



ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ

"ИНТЕР КВАЛИТЕТ"

ADDRESS: 450071, Republic of Bashkortostan, Ufa, St. Mendeleev, D.229, office 3

EMAIL: info@interkvalitet.ru SKYPE ID: live:cid.248020bef14b8888 TEL: +7(966)140-2065

OGRN: 1120280022081 INN: 0276140260 / KPP: 027601001

ООО "ИНТЕР КВАЛИТЕТ"
"LLC INTER KVALITET"

Attn: **Principal Buyer / Mandate**

Buyer's official ICPO should be issued & addressed as follows;

To: **TENGRI OIL LIMITED LIABILITY PARTNERSHIP**

Attn: **Export Director**

Via: **LIMITED LIABILITY COMPANY "INTER KVALITET"**

(Sales Representative)

SOFT CORPORATE OFFER

The undersigned company, (**LLC INTER KVALITET**) is a direct mandate to Refinery in KAZAKHSTAN and hereby with full Corporate and legal responsibility, under penalty of perjury confirms that we are ready, willing and able to supply the following petroleum Products / commodities with the terms and conditions as stated hereunder:

CORPORATE OFFER:

Country of Origin: KAZAKHSTAN.

Trading Mode: - FOB (FREE ON BOARD), TTO (TITLE TAKE OVER) & CIF (COST OF INSURANCE AND FREIGHT)

Price: Negotiable (send your sensitive/target price during ordering).

Payment: Operative SBLC MT760 / MT103 after CIQ Inspection at discharge Port.

Loading port: TBA

Destination: Any Safe World Port (ASWP).

Specification: Annexed within Contract (TBA).

PB: 2% Operative Performance Bond, by the Seller.

COMMODITY LIST, PRICES AND WORKING PROCEDURES:

KAZAKHSTAN EASTERN SIBERIAN PIPELINE OCEAN OIL (ESPO)

Minimum Quantity: Buyer request not less than 10,000 Per MT

MT Maximum Quantity: 100,000 Per MT Monthly

Price CIF ASWP: Gross \$ 250 USD / NET \$ 240 USD Per MT

Price FOB: Gross \$ 240 USD / NET \$ 250 USD Per MT

COMMISSION: \$ 5.00 Seller Side / \$ 5.00 Buyer Side Per MT

KAZAKHSTAN AUTOMOTIVE DIESEL FUEL (EN590)

Minimum Quantity: Buyer request not less than 10,000 Per MT

Maximum Quantity: 100,000 Per MT Monthly

Price CIF ASWP: GROSS \$ 420 USD / NET \$ 410 Per USD

Price FOB: Gross \$ 400 USD / NET \$ 390 USD Per MT

COMMISSION: \$ 10.00 Seller Side / \$ 10.00 Buyer Side Per MT

KAZAKHSTAN JET FUEL (AVIATION KEROSENE COLONIAL GRADE 54)

Minimum Quantity: Buyer request not less than 100,000 Per BBL

Maximum Quantity: 4,000,000 per BBL Monthly

Price CIF ASWP: Gross \$ 44 US D / NET \$ 70 USD Per BBL

Price FOB: Gross \$ 66 US D / NET \$ 62 USD Per BBL

COMMISSION: \$ 2.00 Seller Side / \$ 2.00 Buyer Side Per BBL

KAZAKHSTAN JET FUEL (AVIATION KEROSENE COLONIAL GRADE A1)

Minimum Quantity: Buyer request not less than 100,000 Per BBL

Maximum Quantity: 4,000,000 Per BBL Monthly

Price CIF ASWP: Gross \$74 USD / NET \$70 USD Per BBL

Price FOB: Gross \$ 66 USD / NET \$ 62 USD Per BBL

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БИТУМЕН

Quantity: 10 000 MT/per month/ Maximum of 100,000 MT per month

FOB ROTTERDAM/HOUSTON/ VLADIVOSTOK/ HOUSTON

30/40 _____\$230 Gross/ \$220 Net per MT

40/50 _____\$250 Gross/ \$240 Net per MT

50/70 _____\$260 Gross/ \$250 Net per MT

60/70 _____\$280 Gross/ \$270 Net per MT

80/100 _____\$220 Gross/ \$210 Net per MT

85/100 _____\$240 Gross/ \$230 Net per MT

100/120 _____\$220 Gross/ \$210 Net per MT

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

FOB DIP AND PAY ROTTERDAM PORT AND HOUSTON PORT PROCEDURE.

1. Buyer issues ICPO, and company registration certificate and data page of Buyer's Passport or any I.D.
2. Seller issues Draft Contract, Commercial Invoice (CI) & Warning Letter, Buyer's signs, and returns to Seller with his TSA. Seller will complete verification on FARM of the Buyer before making their three (3) days tank lease payment.
3. Seller leases and pays the Buyer's tank for Three (3) days for the Injection Process. Buyer pays his Tank Farm Company for one (2) days tank storage costs, (totaling a five (5) days TRS) after his Tank Farm Company has received the payment from Seller Company Three (3) days cost.
4. Seller releases to Buyer and Buyer tank storage company the injection schedule along with the notice of readiness (N.R) to commence injection of product to buyer's tank.
5. Seller issues the POP documents to Buyer as below:
 - A. Fresh SGS Report
 - B. Product Passport
 - C. Injection Report
 - D. Unconditional DTA
 - E. Authorization to Sell and to Collect (ATSC)
 - F. Authorization to verify (ATV)
6. Buyer conducts Dip Test on the product in the Seller's tank and makes the payment for the total value of product injected into the tanks through the means of MT 103-TT.
7. Seller pays all intermediaries involved in the transaction and subsequently, monthly shipment continues as per the terms and condition of the sales and purchase agreement contract between Buyer and Seller.

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WARNING & INSTRUCTIONS!

We have listed above the acceptable PROCEDURES from seller for all FOB Rotterdam, Houston and Vladivostok including CIF AWSP.. There are 5 FOB procedures and 2 CIF procedures and the buyer can select the one suitable for their ability to perform. The following rules apply to any of the procedures. Buyer can select only one of them for any FOB transaction. Buyer cannot mix and match nor negotiate anything in the seller's procedure, if procedures are not acceptable by buyer, please don't issue an ICPO. Buyer cannot change a word in any of the chosen procedures outlined in the received offer. Seller does not sign buyer's ICPO. Seller does not endorse buyers ICPO. If buyer's ICPO is up to standard & acceptable, we shall forward to the selling refinery and the buyer shall receive commercial invoice (C.I.) from seller and we proceed. We have NCNDA policy strictly in place for execution as at when due. We expect the buyer to copy and paste exactly their chosen procedures to their ICPO without alterations. All ICPO's must contain the contact details of the buyers CEO/Director/ who endorsed the ICPO for proper check before forward to refinery for instant transaction. Before we accept your ICPO, we are sure and must be sure seller has the available product and quantity stated on ICPO, therefore we expect buyers to cooperate and issue ICPO's in accordance to avoid rejection!.

**Yours, Faithfully,
SIGNATURE/STAMP:**



General Manager: Artur Vakilevich Tavabilov

For & on behalf of LIMITED LIABILITY COMPANY "INTER KVALITET"

END OF DOCUMENT.

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