



LIMITED LIABILITY COMPANY "OILNAVIGATOR"

Address: 124617, Moscow city, Zelenograd city, room 1445, apt. 143

OGRN: 1167746807997 INN: 7723469453 KPP: 773501001

Email: llc_oilnavigator@inbox.ru Telephone: +7-991-759-4287

Date Issued: 04TH January 2025

Expiry Date 31 July 2025

**TO: Capable Buyers/Buyer's
Mandates**

REF NO: LLC/ONT-25510/2025

SOFT CORPORATE OFFER

WE, LLC "OILNAVIGATOR", HEREBY ISSUE THIS SOFT CORPORATE OFFER ON BEHALF OF OUR END SELLER/ REFINERY WITH GIVEN TERMS AND CONDITIONS AND CONFIRM SELLER/REFINERY'S READINESS AND WILLINGNESS TO SUPPLIER UPON ACCEPTANCE OF OUR TERMS AND CONDITIONS

ORIGIN:

KAZAKHSTAN

LOADING PORTS (KAZAKHSTAN PORTS): BATUMI, KURYK, BAUTINO, AKTAU, PAVLODAR, ATYRAU ROTTERDAM PORT (NETHERLANDS) & HOUSTON (USA) JURONG, FUJIARAH NINGBO

DELIVERY TERMS: CIF / FOB / TTT / TTV/TTO

PAYMENT TERMS: T/T WIRE TRANSFER / MT103 / SBLC / DLC

DESTINATION PORTS: ANY SAFE WORLD PORT (ASWP)

INSPECTION: CIQ / SGS OR SIMILAR

CONTRACTUAL PERIOD: SPOT / 12 MONTHS CONTRACT + ROLLS / EXTENSION

PRODUCTS

HIGH SPEED DIESEL EURO 4 GRADE (GASOLINE)

LIFTABLE QUANTITY: 50.000 METRIC TONS

FOB PRICES: GROSS US \$ 370 / NET US \$ 360 PER MT

CIF PRICES: GROSS US \$ 380 / NET US \$ 370 MT

Commission: Buyer \$5 / Seller \$5

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

LIFTABLE QUANTITY: 1,000.000 BBLs

CIF PRICES: GROSS US \$ 84 / NET US \$ 82 BBL

FOB PRICES: GROSS US \$ 82 / NET US \$ 81 BBL

Commission: Buyer \$1 / Seller \$1



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AVIATION FUEL FOR GAS TURBINE ENGINES (JETA1)

LIFTABLE QUANTITY: 1,000.000 BBLs ROLL OVER TO 3,000.000 BBLs

MONTHLY CIF PRICES: GROSS US \$ 82/ NET US \$ 80 BBL

FOB PRICES: GROSS US \$ 80/ NET US \$ 78 BBL

Commission: Buyer \$1.5 / Seller \$1.5

VIRGIN D6 FUEL OIL KAZAKSTAN

LIFTABLE QUANTITY: 100 000 000 GALLONS

CIF PRICES: GROSS US \$ 2.64 / NET US \$ 2.54 GALLONS

FOB PRICES: GROSS US \$ 2.10 / NET US \$ 2.0 GALLONS

Buyer \$0.5 cent Seller \$0.5cent

LIQUEFIED NATURAL GAS (LNG) KAZAKSTAN

LIFTABLE QUANTITY: 50.000 METRIC TONS

FOB PRICES: GROSS US \$ 380 / NET US \$ 370 PER MT

CIF PRICES: GROSS US \$ 390 / NET US \$ 380 MT

Commission: Buyer \$5 / Seller \$5

LIGHT CYCLE OIL (LCO) KAZAKHSTAN

Quantity: Minimum 50,000 MT Trial Shipment / Maximum: 500,000 MT Monthly.

CIF Price: \$410 Gross / \$400 Net

FOB Price: \$400 Gross / \$390 Net

Commission: \$5 / \$5

VIRGIN D2 FUEL OIL

Quantity: Minimum: 10,000,000 MT Trial Shipment / Maximum: 30,000,000 MT Monthly.

