



LLP KAZPETROL GROUP

Address: Republic of Kazakhstan, 120014,
Kyzylorda city, Zheltoksan st, 42

ИИИ 620300256922, BIN 050440000082, ОКПО 40522659

To: END BUYER COMPANY

Valid until: 12/18/2023

SOFT CORPORATE OFFER

We "LLP KAZPETROL GROUP" with full corporate and legal responsibility under penalty of perjury confirm that we are willing and able to sell the following petroleum/petrochemical products under the Kazakhstan legal formalities. We respectively offer to sell the below stated products and quantities through our Seller/Refinery whom we "LLP KAZPETROL GROUP Refinery" represent as their official mandate/agent we have the product in our refinery and Rotterdam Port. NOTE: Our prices are highly negotiable. Our standard commission structure is also negotiated between the seller and authorized buyer mandates or intermediaries.

TERMS OF TRANSACTION:

DELIVERY TERMS: CIF, FOB and TTO

LOADING PORTS: KAZAKHSTAN PORTS, ROTTERDAM AND HOUSTON PORT

ORIGIN: Kazakhstan, Standard Specification Export Grade

PAYMENT TERMS: T/T, / MT103, SBLC, DLC.

AVIATION KEROSENE JET FUEL JET A-1

Min. Quantity: 2,000,000 Barrel

Max. Quantity: 5,000,000 Barrel per Month

CIF Price: USD \$84 per bbl. Gross - USD \$80 per bbl. Net

FOB Price: USD \$76/bbl. Gross - USD \$72 per bbl. Net

Commission: USD \$2 Buyer side - USD \$2 Seller side

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Min. Quantity: 2,000,000 Barrel

Max. Quantity: 5,000,000 Barrel per Month

CIF Price: USD \$80 per bbl. Gross - USD \$76 per bbl. Net

FOB Price: USD \$72 per bbl. Gross - USD \$68 per bbl. Net

Commission: USD \$2 Buyer side - USD \$2 Seller side

DIESEL FUEL EN 590 10PPM

Min. Quantity: 10,000 Metric Tons

Max. Quantity: 300,000 Metric Tons per Month

CIF Price: USD \$540 per MT Gross - USD 530 per MT Net

FOB Price: USD \$520 per MT Gross - USD 510 per MT Net

Commission: USD \$5 Buyer side - USD \$5 Seller side

MAZUT M100 GOST 10585-75

Min. Quantity: 10,000 Metric Tons

Max. Quantity: 300,000 Metric Tons per Month

CIF Price: USD \$320 per MT Gross - USD \$310 per MT Net

FOB Price: USD \$300 per MT Gross - USD \$290 per MT Net

Commission: USD \$5 Buyer side - USD \$5 Seller side

LIQUEFIED PETROLEUM GAS (LPG)

Min. Quantity: 10,000 Metric Tons

Max. Quantity: 300,000 Metric Tons per

CIF Price: USD \$330 per MT Gross - USD \$320 per MT Net



ALTERNATIVE TERMS AND PROCEDURE ON CIF:

