91: Monthly Quantity:** 500,000BBLs–10,000,000BBLPrice Per BBL: FOB \$60 Gross/\$56 Net. CIF 64 Gross/ \$60 Net Commission: \$2/\$2.

**BITUMEN OF ALL SPECIFICATIONS: Monthly Quantity:** 5,000MT-150,000MT Price Per MT: FOB \$330 Gross / \$320 Net. CIF \$340 Gross / \$330 Net. Commission: \$5/\$5.

**EURO 4, 5: Monthly Quantity:** 10,000MT - 300,000MT, Price Per MT: FOB Price: \$320 Gross / \$310 Net PER MT. CIF Price: \$330 Gross/ \$320 Net. Commission: \$5/\$5 Per MT.

**GASOLINE 95 OCTANES: Monthly Quantity:** 50,000MT-500,000MT Price Per MT: FOB \$330 Gross/\$320 Net. CIF \$340 Gross / \$330 Net. Commission: \$5 / \$5.

**EXPORT BLEND CRUDE OIL GOST 9965-76:** Monthly Quantity: 500,000BBL- 10,000,000BBL Price Per BBL: FOB \$60 Gross/\$56 Net. CIF \$64 Gross /\$60 Net. Commission: \$2/\$2.

**DI-AMMONIUM PHOSPHATE (DAP) :**Monthly Quantity: 25,000 MT-100,000MT Price Per MT: CIF \$280 Gross /\$270 Net. Commission: \$5/\$5.

**UREA N46 GRANULAR AND PRILLED :** Monthly Quantity: 25,000 MT-100,000MT Price Per MT: CIF \$340 Gross /\$330 Net. Commission: \$5/\$5.

**DIESEL D6 VIRGIN LOW POUR FUEL OIL :** Min. Quantity: 25,000,000 Gallon. Max. Quantity : 50.000.000 Gallon Per Week, FOB Price: \$0.57 Gross/\$0.55 Net Per Gallon, CIF Price: \$0.59 Gross/\$0.57 Net FOB Price. Commission: 0.1 Seller Side/0.1 Buyer Side.

**LIGHT CRUDE OIL:** Monthly Quantity: 50,000MT - 300,000MT, Price Per MT: FOB \$330 Gross / \$320 Net. CIF \$340 Gross / \$330 Net. Commission: \$5/\$5 Per MT.

**PETCOKE :** Monthly Quantity: 25,000 MT-100,000MT Price Per MT: CIF \$130 Gross /\$120 Net. Commission: \$5/\$5.

**ESPO: Monthly Quantity:** 500,000BBL- 10,000,000BBL Price Per BBL: FOB \$64 Gross/\$60 Net. CIF \$68 Gross /\$64 Net. Commission: \$2/\$2.

#### **TERMS OF NEGOTIATION**

<b>Origin:</b>	<i>Kazakhstan Origin available / Russian Origin available</i>
<b>Delivering port:</b>	<i>ASWP</i>
<b>Incoterms:</b>	<i>FOB/CIF</i>
<b>Loading Port:</b>	<i>Aktau Port/ Novorossiysk / Vladivostok / Primorsk / Nakhodka / Rotterdam or any other safe World Port.</i>
<b>Payment Terms:</b>	<i>MT103 T/T Telegraphic Transfer</i>
<b>Inspection:</b>	<i>SGS or Similar</i>
<b>Commission:</b>	<i>Seller's Mandate on Seller Side 50% &amp; Buyer's Mandate on Buyer Side – 50% Percent accordingly.</i>
<b>Insurance:</b>	<i>Paid by Seller, covering 110% of Shipment Value</i>

### **CIF TRANSACTION PROCEDURE**

1. Buyer issues Purchase Order upon receipt in acceptance of seller's Soft Offer.
2. Seller issues Draft Sales and Purchase Agreement Contract for buyer's review and signing.
3. Seller send's partial POP to Buyer via email:
  - (a) Statement of Availability of Product
  - (b) Commitment to Supply
  - (c) Product Passport
  - (d) Company Registration Certificate
  - (e) Product Allocation Export License
4. Seller appoints the shipping company
  - (a) Seller and buyer pays the cost fee of chartering the Vessel to the shipping company
  - (b) Upon confirmation of the payment for the chartering cost fee of the vessel to the shipping company, seller and buyer proceeds to sign the charter Party Agreement with the shipping Company. Buyer and Seller pay to the shipping company for transporting of the product to buyer's final discharge port.
5. Seller swift the full POP and 2% Performance Bond to buyer's bank. Buyer's Bank swift in return, the Irrevocable Non Transferable Documentary Letter of Credit to the Seller's Bank
6. Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port and after SGS/Q&Q or Equivalent inspection immediately Buyer's Bank releases the Total value of the shipping to Seller's Bank within 48hours (two banking days) By MT103.
7. Buyer / Seller pays all intermediaries involved in transaction as per IMFPA within 48 hours.

