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To: Buyers & Buyer's Representatives.

# **SO-SOFT CORPORATE OFFER**

Dragon Industries, a Seller Mandate, on behalf of our end seller, do hereby confirm with full legal and corporate responsibility and under the penalty of perjury and regulations of the International Chamber of Commerce (ICC) that we are willing and ready to deliver the below listed commodities for immediate Spot and Contract sales.

#### PRODUCTS & PRICES

COMMODITY	JET FUEL (JET A1)	VIRGIN FUEL OIL D6
Min Quantity	1,000,000 Barrels Monthly	100,000,000 Gallons Monthly
Max Quantity	3,000,000 Barrels Monthly	200,000,000 Gallons Monthly
Price FOB	FOB: USD /USD	FOB: USD /USD
Commission	USD 2 / USD 2	USD 0.025 / USD 0.025

COMMODITY	<b>EURO 4, EURO 5, EN590</b>	ESPO CRUDE OIL
Min Quantity	100,000 Metric Tons Monthly	1,000,000 Barrels Monthly
Max Quantity	500,000 Metric Tons Monthly	3,000,000 Barrels Monthly
Price FOB	USD /USD	FOB: USD /USD
Price PTO	USD / USD (China)	USD / USD (China)
	Destination: Alashankou Port	Destination: Alashankou Port
Commission	USD 10 / USD 10	USD 2 / USD 2

COMMODITY	LIQUEFIED NATURAL GAS	LIQUEFIED PETROLEUM GAS
Min Quantity	50,000 Metric Tons Monthly	50,000 Metric Tons Monthly
Max Quantity	500,000 Metric Tons Monthly	500,000 Metric Tons Monthly
Price FOB	FOB: USD /USD	FOB: USD /USD
Price PTO	USD / USD (China)	PTO: N/A
	Destination: Alashankou Port	
Commission	USD 5 / USD 5	USD 5 / USD 5

COMMODITY	MAZUT		LIGHT CYCLE OIL
Min Quantity	50,000 Metric Tons Monthly		50,000 Metric Tons Monthly
Max Quantity	500,000 Metric Tons Monthly		500,000 Metric Tons Monthly
Price FOB	FOB: USD / USD	ĺ	FOB: USD / USD
Commission	USD 5 / USD 5		USD 5 / USD 5

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#### TERMS AND CONDITIONS

Fuel Origin: Turkmenistan

**Delivery Ports:** Houston, Rotterdam & Jurong / Alashankou Terminal, China (Pipeline

Takeover, CIF)

**INCOTERMS**: FOB & CIF Payment Terms: TT/MT 103

**Inspection:** SGS or Equivalent

Commissions: 50%/50% paid to the sell and buy sides. Sell Side Is Closed.

Max. Trial Lifts: 2,000,000 Barrels; 200,000 Metric Tons; 2,000,000,000 Gallons

Fuel Availability: Fuels on this SCO are ALWAYS available. Your CI is the guarantee of an

allocation.

Prices: Subject to change without notice.
Procedures: Seller Procedures Only, non-negotiable.

**Contracts:** Maximum contract amounts are indicated in the Price Table.

#### ICPO SUBMISSION POLICY AS OF 1/1/2025

Before Dragon Industries will process a new order for any of its sellers, the Buyer and Buyer Mandate (if applicable) **MUST** sign the "Understanding Fuel Producer Procedures" document which will accompany any Soft Corporate Offer (SCO).

#### NOTE ON THE USE OF FIDUCIARY RECEIVERS

Sanction policies, along with their effects on International Banking practices, have dramatically affected the availability of funds when using foreign wire transfers. To facilitate timely transactions, our sellers will use regionally based fiduciary receivers rather than have funds sent directly to the refineries.



### A. FOB TRANSACTION PROCEDURES (TANK TO TANK)

- 1. Buyer issues: ICPO, Tank Storage Agreement (TSA), and Buyer passport.
- 2. Seller issues Commercial Invoice, Buyer signs and returns back to Seller for countersigning.
- 3. After complete verification of the Tank Storage Agreement (TSA) by the seller company, Buyer contacts their tank farm to arrange invoice for seller to pay for 3 storage days to Buyer's tank Storage Company to confirm Seller's readiness towards the transaction.
- 4. Upon receipt of payment for 3 storage days by the Buyer's tank Storage Company, the Buyer makes payment for an additional 3 storage days to complete the 6-day TSR. The Seller and Buyer representatives signs the NCNDA/IMFPA.
- 5. Seller transfers product allocation to buyer and releases the following documents to Buyer:
  - a. Product Passport.
  - b. Certificate of Origin.
  - c. Authority to Sell and Collect.
  - d. Injection schedule along with the NOR (Notice of readiness) to commence the injection of the product in buyer's tanks and Injection commences as per agreed SPOT Lift Quantity.
- 6. Upon Completion of Injection; Seller releases the following documents to Buyer:
  - a. Injection Report.
  - b. Recent SGS Quality Survey
  - c. Dip Test Authorization.
- 7. Buyer proceeds with inspection of product with SGS agent in his own tanks. Upon Buyer's successful Q&Q dip test on the product, Buyer makes the payment for the Total Value of the product injected into the Tanks by TT/MT103.
- 8. Seller releases to Buyer the product Title Ownership documents and Buyer lifts the product with his vessel Tanker.
- 9. Seller pays intermediaries as per NCNDA/IMFPA.



