

ТОО «НБ-ТРАЙД СЕРВИС»

«НБ-ТРЕЙД СЕРВИС» ЖАУАПКЕРШІЛІГ ШЕКТЕУЛІ СЕРІКТЕСТІГІ

Заңды мекенжайы: Алматы қаласы, Алмалы ауданы, Улица Муканова, 151/191

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To the end buyer/Mandate

Valid to April 2025

## **SOFT CORPORATE OFFER**

We, LLC NB TRADER SERVICE", under penalty of perjury hereby issue this official Soft Corporate Offer with full power and authority with given terms and conditions and confirm our readiness to execute a Full Corporate Offer and then straight to Sales and Purchase Agreement with End buyer with the ability to supply the following commodity according to the terms and conditions stipulated in this soft corporate offer.

- **ULTRA-LOW SULPHUR DIESEL EN590**
  - Minimum Quantity: 20,000 metric tons
  - Maximum Quantity: 300,000 metric tons
  - CIF price: GROSS USD \$400.00 MT NET: USD \$ 390.00 MT
  - FOB Price: GROSS USD \$ 390.00 MT NET: USD \$ 380.00 MT
- **DIESEL GAS D2 OIL**
  - Minimum Quantity: 10,000 Metric Tons per Month
  - Maximum quantity: 500,000 Metric Tons per Month
  - CIF Price: Gross USD \$ 400.00MT NET / USD \$ 390.00MT on CIF
  - FOB Price: Gross USD \$ 390.00MT NET / USD \$ 380.00MT on FOB
- **MAZUT M100**
  - Minimum Quantity: 10,000 Metric Tons per Month
  - Maximum quantity: 500,000 Metric Tons per Month
  - CIF Price: Gross USD \$300.00/ USD \$ 290.00 NET on CIF
  - FOB Price: Gross USD \$290.00 / USD \$280.00 NET on FOB
- **AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL**
  - Minimum Quantity: 500,000 Barrels per Month
  - Maximum Quantity: 5,000,000 Barrels per Month
  - FOB Price: Gross USD \$ 90.00BBL NET / USD \$86.00 NET on FOB
- **JET A1 91/91 AVIATION TURBINE FUEL**
  - Minimum Quantity: 500,000 Barrels per Month
  - Maximum Quantity: 5,000,000 Barrels per Month
  - FOB Price: Gross USD \$ 90.00BBL NET / USD \$86.00 NET on FOB

- **VIRGIN FUEL OIL D6**

- Minimum Quantity: 400,000,000 Gallons per Month
- Maximum quantity: 800,000,000 Gallons per Month
- FOB Price: Gross USD \$ 0.74 / USD \$0.70 NET on FOB

- **LIQUEFIED PETROLEUM GAS.**

- Minimum Quantity: 10,000 Metric Tons per Month
- Maximum Quantity: 1,000,000 Metric Tons per Month
- CIF Price: Gross USD \$ 500.00MT / USD \$ 490.00MT NET on CIF

- **LIQUEFIED NATURAL GAS (LNG)**

- Minimum Quantity: 100,000Metric Tons Per Month
- Maximum Quantity: 400,000Metric Tons Per Month
- CIF Price: Gross USD \$ 500.00MT / USD \$ 490.00MT NET on CIF

- **FUEL OIL CST-180**

- Minimum Quantity: 10,000 Metric Tons per Month
- Maximum quantity: 500,000 Metric Tons per Month
- CIF Price: Gross \$310.00/ \$300.00 NET on CIF
- FOB Price: Gross USD \$300.00/ USD \$290.00 NET on FOB

- **UREA 46% PRILLED & GRANULAR**

- Minimum Quantity: 10,000 Metric Tons per Month
- Maximum quantity: 50,000 Metric Tons per Month
- CIF Price: Gross USD \$ 350.00 / NET USD \$ 550.00 on CI

- **SULFUR GRANULAR**

- Minimum Quantity: 20,000 metric tons per month
- Maximum Quantity: 500,000 metric tons per month
- CIF Price: Gross \$350/NET \$340 on CIF

- **AUTOMOTIVE GAS OIL (AGO)**

- Minimum Quantity: 50,000 metric tons per month
- Maximum Quantity: 500,000 metric tons per month

- **FOB PRICES: GROSS \$ 340 USD/ NET \$330 USD**
- **PETROLEUM COKE**
  - Minimum Quantity: 50,000MT per Month
  - Maximum Quantity: 400,000MT per Month
  - CIF Price: USD \$ 130.00MT/USD \$ 120.00 NET on CIF
- **LIGHT CYCLE OIL(LCO)**
  - Minimum Quantity: 50,000 MT per Month
  - Maximum quantity: 400,000 MT per Month
  - CIF Price: USD \$ 280.00MT/USD \$ 270.00 NET on CIF

