



For info: Craig Higdon (seller mandate), WhatsApp 1-310-463-3799,  
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**Good Through: April 30, 2024**

**Attn: POTENTIAL END-BUYER**

**SOFT CORPORATE OFFER (SCO)**

We hereby state and represent that it is our intention to SELL, and we hereby confirm that we are ready, willing, and able to SELL the following commodities as per the specifications, in the quantities, and for the prices as specified in the terms and conditions as stated below. This representation is made with full corporate authority and responsibility. Prices and procedures subject to change without notice. Procedures are non-negotiable.

Fuel & Measurement	Min Quan per month	Max Quan per month	FOB Gross	FOB Net	CIF Gross	CIF Net	Comm. Buy/Sell
AVIATION JET FUEL A1, BBLs	500,000	10,000,000	\$76	\$74	\$78	\$76	\$1 / \$1
DIESEL FUEL EN590 (USLD 10, 50, & 500 PPM) , MT	50,000	1,000,000	\$400	\$390	\$420	\$410	\$5 / \$5
VIRGIN FUEL D6, Gallons	100,000,000	800,000,000	\$0.85	\$0.80	\$0.90	\$0.85	\$0.025 / \$0.025
LIQUEFIED NATURAL GAS (LNG), MT	50,000	200,000	-	-	\$480	\$470	\$5 / \$5
LIQUIDIFIED PETROLEUM GAS (LPG), GOST: 20448- 90, MT	50,000	500,000	\$460	\$450	\$480	\$470	\$5 / \$5
D2 GAS OIL, GOST: 305-82, MT	50,000	1,000,000	\$460	\$450	\$480	\$470	\$5 / \$5
PET COKE, MT	15,000	1,000,000	-	-	\$290	\$280	\$5 / \$5
HIGH SPEED DIESEL EURO 4 GRADE (GASOLINE), MT	50,000	1,000,000	\$410	\$400	\$430	\$420	\$5 / \$5
FUEL OIL CST-180, MT	10,000	500,000	\$570	\$560	\$590	\$580	\$5 / \$5
EASTERN SIBERIA PACIFIC OCEAN (ESPO), MT	50,000	10,000,000	\$520	\$510	\$540	\$530	\$5 / \$5
JP54 AVIATION KEROSENE COLONIAL, BBLs	500,000	10,000,000	\$76	\$74	\$78	\$76	\$1 / \$1
MAZUT M100, GOST: 10585-99, MT	50,000	1,000,000	\$520	\$510	\$540	\$530	\$5 / \$5
BITUMEN GRADES: 60/70, MT	10,000	50,000	\$530	\$520	\$550	\$540	\$5 / \$5
AUTOMOTIVE GAS OIL, MT	50,000	1,000,000	\$550	\$540	\$570	\$560	\$5 / \$5
EXPORT BLEND CRUDE, GOST: 51858-2002, BBLs	500,000	5,000,000	\$118	\$114	\$122	\$118	\$2 / \$2
UREA 46%: PRILLED & GRANULAR, MT	50,000	500,000	-	-	\$340	\$330	\$5 / \$5
DAP FERTILIZER, MT	50,000	500,000	-	-	\$290	\$280	\$5 / \$5
GASOLINE 89 – 95 OCTANES, MT	20,000	100,000	-	-	\$660	\$650	\$5 / \$5
DIESEL ULTRA-LOW SULPHUR (ULSD-PPM), MT	50,000	1,000,000	\$350	\$340	\$370	\$360	\$5 / \$5
LIGHT CYCLE OIL, MT	10,000	500,000	\$440	\$430	\$460	\$450	\$5 / \$5
BASE OIL, MT; SN 100	50,000	200,000	-	-	\$170	\$160	\$5 / \$5
SN 120	"	"	-	-	\$180	\$170	\$5 / \$5
SN 150	"	"	-	-	\$190	\$180	\$5 / \$5
SN 300	"	"	-	-	\$200	\$190	\$5 / \$5
SN 500	"	"			\$210	\$200	\$5 / \$5



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## **TERMS AND CONDITIONS**

**FUEL ORIGIN:** KAZAKHSTAN STANDARD  
**DELIVERY PORTS:** ASWP / ROTTERDAM / HOUSTON  
**INCOTERMS:** CIF / FOB / TTO  
**LOADING PORTS:** AKTAU / BAUTINO / PAVLODAR  
**CIF PAYMENT TERMS:** MT103 / SBLC / DLC MT 700 / LC  
**INSPECTION:** SGS OR EQUIVALENT  
**COMMISSIONS:** 50/50% PAID TO SELLER AND BUYER SIDE, SELLER SIDE IS CLOSED.  
**INSURANCE:** BY SELLER COVERING 110% OF THE SHIPMENT VALUE.