# B. FOB TRANSACTION PROCEDURES (TANK TO TANK)

- 1. Buyer issues: ICPO, Tank Storage Agreement (TSA), and Buyer passport.
- 2. Seller issues Commercial Invoice, Buyer signs and returns back to Seller for countersigning.
- 3. Seller releases Inspection Approval Letter to Buyer to be signed by the Buyer and the Buyer's Tank Farm. All parties' signs NCNDA
- 4. Upon receipt of the signed Inspection Approval Letter from Buyer's Tank Farm, Seller issues the below documents to buyer:
  - a. Quantity and Quality Certificate (SGS) 48hrs fresh
  - b. Tank Storage Receipt (TSR).
  - c. Certificate of Origin
  - d. Product Passport (Dip Test Result).
  - e. Statement of Product Availability.
  - f. Refinery Commitment to Supply.
  - g. Authorization to Sell/Collect (ATSC).
  - h. Injection Report
  - i. Dip Test Authorization (DTA)
- 5. Upon successful verification of documents by the Buyer, Seller & Buyer's representative and the SGS Team meets at seller tank storage for dip test on the product and presentation of the hard copy Proof of Product documents to buyer representatives face to face.
- 6. Upon confirmation of product Q&Q, Seller seals the tanks in buyer's name for 10 days, Buyer pay for product by MT103/TT and Seller immediately begins injection into buyers' tank storage.
- 7. Seller pays all intermediaries according to the signed NCNDA/IMFPA for monthly deliveries.



### C. FOB TRANSACTION PROCEDURES (TANK TO TANK)

- 1. Buyer issues: ICPO, Tank Storage Agreement (TSA), and Buyer passport.
- 2. Seller issues Commercial Invoice, Buyer signs and returns back to Seller for countersigning.
- 3. Seller issues Non-Disclosure Agreement for signatory by the buyer, buyer's tank farm and Seller. Seller presents the product Injection Report and SGS report (quality and quantity) to Buyer's tank farm, upon verification of Injection Report & SGS report by Buyer tank farm, Buyer contacts their tank farm to secure their storage space.
- 4. Seller issues Injection Programming Agreement (IPA) to the buyer to be signed by the Buyer and Buyers tank farm company
- 5. Seller transfers product allocation to buyer and releases the following documents to buyer:
  - a. Product Passport
  - b. Certificate of Origin.
  - c. Authorization to Sell/Collect (ATSC).
  - d. Unconditional Dip Test Authorization (UDTA)
  - e. Injection schedule along with the NOR (Notice of readiness) to commence the injection of the product in buyers' tank and injection commences as per agreed SPOT Lift Quantity.
- 6. Buyer conducts its dip test on the product and the Seller commences injection into the Buyer's tank storage space. Seller releases the following documents to Buyer:
  - a. Injection Report.
  - b. Recent SGS Quality Survey
- 7. Buyer proceeds with inspection of product with SGS agent in his own tanks. Upon Buyers Successful Q&Q dip test on the product in his own tanks, Buyer makes the payment for the total value of the product injected into the tanks by TT/MT103.
- 8. Seller releases to the Buyer the product Title Ownership documents and Seller pays all intermediaries according to the signed NCNDA/IMFPA.



#### D. CIF TRANSACTION PROCEDURES - PIPELINE TAKE OVER

- 1. Buyer issues the following documents:
  - a. ICPO with seller working commercial procedure
  - b. Buyer's company registration certificate.
  - c. Buyer's passport copy
- 2. Seller issues sales purchase agreement (SPA) to Buyer, Buyer reviews, amends (if necessary), signs and return the sales purchase agreement (SPA) to seller for countersigning along with customer information sheet (CIS).
- 3. Seller gives Partial proof of products (PPOP) documents to buyer.
  - a. Pipeline Shipment Bill of Lading (Trackable) showing present location of product.
  - b. Product Quality and Quantity report issued by the Pipeline Company to affirm reception of product quality/quantity at the Pipeline facility.
  - c. Product Quality and Quantity Analysis report issued from the Refinery Laboratory.
  - d. Commitment to Supply and Statement of availability of product
  - e. Commercial invoice of 2.5 percent commitment guarantee (USD, RMB, HK Dollar payment options available).
- 4. Within 5 banking days, Buyer pays invoice of 2.5 percent security guarantee to seller via TT/MT03 wire transfer.
- 5. The seller sends instructions to the pipeline company to continue with the commencement of the transportation of the product. Upon commencement of product transportation, the seller's bank sends the below full POP documents to the buyer's bank.
  - a. Allocation Title Ownership Certificate.
  - b. Contract to transport the product to the loading port.
  - c. Tank Storage Receipt
  - d. Product Allocation Export Permit.
  - e. Bill of Lading.
  - f. Pipeline Shipment Bill of Lading (Trackable)
  - g. Product Quality and Quantity report issued by the Pipeline Company
  - h. Chamber of International Commerce Kazakhstan in Buyer's Company Name
  - i. Commitment to Supply and Statement of availability of product
  - j. SGS Quality and Quantity Certificate of product inside the Pipeline. (Borne by Seller)
- 6. The Seller signs the NCNDA/IMFPA between all intermediaries involved, with the notarized copy sent to the Seller's bank and Buyer's Bank.
- 7. Upon arrival of the product at the Chinese port, Buyer conducts CIQ at the destination port and the Buyer makes payment via swift fund transfer within 5 banking days to the Seller for the total shipment value after the discharge of the product. The Seller, within 48 hours, pays the intermediaries involved according to the signed and notarized NCNDA/IMFPA.



# PIPELINE MAP PREVIEW

# SIMPLIFIED PIPELINE MAP TRANSPORTATION ROUTE (TURKMENISTAN to CHINA)

# Turkmenistan to Uzbekistan to Kazkahstan (via Kenkiyak, Kumkol, and Atasu) to Alashankou