CIF Price: \$USD 400/ \$390 PER MT

FOB Price: \$390 Gross / \$380 Net

Commission: \$5/\$5

East Siberia-Pacific Ocean (ESPO) KAZAKHSTAN

Quantity: Minimum 1,000,000 BBLs Trial Shipment / Maximum: 5,000,000 BBLs Monthly

CIF PRICES: GROSS US \$ 70/ NET US \$ 67 BBL

FOB PRICES: GROSS US \$ 69/ NET US \$ 66 BBL

Commission: Buyer \$1.5 / Seller \$1.5

PETROLUEM COKE (PETCOKE) KAZAKSTAN

LIFTABLE QUANTITY: 50.000 METRIC TONS

FOB PRICES: GROSS US \$ 95 / NET US \$ 90 PER MT

CIF PRICES: GROSS US \$ 94 / NET US \$ 89 MT

Commission: Buyer \$2.5 / Seller \$2.5



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LIQUEFIED PETROLEUM GAS (LPG)

LIFTABLE QUANTITY: 50.000 METRIC TONS

FOB PRICES: GROSS US \$ 390 / NET US \$ 380 PER MT

CIF PRICES: GROSS US \$ 400 / NET US \$ 390 MT

Commission: Buyer \$5 / Seller \$5

ULTRA LOW SULPHUR DIESEL FUEL (EN590 10PPM/50PPM KAZAKHSTAN)

Quantity: Minimum 50,000 MT Trial Shipment / Maximum: 500,000 MT Monthly.

CIF Price: \$430 Gross / \$420 Net

FOB Price: \$420 Gross / \$410 Net

Commission: \$5 / \$5

BITUMEN

LIFTABLE QUANTITY: 50.000 METRIC TONS

FOB PRICES: GROSS US \$ 390 / NET US \$ 380 PER MT

CIF PRICES: GROSS US \$ 380 / NET US \$ 370 MT

Commission: Buyer \$5 / Seller \$5

VIRGIN BASE OIL-SN150

LIFTABLE QUANTITY: 50.000 METRIC TONS

CIF PRICES: GROSS US \$ 370 / NET US \$ 360 MT

FOB PRICES: GROSS US \$ 360 / NET US \$ 350 PER MT

Commission: Buyer \$5 / Seller \$5

NAPHTHA

LIFTABLE QUANTITY: 50.000 METRIC TONS

CIF PRICES: GROSS US \$ 380 / NET US \$ 370 MT

FOB PRICES: GROSS US \$ 370 / NET US \$ 360 PER MT

Commission: Buyer \$5 / Seller \$5

UREA N46

LIFTABLE QUANTITY: 50.000 METRIC TONS

FOB PRICES: GROSS US \$ 350 / NET US \$ 340 PER MT

CIF PRICES: GROSS US \$ 360 / NET US \$ 350 MT

Commission: Buyer \$5 / Seller \$5



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STANDARD WORKING PROCEDURES TTO

1. Buyer issues official ICPO for the sanitized MOU.
2. Seller issues original MOU.
3. Both parties sign MOU, Commercial invoice and market rights protection agreement.
4. Upon the receipt of the countersigned MOU from the buyer, seller emails to the buyer the listed documents:
5. Certificate of Origin
6. Product Passport (Quantity and Quality Dip Test Analysis Report)
7. Bill of Lading
8. Vessel Questionnaire 88
9. Cargo Manifest
10. E.T.A (Estimated Time of Arrival) of Vessel
11. Vessel (N.O.R) Notice of Readiness
12. Invoice for 3% PAYMENT
13. Buyer conducts due diligence on the availability of the product inside the vessel and makes payment of 3% of the master invoice value to the seller fiduciary account via MT103 T/T wire Transfer within 48 hours for the change of the consignment rights and transfer of title of ownership to buyer's name.
14. Upon Seller receipt of the payment of 3%, Seller shall Transfer Product Title to Buyer's Company name, reissues all other outstanding documents to the buyer's name and send via swift from seller's bank to buyers bank full proof of product.
15. Buyer contact the shipping company to re-direct the route of the vessel Tanker to buyer's destination port. Upon arrival of the vessel at buyer's discharge port, Seller issues an Authorization for the buyer's representatives and inspection team to board the vessel and conduct Q&Q Inspection.
16. Upon the successful Inspection, buyer makes payment for the product via TT Wire or MT103 to the seller and takes over the vessel tanker.
17. Seller and Buyer Signs Contract for 12 months' shipment.
18. Buyer issues their Bank Guarantee SBLC MT760/DLC MT700 to seller's Bank to guarantee the monthly shipments, Seller issues 2% Performance Bond within 3 days for the monthly contract shipments.