## **A. FOB PROCEDURE: TANK TO TANK**

1. Buyer issues an official ICPO with the Seller's procedure, passport copy, banking details along with their Tank Storage Agreement "TSA".
2. Upon successful validation of the Buyer's ICPO, logistics company, and storage agreement with the local port authority. Seller issues a Commercial Invoice (CI) to the Buyer. Buyer signs, seals, and returns the CI to the Seller.
3. Upon receipt of the Signed CI, Seller will issue a Tank to Tank Injection Agreement (TTTIA) to be fully completed, signed, and sealed by the Buyer and its Storage Facility. Upon receiving the fully endorsed TTTIA, Seller issues the POP below to the Buyer along with NCNDA/IMFPA to be signed by all intermediaries with the commission structure involved in the transaction.
  - Injection Report.
  - Product Passport.
  - 24 Hours SGS Report.
  - Product Certificate of Origin.
  - Tank Storage Receipt (TSR).
  - Authorization to sell and collect.
  - Commitment/Guarantee to Supply.
  - Unconditional Dip-Test Authorization.
  - Product Title Holder Transfer Agreement.
4. At Buyer's option, Buyer may perform a Dip Test in Seller's tank at Buyer's expense.
5. Upon successful verification of POP or Dip Test in the Seller's tank, Buyer provides a Tank Storage Receipt (TSR) with sufficient storage to accommodate the Seller's injection programming. Seller then injects the product into Buyer's tanks.
6. Buyer makes the payment for the product via MT103, Seller transfers the Title Holder & Ownership of the product to the Buyer.
7. After successful Trial Lift (First Lift), Seller issues SPA/Contract for 12 months with R&E to Buyer for processing.
8. Within 24 hours of the completion of the injection, the Seller pays commissions to all intermediaries involved for the initial lift and on all subsequent lifts.

## **B. FOB PROCEDURE: TANK TO TANK**

1. Buyer issues an official ICPO with the Seller's procedure, passport copy, banking details along with their Tank Storage Agreement "TSA" for seller's approval.
2. Seller issues a Commercial Invoice (CI). Buyer then signs, seals, and returns the CI to the Seller.
3. Seller and Buyer will jointly pay the lease for Buyer's tank farm. Seller pays the Buyer's tank farm for 2 days and Buyer pays his 3 days after his tank farm has received the payment from the Seller, for a total of 5 paid days of tank lease.
4. Seller provides buyer with the following FULL POP Documents:
  - a. Fresh SGS Report, less than 48 hours
  - b. Unconditional Dip Test Authorization
  - c. Injection Report
  - d. Tank Storage Receipt with GPS Coordinates
  - e. Tank Farm Bar-code Information
  - f. Letter of Commitment to Supply.
  - g. Authority to Sell & Collect (ATSC)
  - h. Endorsed Injection Schedule by the Seller and Buyer Tank Farm
  - i. A Physical Authority To Verify (PATV)
5. Optionally, Buyer may conduct its own Dip-Test in Seller's tank at Buyer's expense.
6. Seller Injects the fuel into Buyer's tank after successful SGS Q&Q report and Buyer makes payment by MT103 TT Wire Transfer according to the final product value Invoice.
7. Seller transfers the title of ownership per Buyer's instruction. Buyer lifts the product.
8. Seller pays all intermediaries involved in the transaction NCNDA/IMFPA, and subsequently monthly contract shipment continues as per terms and conditions of the sales and purchase agreement contract between buyer and seller.