### **CIF TRANSACTION PROCEDURE OPTION (B)**

1. BUYER ISSUES ICPO WITH LETTER OF ACCEPTANCE TO SELLER UPON RECEIPT OF SOFT CORPORATE OFFER AND PRODUCE LETTER OF ACCEPTANCE PAYMENT ON ALLOCATION OF MINISTRY OF ENERGY
  2. SELLER ISSUES SALES PURCHASE AGREEMENT, (SPA) AND OPEN FOR AMENDMENT, BUYER SIGNS AND RETURNS BACK THE SIGNED SPA TO SELLER WITH THE OFFICIAL ACCEPTANCE LETTER FOR \$90,000.00 USD OF THE PAYMENT OF ALLOCATION PROCUREMENT FEE.
  3. THE SELLER ISSUES PAYMENT INVOICE UNDER FIDUCIARY COMPANY FOR THE ALLOCATION PROCUREMENT WITH LETTER OF AUTHORIZATION TO BUYER REMITTING THE PAYMENT UNDER FIDUCIARY ACCOUNT (BANKING PURPOSE). UPON EXECUTED BY THE BUYER AND CONFIRMATION OF THE PAYMENT THE SELLER ISSUE THE FOLLOWING PPOP DOCUMENTS. SELLER ISSUE LETTER OF AUTHORIZATION TO BUYER REMITTING THE PAYMENT UNDER FIDUCIARY ACCOUNT (BANKING PURPOSE). SELLER ISSUE LETTER OF COMMITMENT DELIVERY AND GUARANTEE OF THE PRODUCT TO BUYER
- A. SELLER IRREVOCABLE COMMITMENT TO SUPPLY

- B. STATEMENT OF AVAILABILITY OF PRODUCT
  - C. CERTIFICATE OF ORIGIN
  - D. COMMERCIAL INVOICE FOR THE FIRST VALUE SHIPMENT
4. BUYER REVIEWS DRAFT AGREEMENT AND THEN RETURNS TO SELLER SIGN IN WORD FORMAT AND PDF FORMAT, SELLER ACKNOWLEDGED AND SUBMIT THE CONTRACT TO THE MINISTRY OF ENERGY FOR LEGALIZATION ON SELLER EXPENSES.
5. UPON THE CONFIRMATION OF THE LISTED PARTIAL PPOP, BUYER BANK ISSUES IRREVOCABLE, NON OPERATIVE, NON-TRANSFERABLE, INDIVISIBLE LETTER OF CREDIT (SBLC FROM FOREIGN COUNTRY) 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 7 WORKING BANKING DAYS, BUYER WILL MAKE CASH DEPOSIT OF \$310,000 USD 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, OR LEGAL ACTION WILL BE TAKEN AGAINST BUYER FOR DEFAULT.
6. SELLER IS NOT ALLOWED DELIVERING TTO CARGO FOR BUYER FOR THE FIRST SHIPMENT. TTO CARGO ONLY ABLE TO OFFER TO BUYER AFTER COMPLETING FIRST TRIAL SHIPMENT WITH CONCERN OF BUYER BEFORE SELLER COMMITTING ANY TTO SHIPMENT.
7. SELLER'S BANK REPLIED WITH 2% PB TO ACTIVATE THE LETTER OF CREDIT ISSUED BY THE BUYER BANK. SELLER'S BANK ISSUES FULL POP DOCUMENTS TO THE BUYER'S BANK ALONGSIDE WITH 2% PERFORMANCE BOND (PB2%).
- a) COPY OF LICENSE TO EXPORT, ISSUED BY THE DEPARTMENT OF THE MINISTRY OF ENERGY ,
  - b) COPY OF APPROVAL TO EXPORT, ISSUED BY THE MINISTRY OF JUSTICE.
  - 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

8. SHIPMENT COMMENCES AS PER SIGNED CONTRACT DELIVERY SCHEDULE AND THE SHIPMENT SHOULD ARRIVE AT BUYER' DISCHARGE PORT WITHIN 5-24 DAYS. THE SGS INSPECTION WILL BE BORNE BY THE SELLER AT THE LOADING SEAPORT AND BUYER AT THE UNLOADING SEAPORT. SELLER HAS TO NOTIFY BUYER 24 HOURS BEFORE LOADING THE CARGO INTO VESSEL.