Note: The title takeover fee shall be deducted from the total product value SGS Report at loading port.



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STANDARD WORKING PROCEDURES CIF - ASWP & PAYMENT TERMS

- 1) Buyer issues ICPO must be with buyer company letterhead.
 - a. Seller issues Draft Contract (open for any amendments) to Buyer. Buyer signs, seals and returns the Draft Contract to Seller for final endorsement. Seller issues PPOP
 - b. Seller Irrevocable Commitment to Supply
 - c. Statement of availability of product
 - d. Certificate of origin
 - e. commercial invoice for the first value shipment
 - f. Refinery Company Certificate
3. Buyer issues the Financial Guarantee as pre advice LC (DLC MT700) or (SBLC MT760) to cover the first shipment to Seller's Bank according as per the Seller Verbiage in five (5) bank working days. Upon the buyer (DLC MT700) or (SBLCMT760) seller will issue 2% Performance Bond (PB) to buyer bank within 3 days.
4. Within 5 banking days, if buyer fails to issue payment instrument, Buyer will make cash deposit of \$480,000 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
5. Seller's Bank issues the following Full POP Documents to the Buyer's Bank alongside with 2% Performance Bond (PB2%).
 - i. Copy of license to export
 - ii. Copy of Approval to Export
 - iii. Copy of statement of availability of the product.
 - iv. Copy of the refinery commitment to produce the product.
 - v. Copy of Transnet contract to transport the product to the loading port.
 - vi. Copy of the port storage agreement.
 - vii. Copy of the charter party agreement to transport the product to Discharge port.
 - viii. Copy of Vessel Questionnaire 88.
 - ix. Copy of Bill of Lading.
 - x. SGS Report at loading port.
 - xi. Dip test Authorization (DTA) & ATB
 - xii. NOR /ETA Certificate of Ownership Transfer Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy.
6. Upon receipt of FULL POP Buyer provides seller with logistic (TSR or vessel Q88) facility coordinates and necessary requirements to enable Buyer's SGS/CIQ conduct Dip Test upon vessel arrival at discharge port.
7. Seller issues to Buyer Full DTA for immediate proceeding of inspection by Buyer's SGS/CIQ Agent injection commence to the buyer's logistics.
8. Seller's Bank issuing Full Proof of Product (FULL POP/CURRENT DATED SGS REPORT) Buyer's bank pays the 100% of Total value of the product in Buyer's logistics by wire transfer MT103 in accordance with the Seller's invoice and SGS/CIQ inspection report.
9. Upon confirmation of the payment, Seller issues to the Buyer the title of ownership and all Exporting documents
10. Seller Pays commission to all intermediaries involved as per signed NCNDA /IMFPA.



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CIF TRANSACTION PROCEDURE CHATER PARTY AGREEMENT (CPA)

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 and signs charter Party Agreement with the buyer and the shipping Company. This is applicable only for 1st shipment, Buyer And Seller pay the Shipping Freight to the shipping company via T/T wire transfer directly to the shipping company (Seller 50% / Buyer 50%) for transporting of the product to buyer's final Discharge port the fee would later be refunded/deducted when the buyer is paying for the payment (1st shipment contract amount).
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.

STANDARD PROCEDURES FOB(CHINA/NINGBO)

1. Buyer Issues ICPO, Company Registration Certificate, and Data Page of Buyer's valid Identity card.
2. Seller Issues Commercial Invoice (CI) For the Available Quantity in the storage tank in CHINA/NINGBO Port along with the allocation of where the product is stored, Following Documents after Receipt of the Signed CI.
 - (a) Copy of the Company Registration Certificate
 - (b) Export License
 - (c) Copy of Statement of Product Availability in the shore tanks in NINGBO/CHINA Port.
 - (d) Commitment to Supply
 - (e) Refined Oil Storage Certificate
 - (f) Previous Bill of lading
 - (g) Storage Certificate with tank number and coordinates
 - (h) Payment invoice for allocation procurement