### **C. FOB PROCEDURE TANK TO TANK**

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) and provides Company Documents.
2. Seller issues a Commercial Invoice to Buyer, who then signs, seals, and returns it within 48 hours.
3. Seller provides the following PPOP documents to the Buyer:
  - a. Tank Storage Receipt (TSR).
  - b. Commitment Letter to Supply.
  - c. Authorization to Sell and Collect (ATSC).
  - d. Authorization to Verify (ATV).
4. Buyer verifies and confirms the PPOP documents above and contacts the tank storage company for verification of the Seller's Tank Storage Receipt (TSR).
5. Upon Buyer's verification of the PPOP documents, Seller issues to the Buyer an invoice for a tank storage extension in order to conduct a Dip Test in the Seller's tank along with a refund guarantee letter.
6. Upon confirmation of the tank extension payment for the Dip Test, Seller issues the following POP documents and NCNDA/IMFPA to be signed by all intermediaries with the commission structure involved in the transaction.
  - a. Injection Report.
  - b. Unconditional Dip Test Authorization Letter (UDTA).
  - c. Injection schedule.
  - d. Product Passport.
7. Upon Buyer's approval of the dip test, Buyer will provide Tank Storage Agreement (TSA) and Tank Storage Receipt (TSR) for verification and approval for a minimum of 5 days in order to inject the fuel in Buyer's tanks.
8. Seller injects fuel in Buyer's tanks and upon completion of injection, Buyer makes 100% payment via.MT103. Seller then transfers title ownership and all export documents to the Buyer.
9. Seller pays commissions to all intermediaries 24 hours after receiving payment from the Buyer for the initial lift and all subsequent lifts.
10. Buyer and Seller sign Sales and Purchase Agreement (SPA) and subsequent monthly shipment continues as per terms and conditions in the SPA.

## **D. FOB PROCEDURE: TANK TO VESSEL**

1. Buyer sends Seller an ICPO with banking details, company information, and passport after review of Seller's Soft Corporate Offer, along with a CPA.
2. Seller issues a Commercial Invoice (CI) for the available quantity to the Buyer. The Buyer signs, seals, and returns the CI to the Seller.
3. Seller issues to Buyer the following:
  - a. Product Passport.
  - b. Certificate of Origin.
  - c. Commitment letter to supply.
  - d. Injection Fee Invoice.
  - e. Authorization to Sell and Collect (ATSC).
  - f. Statement of Product Availability.
  - g. Tank Storage Receipt (TSR).
4. Buyer pays for the injection and upon Seller confirmation of the injection fee payment, Seller issues the following POP along with NCNDA/IMFPA to be signed by all intermediaries with the commission structure involved in the transaction.
  - a. SGS Test (24 hours).
  - b. Unconditional Dip Test Authorization (UDTA).
  - c. Authorization to Verify (ATV).
  - d. Injection Report
5. Upon the countersigning of the UDTA, the Buyer has the option to schedule SGS/Intertek to conduct a Dip Test of the product in the Seller's Tank at the Buyer's Expense.
6. Upon successful Dip Test OR acceptance of the Seller's SGS report, Buyer provides Vessel details (Q88) to Seller and Seller shall immediately submit the Notice of Readiness to Inject.
7. Seller commences injection into the Buyer's Vessel and issues the Injection Report to the Buyer.
8. Upon confirmation of the total quantity injected into Buyer's vessel, the Buyer makes 100% payment by MT103 TT Wire Transfer for the total product.
9. Seller pays commission to all intermediaries involved in the transaction within 24 hours after confirmation of the Buyer payment for the initial lift and on all subsequent lifts.
10. Buyer and Seller sign Sales and Purchase Agreement (SPA) and subsequent monthly shipment continues as per terms and conditions in the SPA.