9. BUYER'S BANK UPON ARRIVAL OF THE CARGO AT THE DISCHARGE PORT, PAYMENT WILL BE MADE FOR THE PRODUCT BY THE BUYER VIA MT103 WITHIN 48 BANKING HOURS AFTER (Q& Q) OR CIQ REPORT INSPECTION AT DISCHARGE PORT

### **FOB TANK TO VESSEL TRANSACTION PROCEDURE**

1. Buyer issues ICPO, company Registration certificate, and data page of buyer's passport
2. Seller issues Commercial Invoice (CI) for buyer's endorsement, alongside with passport product (Quality Certificate)
3. Buyer signs and returns the CI to Seller
4. The seller issues the readiness to inject and UDTA with ATV, ASTC to buyer
5. The buyer contacts the seller tank Administrator to execute the Quality and Quantity And buyer pays register fee in the tank farm Terminal prior to inspection.  
(NOTE: The Tank Farm registration fee is Deductible from the total cost product)
6. Upon the successful Dip Test Inspection in the Seller's tank, the buyer submits NOR from his shipping Company and Seller injects the product into the buyer's vessel.
7. The Seller releases the complete POP documents to the Buyer, including the following documents \* Resource Confirmation Letter (issued by the end-refinery)
8. The buyer issues 100% payment for the total product by MT103/TT Telegraphic Transfer to the Seller.
9. The Seller transfers the product title with the complete POP Documents to the buyer and pays the commission to all intermediaries involved as per Master Fee Agreement.
10. The Seller issues annual (12 months) delivery contract for buyer to review and acceptance

### **FOB TANK TO TANK TRANSACTION PROCEDURE**

- 1) Buyer issues ICPO alongside with their signed TSA.
- 2) Seller issues Commercial Invoice (CI) For Buyer to sign and return, while seller verifies buyer's TANK FARM.
- 3) Upon successful verification of Buyer's TANK FARM the Refinery makes 3days tank lease payment to the buyer tank farm for the Injection Process, while Buyer pays his TANK FARM Company for 2 days tank storage costs making a complete 5 days storage payment (totaling) 5days TSR.
- 4) Upon both payments confirmations by the buyer's TANK FARM company Seller injects into buyer's tank and issues SGS, ATV and Unconditional DTA.
- 5) Buyer conducts Dip Test and makes the payment for the total value of product injected into the

tanks through the means of MT103-TT.

6) Seller pays all intermediaries involved in the transaction, and subsequently monthly shipment continues as per terms and Conditions of the sales and purchase agreement contract between buyer and seller.

### **TTO TRANSACTION PROCEDURE**

1. Buyer issue official ICPO to the exact quantity in the sanitized MOU;
- 2 Seller issues original MOU;
- 3 Buyer counter sign the MOU and forward back;
- 4 Buyer pay for the allocation procurement of the first delivery which cost is 55,000 USD
- 5 Upon receipt of the countersigned original MOU from the Buyer, Seller emails to the Buyer the listed documents issued in the name of the initial Buyer as stated in the MOU;
  - a) Certificate of Product Origin;
  - b) Product Passport (Quality and Quantity Dip Test Analysis Report;
  - c) Bill of Lading;
  - d) Cargo Manifest
  - e) Tanker Vessel Q88;
  - f) Vessel Details
  - g) Ullage Report;
  - h) Invoice for Title Take Over
- 6 Upon Buyer receipts of the documents, Buyer verifies the availability of the Product on high sea and makes payment within 72 hours for the Title Take Over;
- 7 Upon Seller receipt of the Title Take over payment, Seller transfers the title to the Potential Buyer's company name and also re-issues all outstanding documents to the potential Buyer's company name and sends via swift from Seller's bank to Buyer's bank the Full Proof of Product.
- 8 Vessel arrives Buyer's Discharge Port and Buyer carries out the CIQ/SGS inspection and upon successful inspection Buyer pays by MT103 TT Wire Transfer for the full Product to the Seller. The title take over payment will be deducted when Buyer is paying for the full product.



ROPE NURSULTAN BAURJANULY

CEO