

«ҚазМұнайГаз» ұлттық компаниясы» АҚ

Қазақстан Республикасы, 010000, Астана қаласы, Есіл ауданы, Қонаев көшесі, 8, «Зубаржат орамы» акімшілік ғимараты, «Б» блогы

Тел: + 7 (7172) 78 61 01 Факс: + 7 (7172) 78 60 00 АО «Национальная компания «КазМунайГаз»

Республика Казахстан, 010000, г. Астана, Есильский район, ул. Д. Кунаева, 8, административное здание «Изумрудный квартал», блок «Б»

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8 D. Kunayev street, Astana 010000 Republic of Kazakhstan Tel: + 7 (7172) 78 61 01 Fax: + 7 (7172) 78 60 00

Recipient: Buyers/Buyer's Mandate

SOFT CORPORATE OFFER

We, JSC NC KazMunayGas, as Seller with full corporate and legal responsibility make this offer indicating our willingness, readiness and ability to supply the below listed products, SPOT/LONG CONTRACT monthly basis for 12 calendar months. For first time buyers, the supply shall start with a trial shipment and followed by the monthly supplies for one year plus extension & rollover. The supply shall be from our export bulk allocation permit License, on equity/concession per the terms and condition as hereunder set forth.

TERMS AND CONDITION

Delivery: CIF, FOB, TTO, CI Dip & Pay.

Origin: Kazakhstan

Inspection: Quality and Quantity inspection will Be Conducted at the Loading Port by SGS or equivalent Payment Method: MT 103, TT WIRE, SBLC. (NOTE SBLC TO BE ACCEPTED FROM THE SECOND MONTH OF THE SHIPMENT SCHEDULE AFTER THE TRIAL SHIPMENT IS SUCCESSFULLY CLOSED WITH FIRST TIME END BUYER'S COMPANY ON TT PAYMENT TERMS.)

Port: Any Safe Port World Port.

Shipment Method: Via Pipeline, Tanker Vessel, Bulk, Truck, and Rail Way.

Delivery Port: Any Safe World Port of Buyer Choice.

AVAILABLE PRODUCTS

| EN590, 10 PPM | LIGHT CYCLE OIL (LCO) |
|---|---|
| QUANTITY: 50,000MT and above | QUANTITY: 50,000MT and above |
| PRICE: USD 525 Gross / 505 Net | PRICE: USD 380 Gross / 360 Net |
| DELIVERY TERMS: CIF | DELIVERY TERMS: CIF |
| COMMISSION: USD 10.00 seller/Buyer side Per | COMMISSION: USD 10.00 seller/Buyer side Per |
| Metric Ton | Metric Ton |
| GREEN PETCOKE | ESPO CRUDE OIL |
| QUANTITY: 50,000MT and above | QUANTITY: 1,000,000BBL and above |
| PRICE: USD 220 Gross / 200 Net | PRICE: USD 50 Gross / 44 Net |
| DELIVERY TERMS: CIF | DELIVERY TERMS: CIF |
| COMMISSION: USD 5.00 seller/Buyer side Per | COMMISSION: USD 3.00 seller/Buyer side Per |
| Metric Ton | Metric Ton |
| AVIATION KEROSENE COLONIAL GRADE 54 | LIQUIDIFIED NATURAL GAS [LNG] |
| QUANTITY: 1,000,000BBL and above | QUANTITY: 50,000MT and above |
| PRICE: USD 80 Gross / 74 Net | PRICE: USD 290 Gross / 270 Net |
| DELIVERY TERMS: CIF | DELIVERY TERMS: CIF |
| COMMISSION: USD 3.00 seller/Buyer side Per | COMMISSION: USD 10.00 seller/Buyer side Per |
| Metric Ton | Metric Ton |



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FREE ON BOARD (FOB)

- 1. Buyer issues ICPO with verifiable proof of funds upon receipt of Soft Corporate offer.
- 2. Both parties review contract draft and signs within 48hrs.
- 3. Seller issues all shipping documents of the vessel tanker which delivered the cargo and also send the proof of product documents within 48hrs after contract signing as listed below;
- a) Refinery Commitment to Supply
- b) Certificate of Origin
- c) Seller Certificate of Incorporation
- d) Quality and Quantity Report (Product Passport issued by GOST R)
- e) Statement of Product Availability
- f) Tank Storage Receipt
- 4. Buyer pays 5% deposit to seller nominated bank account within 48hours after receipt of POP documents.
- 5. Seller transfers title to buyer and, sends the Dip Test Authorization letter.
- 6. Seller representatives at the China port hands over the original copies of the POP documents including the Custom Clearance Certificate, Tank Storage Agreement, and CIQ Inspection Certificate to buyer representatives at the China port.
- 7. Buyer inspection team conducts their Q and Q inspection on the product within 48hrs after receipt of all original documents from the seller representatives.
- 8. Buyer pays for the remainder 95% of the total quantity as per the Q&Q Inspection report not more than 48hours after receipt of the inspection result.
- 9. Seller pays all intermediaries upon receipt of buyer complete payment.

Sign and Seal by: Mr. Kairdenov Arman

Director for Oil Refining and Petrochemicals