



# VOSTOK OIL & SERVICE LLP

Petroleum Company

Aktobe Region, Aktobe GA. Aktobe,  
Almaty District, Street Takhau Akhtanov, 56.  
+7 968 002-61-15

## ATTENTION: END BUYER / END USER

### FULL CORPORATE OFFER FCO

VOSTOK OIL & SERVICE LLP with full responsibility and authority under penalty of perjury, hereby confirm readiness, willingness and ability to sell the below stated commodity here within issue this **FULL CORPORATE OFFER** according to the following terms and conditions as agreed by the buyer. We hereby confirm that we are ready to go into a one year contract with your company, with an option to extend after a successful trial sales and delivery with the given prices, terms and procedures.

1. PRODUCT DISCRIPTION: **LIGHT CYCLE OIL LCO**

ORIGIN: KAZAKHSTAN  
SPECIFICATION: KAZAKHSTAN STANDARD.  
QUANTITY: 50,000 METRIC TONS (TRIALS)  
DELIVERY TERMS: CIF/TTO/FOB  
PRICE: USD320 PER METRIC TONS  
COMMISSION: USD10 (USD5 BUYER SIDE/ USD5 SELLER SIDE)  
CONTRACT DURATION: AFTER TRIAL, 12 MONTHS R&E (OPTIONAL)  
PAYMENT TERMS: MT-103 TT WIRE TRANSFER  
INSPECTION: SGS/CIQ EQUIVALENT.

2. PRODUCT DISCRIPTION: **DIESEL FUEL EN590**

ORIGIN: KAZAKHSTAN  
SPECIFICATION: KAZAKHSTAN STANDARD.  
QUANTITY: 50,000 METRIC TONS (TRIALS)  
DELIVERY TERMS: CIF/TTO/FOB  
PRICE: USD350 GROSS PER METRIC TONS  
COMMISSION: USD10 (USD5 BUYER SIDE/ USD5 SELLER SIDE)  
CONTRACT DURATION: AFTER TRIAL, 12 MONTHS R&E (OPTIONAL)  
PAYMENT TERMS: MT-103 TT WIRE TRANSFER  
INSPECTION: SGS/CIQ EQUIVALENT

3. PRODUCT DISCRIPTION: **EASTERN SIBERIAN PACIFIC OCEAN CRUDE ESPO**

ORIGIN: KAZAKHSTAN  
SPECIFICATION: KAZAKHSTAN STANDARD.  
QUANTITY: 1,000,000 BARRELS (TRIALS)  
DELIVERY TERMS: CIF/TTO/FOB  
PRICE: USD82 GROSS PER BBL  
COMMISSION: USD4 (USD2 BUYER SIDE/ USD2 SELLER SIDE)  
CONTRACT DURATION: AFTER TRIAL, 12 MONTHS R&E (OPTIONAL)  
PAYMENT TERMS: MT-103 TT WIRE TRANSFER  
INSPECTION: SGS/CIQ EQUIVALENT

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12. PRODUCT DISCIPTION: **LIQUIDIFIED NATURAL GAS (LNG)**

ORIGIN: KAZAKHSTAN  
SPECIFICATION: KAZAKHSTAN STANDARD.  
QUANTITY: 100,000 METRIC TONS (TRIALS)  
DELIVERY TERMS: CIF/TTO/FOB  
PRICE: USD280 GROSS PER MT  
COMMISSION: USD10 (USD5 BUYER SIDE/ USD5 SELLER SIDE)  
CONTRACT DURATION: AFTER TRIAL, 12 MONTHS R&E (OPTIONAL)  
PAYMENT TERMS: MT-103 TT WIRE TRANSFER  
INSPECTION: SGS/CIQ EQUIVALENT