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- 3 Upon Buyer receipt of the above document, Buyer makes payment of 1% of allocation procurement (To be deducted from the total product fee) of the total product to secure the allocation to enable the seller to issue the ownership certificate /Allocation Certificate in the buyer's company name, upon confirmation of the payment by the seller, the buyer contacts the seller's shipping agent in NINGBO or CHINA to make arrangements for the transportation of the product to the buyer's destination.
- 4 Seller Proceeds with Injection & Issues to the Buyer: Documents before Injection.
 - a. Three Days (3) Unconditional Dip Test Authorization (DTA)
 - b. Fresh SGS Report Inspected in Tank in CHINA Shore Tanks
 - c. Authorization for Physical Verification of the Product (ATV)
 - d. Injection Report Shore Tank in NINGBO OR any CHINA Port
 - e. Title Transfer Certificate
 - f. Passport code certificate of energy distribution transaction (ATPCC)
 - g. Notarized & Endorsed NCNDA/IMFPA By the Seller & Their Bank.
 - h. China Inspection and Quarantine (CIQ) Analysis Test Report.
 - i. Copy of ship questionnaire 88
 - j. Immersion test and authorization (DTB)
 - k. Tank Storage Receipt in buyers Name
5. Buyer upon Physical Verification of The Product & PPOP Confirmation orders SGS to Conduct a Dip Test in the Seller's Tank at the Buyer's Expense and Issue SGS Certificates and CIQ Of Q&Q In the Buyer's Name.
6. Seller Commences Immediately the Injection into Buyer's Tank and Issues the title of ownership Certificate to be followed by All Export Documentation.
7. Buyer Makes Payment by MT103/TT Wire Transfer for The Total Product & Lifts the Product. Seller pays all intermediaries involved in the transaction and subsequently, monthly shipment continues as per terms and conditions of the Commercial Invoice and extension of the transaction by issuing 12 monthly contracts to the buyer for proceeding.



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TTT / DIP & PAY TRANSACTION PROCEDURES FOB: HOUSTON **/ROTTERDAM/JURONG / FUJAIKRAH**

1. Buyer issues ICPO and Company Registration Certificate or any I.D. With TSA for Seller's verification
 2. Seller issue Draft Commercial Invoice, Buyer signs and returns to Seller with his Tank Storage Agreement
 3. Seller verify buyer TSA and proceed to pays the Buyer's tank company for 2 days for the Injection Process, Buyer pays 3 days and only after his Tank Farm Company has received the payment from Seller Company.
 4. Seller provides Buyer with FULL POP Documents
 - A. Fresh SGS Report less than 48 hours
 - B. Dip Test Authorization-Unconditional
 - C. Injection Report
 - D. Tank Storage Receipt with GPS Coordinates
 - E. Tank Farm Bar-code Information
 - F. Letter of Commitment to Supply.
 - G. Registration Certificate & Export License Copy
 - H. Authority to Sell & Collect (ATSC)
 - I. Endorsed Injection Schedule by the buyer & buyer Tank Farm
 - J. ATV – For Physical Verification.
 - K. Irrevocable Commitment to Supply for Spot and 12 months Contract.
 - L. Injection Schedule signed by Buyer & Buyer's tank farm.
 5. Buyer conducts Dip-Test in Seller's tank, via SGS on Buyer's expense, Seller injects the fuel to Buyer's tank and Buyer makes payment based on Q&Q by MT103 wire transfer / TT according to the final Commercial Invoice.
 6. Seller transfers the title of ownership as per Buyer's instruction. Buyer lifts the product.
 7. Seller pays all intermediaries involved in the transaction and subsequently monthly contract
- Shipment continues as per terms and conditions of the sales and purchase agreement contract between Buyer and seller Monthly shipment commences to the buyer's discharge port as stipulated in the contract.



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TANK TO VESSEL TRANSACTION PROCEDURE: FOB ROTTERDAM / HOUSTON / SINGAPORE

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.
3. Seller issues to the buyer the partial proof of product documents

ATSC Authority to sell and collect DTA - Dip Test Authorization

PRODUCT PASSPORT - Product analysis report from a renowned inspection company.

STATEMENT OF PRODUCT AVAILABILITY COMMITMENT LETTER TO SUPPLY

ATV - Authority to verify the existence of product via email or phone call.

4. Buyer extends seller's tank (minimum 3days) 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 /

Tank. value of the product

6. Buyer after a successful Q & Q Dip test on the product, the buyer makes the payment for the total product injected

into the tanks through the means of MTI03 - TT or USDT. Best regard

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. The seller pays all intermediaries involved in the

transaction



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SELLER SIGNATURE & STAMP:



Bubnov Dmitry Nikolaevich
CEO



ОЙЛНАВИГЭЙТОР