**FOB TRANSACTION PROCEDURE**

1. Buyer issues ICPO, Company Registration Certificate, passport copy and TSA
2. Seller issues Draft Commercial Invoice, Buyer signs and returns to Seller.
3. Seller lease and pays the buyer's tank for 2 days for the Injection Process, Buyer lease and pay his Tank Farm Company for 3 days after his Tank Farm Company has received the payment from Seller Company.
4. Seller provides buyer with FULL POP Documents:
  - A. Fresh SGS Report
  - B. Dip Test Authorization-Unconditional
  - C. Injection Report
  - D. Tank Storage Receipt
  - E. Tank Farm Bar-code Information
  - F. Letter of Commitment to Supply.
  - G. Registration Certificate
  - H. Authority to Sell & Collect (ATSC)
  - I. Injection Schedule
5. Buyer conducts Dip-Test, via SGS and after Dip-Test Seller injects the fuel into buyer's tank & Buyer makes payment by MT103 or wire transfer / TT according to the Commercial Invoice & Buyer lift the product.
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 shipment continues as per terms



and conditions of the sales and purchase agreement contract between buyer and seller

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

1. Buyer issues ICPO with Company Profile CP to Seller Mandate/Representative for Refinery Approval along with Buyer Tank Storage Agreement TSA as Proof of Storage Availability from a Verifiable Storage Tank Company.
2. After Verification Review and Approva, Seller issues Commercial Invoice (CI), along with the Seller UDTA Unconditional Dip Test Authorization (UDTA) for the Available Quantity in the Storage Tank, for Buyer to sign and return to Seller with scan Passport copy/NCNDA/IMFPA with Commission Structure.
3. Upon Receipt of the Signed Commercial Invoice (CI) and Unconditional Dip Test Authorization (UDTA) letter from the Buyer side, Seller issues the below documents to Buyer Company,
  - (a). Fresh SGS Report. Issue to Buyer's tank fram
  - (b). Tank Storage Receipt (TSR)
  - (c). Authority to Verify (ATV) (filled & endorsed and by Buyer's SGS Dip - Test personnel & their Passport copies)
  - (d). Authorization to Sell & Collect (ATSC)
4. After Successful Dip Test, Buyer Provides Tank Storage Receipt TSR Tank details and Order SGS to Conduct the Dip Test of the Product in the Seller's Tank at Buyer's Expense.
5. Upon successful Dip Test, Buyer make 100% payment by SWIFT MT103/ TT wire transfer for the total product value and Seller immediately transfer the Ownership Title to the Buyer.

#### **FOB -ROTTERDAM PORT/TANK TO VESSEL**

1. Buyer accepts Seller working procedure and issue ICPO addressed to the Seller.
2. Seller issues Commercial invoice and buyer return signed with Chatter party Agreement (CPA).
3. Seller send the TTVIA to be signed by buyer and its Shipping Company
4. Seller provide buyer with the below listed PPOP documents:
  - Authorization to verify(ATV)
  - Product passport (Product Analysis report).
  - Irrevocable Commitment Letter to supply.
  - Tank Storage Receipt (TSR).
  - Injection Report.
  - Unconditional DTA.
5. (NCNDA/IMFPA) will be signed. Buyer within 24 hours after successful Dip Test in Seller's Tank buyer Provide Q88 then seller proceed for tank to vessel injection report of the product into buyer's vessel.

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6. Buyer make payment for total cost of product injected into buyer vessel  
Via MT103, seller transfer title ownership to buyer with all exportation  
documents required of buyer for the transaction.
7. Upon conclusion of first lift transaction, seller pay all intermediaries involved  
in the transaction and proceeds with the signing of contract with buyer  
it's possible??

#### CIF PROCEDURES

1. Buyer issues ICPO must be with buyer company letterhead.
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 give Partial proof of products: Seller irrevocable Commitment to supply, Statement of availability of product, Cetificate of origin and Commercial invoice for the first value shipment.
3. Within 7 banking days, Buyer's bank sends irrevocable Operative SBLC via MT760 or DLC via MT700 according to seller's fiduciary bank verbiage to seller nominated fiduciary bank verbiage to seller nominated fiduciary offshore bank account for first month shipment. Should buyer fail to issue payment instrument within 7 banking days, Buyer will make cash deposite of \$700,000 USD by TT wire tranfer 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.
4. 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 departure of the Ministry of Energy, Federation.
  - b) Copy of Approval to Export, issued by the Ministry of Justice, Federation.
  - 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) 11/& ATB
  - l) NOR / ETA
  - m) Certificate of Ownership Transfer
  - n) Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy.
5. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer's discharge port within 5-24 days. The SGS inspection wil be borne by the Seller at the Loading seaport and Buyer at the unloading seaport.
6. Buyer releasespayment to Seller by TT/ MT103 upon receipt of the shipping documents and confirmation of the Q&Q by SGS/ CIQ at destination port.
7. Seller pays commission to all intermediaries as per ICC NCNDA/IMFPA within 3 days.



Bairmukhambetov Nurmukhanbet Orynbekovich

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