1. Buyer issues ICPO alone with bank details
2. Seller reviews, upon acceptance seller issues Draft SPA open for amendment, buyer reviews, amends and sign the SPA and return to seller in word format
3. Seller countersigns and seals the draft contract and sends the final copy to buyer alongside the following documents:
 - A. seller's irrevocable commitment to supply the product
 - B. Statement of product availability
 - C. Certificate of Origin
 - D. ICC Warning letter
4. Seller issues payment invoice for allocation and legalization of the contract, buyer pays for allocation and legalization of the contract, upon receipt and confirmation of buyer's payment, seller legalize the contract and send the legalized copy to buyer alongside below documents:
 - A. Product passport
 - B. ATSC in favor of the buyer company
 - C. CPA
 - D. Commercial invoice for the first value shipment
 - E. verbiage of the Instrument (LC, DLC, SBLC)
5. Within 5 banking days after receiving the above PPOP documents, buyer's sends MT199 to seller's bank notifying readiness to issue the LC, DLC or SBLC seller's bank responds with 2% inoperative performance bond within 3 banking days.
6. Upon receipt and of the 2% performance bond, buyer's bank shall within 5 banking days issue LC, DLC via MT700 or SBLC via MT760 to seller's bank for the value of the first shipment. Whereas buyer's bank fails to issue the banking instrument within 5 banking days, buyer shall pay a guarantee deposit of 2% by TT to enable seller commence shipment.
7. Seller issue the below documents to buyer:
 - A. copy of export license issued by Ministry of energy
 - B. Product passport Q & Q
 - C. Authorization to verify
 - D. DTA
 - E. NOR/ETA
 - F. Identity card (ATPCC) issued by department of energy
8. Shipment commences and should arrive the destination port according to the shipment schedule.
9. Seller issue NCNDA/IMPFA for all intermediaries to sign
10. Cargo arrives at the discharge port, buyer inspects and makes payment via MT103/TT WIRE TRANSFER
11. Seller confirms payment and pay all intermediaries within 48 hours upon confirmation.

OFFICIAL TRANSACTION PROCEDURE ON FOB:

1. Buyer sends ICPO in line with seller working procedures alongside his/her Tank Storage Agreement (T.S.A.)/ (Vessel)
2. Seller issues Commercial Invoice (C.I), along with ICC Warning letter, Buyer Signs within 24 hours and returns to Seller within its validity
3. Upon receipt and review of the signed C.I, and ICC Warning letter, seller issues Dip Test Authorization
4. (D.T.A) to be completed and signed by buyer/ Buyer's logistics in order for Dip Test to be conducted alongside counter signed copies of the C.I
5. Buyer returns the Dip Test Authorization (DTA) fully completed and signed within its validity and upon successful review of the completed DTA, seller issues the below full POP documents:
 - a) Fresh SGS Report (Not older than 72 hours)
 - b) Product Reservoir Receipt



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- c) Accreditation Certificate
- d) Product Passport (Quantity and Quality Analysis)
- e) Authorization to Sell and Collect Certificate (ATSCC)
- f) Injection Report (IR)
- g) NCNDA/IMFPA (To be completed by all intermediaries);
- h) Certificate of Product Origin
- i) Authority to Verify (ATV) either physically or otherwise

6. Upon receipt and confirmation of the above POP Documents, Buyer provides its testing officials (SGS or INTERTEK) and the needed test are carried out on the product in seller's tanks;

7. Buyer upon successful Dip Test makes full payment by MT103 / TT wire transfer for the total product and Seller pays commission according to NCNDA/IMFPA to all intermediaries involved in the transaction within 24 hours after confirmation of buyer's payment and injection commences immediately.

8. Seller issues a contract for buyer's desired duration upon successful completion of the trial order.

ALTERNATIVE TERMS AND PROCEDURE ON FOB:

1. Buyer sends ICPO with seller working procedures along with bank details.
2. Seller issues Commercial Invoice (CI) with ICC warning letter for the available quantity in the seller tank
3. Buyer signs and returns the CI along with the signed ICC letter to Seller
4. Seller issue a payment invoice for SGS report which should be paid by buyer company
5. Immediately after confirmation of buyer payment for SGS, seller releases below full PPOP documents to the buyer.
 - DTA-Dip Test Authorization
 - Fresh SGS Report
 - TSA
 - TSR
 - ATV
 - ATSC
 - Product passport
 - injection report.
6. Upon successful dip test, Buyer take over seller tank and provides Tank details for seller to immediately commence injection of the product.
7. Buyer makes 100% payment by MT103/TT wire transfer for the total product and Seller
8. Seller pays all commissions are stated in NCNDA/IMFPA to all intermediaries involved in the transaction within 24 hours after Seller's Confirmation of the buyer's Full Payment.



LLP KAZPETROL GROUP
Mr. Tazabekov Yerzhan Kakimovich
General Director.