13. PRODUCT DISCIPTION: **LIQUEFIED PETROLEUM GAS. 50% PROPANE & 50% BUTANE MIX/ OTHER MIX(LPG)**

ORIGIN: KAZAKHSTAN  
SPECIFICATION: KAZAKHSTAN STANDARD.  
QUANTITY: 100,000 METRIC TONS (TRIALS)  
DELIVERY TERMS: CIF/TTO/FOB  
PRICE: USD280 GROSS PER MT  
COMMISSION: USD10 (USD5 BUYER SIDE/ USD5 SELLER SIDE)  
CONTRACT DURATION: AFTER TRIAL, 12 MONTHS R&E (OPTIONAL)  
PAYMENT TERMS: MT-103 TT WIRE TRANSFER  
INSPECTION: SGS/CIQ EQUIVALENT

### CIF CHARTER PARTY PAYMENT AND BANKING PROCEDURE:

1. BUYER COMPANY ISSUES IRREVOCABLE CORPORATE PURCHASE ORDER (ICPO) OR LOI ON ITS OFFICIAL COMPANY LETTERHEAD TO THE SELLER.

2. SELLER COMPANY ISSUE DRAFT CONTRACT / SALES & PURCHASE AGREEMENT (SPA OPEN FOR AMENDMENTS IF ANY) BOTH PARTIES SIGN AND SEAL THE PRESENT CONTRACT AND EXCHANGE THE COPIES ELECTRONICALLY.

3. SELLER ISSUES TO BUYER VIA EMAIL THE FOLLOWING TRANSACTION DOCUMENTS:

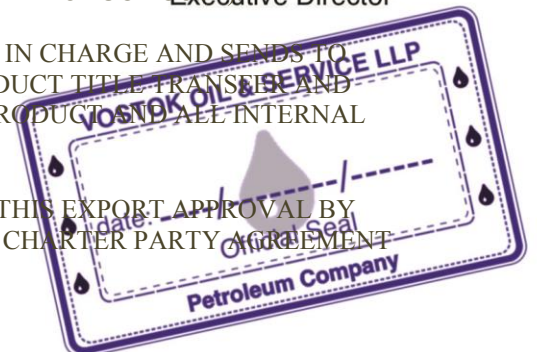
- Commitment To Supply
- Statement Of Product Availability
- Certificate Of Origin
- Product Passport
- ATSC.

4. SELLER MAKES ARRANGEMENT FOR THE CHARTERED FREIGHT WITH A RENOWNED SHIPPING COMPANY FOR THE TRANSPORTATION OF THE PRODUCT TO BUYER DESIGNATED DISCHARGE PORT, BOTH SELLER AND BUYER SIGN THE CHARTER PARTY AGREEMENT (CPA) TOGETHER WITH THE SHIPPING COMPANY (A THREE-PARTY CPA) THIS IS APPLICABLE ONLY FOR 1ST SHIPMENT. (SELLER & BUYER) JOINTLY PAYS CPA COST 50/50 VIA T/T WIRE TRANSFER DIRECTLY TO THE SHIPPING COMPANY. FEE WOULD LATER BE REFUNDED/DEDUCTED WHEN BUYER IS PAYING FOR THE TOTAL PRODUCT COST.

Executive Director

5. SELLER LEGALIZES THE CONTRACT WITH THE AUTHORITIES IN CHARGE AND SENDS TO BUYER THE LEGALIZED CONTRACT, THE CERTIFICATE OF PRODUCT TITLE TRANSFER AND THEN PROCEEDS WITH THE PORT & CUSTOM CLEARANCE OF PRODUCT AND ALL INTERNAL ROUTINES OPERATIONS ACCORDINGLY.

6. UPON COMPLETION OF THE ABOVE AND CONFIRMATION OF THIS EXPORT APPROVAL BY THE AUTHORITY TO SELLER WITH THE ENDORSEMENT OF THE CHARTER PARTY AGREEMENT





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(CPA) AND THE SHIPPING SCHEDULE BY THE PORT AUTHORITY, TO ENABLE SELLER RELEASE THE BELOW PROOF OF PRODUCT DOCUMENTS:

- (a) Copy of license to export, issued by the department of the Ministry of Energy, Russian Federation.
- (b) Copy of Approval to Export, issued by the Ministry of Justice, Russian Federation.
- (c) Copy of the 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

7. UPON ARRIVAL OF THE CARGO AT THE BUYERS DISCHARGE PORT PAYMENT WILL BE MADE FOR THE PRODUCT BY THE BUYER'S BANK VIA T/T MT103 WIRE TRANSFER TO THE SELLER'S BANK AFTER THE CIQ/SGS INSPECTION AT PORT OF DISCHARGE AND THE DELIVERY TO THE BUYER'S BANK OF ALL DOCUMENTS REQUIRED BY THE CONTRACT.