## **E. CIF PROCEDURE SBLC/DLC**

1. Buyer confirms soft corporate offer and issues ICPO according to Seller's SCO procedure & terms. Buyer then contacts his banking institution and begins the process of opening a SBLC/DLC.
2. Seller issues a draft Sales and Purchase Agreement (SPA) contract for Buyer's review and signing. Buyer signs, seals, and returns the SPA to the Seller.
3. Upon receipt of the endorsed SPA, Seller sends the following documents to the Buyer:
  - a. Certificate of Origin.
  - b. Commitment to Supply.
  - c. Product Passport.
  - d. Statement of Availability of the Product.
4. Buyer issues its financial guarantee (SBLC MT760 or DLC 700) to cover the first shipment to Seller's bank within 5 working days of sending the SPA to the Seller.
5. If Buyer fails to issue SBLC or DLC within 5 working days of returning the SPA, then the Buyer shall make a Guarantee Deposit of \$250,000 via MT103 to Seller's fiduciary bank account to secure the allocation. The Guarantee Deposit will be deducted from the total cost of the first shipment at payment for the full cargo.
6. Upon confirmation of Buyer's SBLC/DLC or guarantee deposit, Seller will issue a 2% performance bond, full POP, and shipping documents as shown below and a NCNDA/IMFPA to be signed by all intermediaries with the commission structure involved in the transaction.
  - a. Allocation Title Ownership Certificate.
  - b. Transneft Contract to Transport the Product to the Loading Port.
  - c. Port Storage Agreement.
  - d. Charter Party Agreement (CPA) to Transport the Product to Discharge Port.
  - e. Tank Storage Receipt.
  - f. Dip Test Authorization (DTA) and Authorization to Verify (ATV).
  - g. SGS Quality and Quantity Certificate.
  - h. Bill of Landing.
  - i. Vessel Questionnaire 88.
  - j. Notice of Readiness.
  - k. Copy of the charter party agreement.
  - l. Commercial Invoice.
7. Upon receiving the counter signed commercial invoice from the Buyer, shipment commences and upon arrival of the vessel tanker at the discharge port, Buyer conducts SGS inspection and makes the SBLC/DLC operative or makes payment for the full shipment via TT Wire or MT103.
8. Seller pays commissions to all intermediaries involved in the transaction 24 hours after receiving payment from the Buyer for the initial lift and all subsequent lifts with notarized copy sent to Seller's bank.

## **F. CIF PROCEDURE: ANY SAFE WORLD PORT**

1. Buyer confirms soft corporate offer and issues ICPO according to Seller's SCO procedure & terms.
2. Seller confirms ICPO and issues draft contract for Buyer signatory. Buyer sign & seals contract and returns it to Seller for acceptance and final signatures.
3. Seller bears the cost to register, endorse, and legalize contract with the Ministry of Energy. Seller issues a payment Invoice to the Buyer for the cost of the Product Transfer Certificate (PTC). This payment also covers 50% of the CPA charges to certify the Buyer as the product title holder for the delivery quantity.
4. Upon confirmation of the Buyer payment, Seller sends the POP documents below to the Buyer via email, along with a NCNDA/IMFPA to be signed by all intermediaries with the commission structure involved in the transaction, and Hard Copies are sent via courier service:
  - a. SGS Report.
  - b. Product passport (quality and quantity).
  - c. Copy of product transfer certificate.
  - d. Copy of warehouse agreement.
  - e. Commitment letter to supply.
5. Seller finalizes shipment schedules with the shipping company with notice of readiness and approval for delivering the commodity to the Buyer's discharge Port.
6. The Buyer's bank issues a bank instrument Via DLC-MT700 for the value of the first shipment to the Seller's Nominated fiduciary bank in a format acceptable to Seller's bank within 7 banking days to enable the Seller to commence transfer/loading of the product with the shipping company. Seller then releases the POP documents below after loading via a bank-to-bank SWIFT within five (5) working days and to allow Buyer to activate its DLC-MT700 for the value of goods:
  - a. Copy of Products certificate of origin.
  - b. Copy of statement of availability of product.
  - c. Copy of export license approval.
  - d. Copy of warehouse agreement.
  - e. Copy of vessel questionnaire 88.
  - f. Copy of charter party agreement with the shipping company.
  - g. Copy of assignment of ownership document.
  - h. Fresh cut SGS REPORT/DIP TEST letter.
7. Buyer or Buyer's representative visits the loading port to witness product inspection at the Port facility. Lifting starts and Buyer releases payment to Seller via Swift DLC payment instrument, four (4) days from discharging the entire cargo from the destination port, along with confirmation of the relevant shipping documents from both the loading and discharge ports.
8. Seller pays all the intermediaries involved in the transaction 24 hours after confirmation of the Buyer payment for the initial lift and all subsequent lifts.
9. If the Seller commits a material breach of the contractual provisions in this agreement and/ or fails to meet the delivery obligations in Article 05 of the SPA, the Buyer will be entitled to a claim on the Performance Bond (PB) immediately.