

140000, Павлодар қаласы,
Химкомбинат көшесі, 1;
тел. (7478) 92-56-74, (7182) 39-66-70, факс 39-60-98.
e-mail: kanc@pnhz.kz <http://www.pnhz.kz>

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SOFT CORPORATE OFFER

To: To Whom It May Concern

We **PAVLODAR OIL CHEMISTRY REFINERY (POCR LLP)**, with full legal responsibility under penalty of perjury hereby issue this Soft Corporate Offer with given terms and conditions as stated in this offer to confirm our readiness and to execute a Sales and Purchase Agreement with the end buyer, with the ability to supply the following commodities according to the terms and conditions stipulated in this soft corporate offer.

LOADING PORTS	KAZAKHSTAN, ROTTERDAM PORT – (NETHERLAND).
DELIVERY TERM	CIF AND FOB
PAYMENT TERMS	DLC, SBLC, IRDLC, T/T
DESTINATION PORTS	AWSP
CONTRACTUAL PERIOD	SPOT/ 12 MONTHS CONTRACT+ ROLLS/EXTENTION

REFINERY WORKING PROCEDURE

REFINERY SELLING PROCEDURES FOB ROTTERDAM/HOUSTON (1)

1. BUYER ISSUE ICPO WITH SELLER WORKING PROCEDURE ON IT AS TRANSACTION PROCEDURE WITH BANKING DETAILS AND BUYER PASSPORT SCAN COPY.
2. SELLER ISSUE COMMERCIAL INVOICE OF THE PRODUCT IN TANKS AT PORT, BUYER SIGN AND RETURN BACK COMMERCIAL INVOICE TO SELLER.

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3. SELLER ISSUES TO BUYER THE BELOW DOCUMENT FOR VERIFICATION OF THE PRODUCT:

- A. TANK STORAGE RECEIPT
- B. STATEMENT OF PRODUCT AVAILABILITY
- C. AUTHORIZATION TO VERIFY (PHONE AND EMAIL)
- D. DIP TEST AUTHORIZATION LETTER (TO BE COMPLETED BY BUYER AND BUYER LOGISTICS).

4. UPON SUCCESSFUL VERIFICATION OF THE PPOP BUYER CONTACT SELLER TANK STORAGE COMPANY AND REQUEST FOR PAYMENT INVOICE. BUYER EXTEND THE SELLER TANK SELLER RELEASE SGS AND MAKE ARRANGEMENT FOR DIP TEST SCHEDULE.

5. UPON SUCCESSFUL DIP TEST IN SELLER TANKS, BUYER MAKE PAYMENT FOR THE TOTAL COST OF PRODUCT BASED ON THE SGS REPORT VIA MT103 AND SELLER TRANSFER TITLE OWNERSHIP TO BUYER AND SEND ALL EXPORTATION DOCUMENT TO BUYER. BUYER LIFT PRODUCT INTO VESSEL OR COMPLETELY TAKE OVER SELLER TANKS FOR FURTHER PRODUCT STORAGE.

6. NCNDA/IMFPA WILL BE SIGNED BY ALL INTERMEDIARIES INVOLVE IN THE TRANSACTION AND FORWARD TO SELLER FOR ENDORSEMENT, SELLER PROVIDE THE BELOW DOCUMENTS.

- A. ENDORSED NCNDA/IMFPA.
- B. AUTHORIZATION TO SELL AND COLLECT.

7. BUYER GET BACK TO SELLER WITH NCNDA/IMFPA SIGNED BY ALL GROUPS WITH COMMISSION STRUCTURES SO ALL PARTIES CAN RECEIVE THEIR COMMISSIONS IMMEDIATELY.

8. SELLER ISSUES FINAL AGREEMENT TO BUYER TO REVIEW CONTRACT ON R/E MONTHLY DELIVERIES.

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E.S.P.O. CRUDE OIL

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

Delivery: FOB ROTTERDAM/HOUSTON/ VLADIVOSTOK

FOB Price: \$160.00 Gross / \$150.00 Net per Metric Ton

CIF Price: \$170.00 Gross / \$160.00 Net per Metric Ton

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

LIGHT CYCLE OIL (LCO)

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

Delivery: FOB ROTTERDAM/HOUSTON/ VLADIVOSTOK

FOB Price: \$150.00 Gross / \$140.00 Net per Metric Ton

CIF Price: \$250.00 Gross / \$240.00 Net per Metric Ton

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



SELLER SIGN AND SEAL



Kuanysh Bishimov
Managing Director

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