8. SELLER RELEASES THE COMMISSION OF THE INTERMEDIARIES IMMEDIATELY.

9. BOTH THE SELLER AND BUYER WILL CONFIRM BY WRITTEN CONSENT THE SUCCESS OF THE TRIAL DELIVERY AND START FOR THE REGULAR MONTHLY SUPPLY.

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## TANKER TAKE OVER TRANSACTION PROCEDURE

1. BUYER ISSUES OFFICIAL ICPO WITH COMPANY LETTERHEAD AND COMPANY INFORMATION AS WELL AS BUYER PASSPORT COPY.

2. SELLER ISSUES ORIGINAL MOU FOR THE TITLE TAKE OVER.

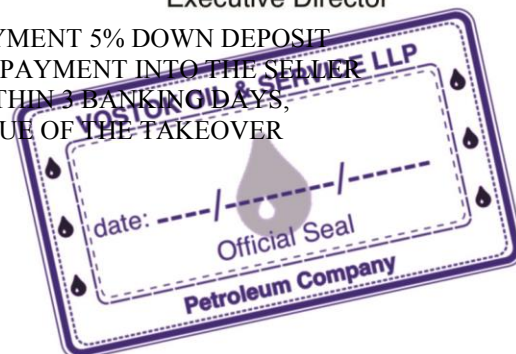
3. BUYER COUNTERSIGNS THE ORIGINAL MOU AND RETURNS THE SIGNED COPY BACK TO SELLER.

4. UPON THE RECEIPT OF THE COUNTERSIGNED MOU, SELLER ISSUES TO BUYER THE LISTED DOCUMENTS:

- A) Certificate of Origin
- B) E.T.A. (Estimated Time of Arrival) Of Vessel
- C) Product Passport (Quantity & Quality Dip Test Analysis Report).
- D) Bill of Lading
- E) Tanker Vessel Q88 Document
- F) Ullage Report
- G) Tanker Cargo Manifest
- H) Invoice for Title Takeover Fee

5. BUYER CONFIRMS THE GOODS DOCUMENTS AND MAKES PAYMENT 5% DOWN DEPOSIT WHICH STANDS AS AN ALLOCATION SECURITY & GUARANTEE PAYMENT INTO THE SELLER NOMINATED FIDUCIARY ACCOUNT BY T/T WIRE TRANSFER WITHIN 3 BANKING DAYS, WHICH SHALL BE DEDUCTED FROM THE TOTAL PAYMENT VALUE OF THE TAKEOVER PRODUCT.

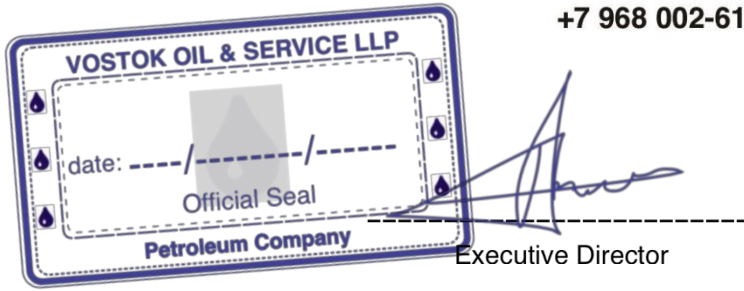
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NURISLAM ALIEVA AUBAKIROVA  
(EXECUTIVE DIRECTOR)  
VOSTOK OIL SERVICE LLP

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