

Ref: UR:014723/KZ
Issued to: Buyer's Mandate.

Issued Date: 3rd March 2025
Valid Till: 3rd March 2026

SOFT COOPERATE OFFER

We, URALSKOBLGAZ OIL REFINERY, TOO a highly reputable entity in the energy, oil & gas, and agrochemical fertilizer sector of Kazakhstan, hereby present this Soft Corporate Offer. With utmost legal responsibility and adherence to the consequences of perjury, we express our commitment to offer the following terms and conditions outlined below.

Through this communication, we affirm our full preparedness, eagerness, and capacity to enter into a Sales and Purchase Agreement with your esteemed company. We intend to engage in a business transaction that adheres to the specified terms and procedures as presented herein.

DELIVERY	CIF, TTO & FOB ANY SAFE WORLD PORT
PAYMENT TERM	MT 103, TT WIRE
ORIGIN	Kazakhstan
INSPECTION	Any Universally Accepted Q&Q Inspection Company
COMMISSION	To be shared 50% each by both sides

AVAILABLE PRODUCTS:

PRODUCT GAS OIL D2 DIESEL

GRADE GOST 305-82

QUANTITY: 50,000-500,000 MT SPOT ONLY

PRICE: FOB-\$350 Gross/\$330 NET---CIF-\$370 GROSS/\$350 NET

PRODUCT KAZAKHSTAN LIGHT CYCLE OIL

GRADE GOST 56871-2016

QUANTITY: 50,000-500,000 MT SPOT ONLY

PRICE: FOB-\$360 Gross/\$340 NET---CIF-\$380 GROSS/\$360 NET

"УРАЛЬСКОБЛГАЗ" ЖШС
"ПЕТРОЛЕУМ ҚАЗАҚСТАН"

КЕҢСЕ МЕКЕНЖАЙЫ: УЛИЦА ГАГАРИНА, 29
ЖАСТА, ОРАЛ БАТЫС ҚАЗАҚСТАН ОБЛЫСЫ
БСН - 960340000019 СТН – 270100000064

ҚАЗАҚСТАНДЫҚ МҰНАЙ, ГАЗ, ГАЗ ТӘРІЗДІ ОТЫН
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URALSKOBLGAZ

KAZAKHSTAN DIESEL EN590 10PPM

GRADE GOST 32511-2013

QUANTITY: 50,000-500,000 MT SPOT ONLY

PRICE FOB-\$360 Gross/\$340 NET---CIF-\$380 GROSS/\$360 NET

PRODUCT ULTRA-LOW-SULFUR DIESEL ULSD, ASTM D975

GRADE 2-D S15 / 1-D S15, 10 PPM

QUANTITY: 50,000-500,000 MT SPOT ONLY

PRICE: FOB-\$360 Gross/\$340 NET---CIF-\$380 GROSS/\$360 NET

PRODUCT FUEL OIL VIRGIN

GRADE D6

QUANTITY: 200,000,000 – 800,000,000 GALS SPOT ONLY

PRICE: FOB \$0.9 GROSS/\$0.7 NET---CIF-\$1.1 GROSS/\$0.9 NET

PRODUCT AUTOMOTIVE GAS OIL

GRADE AGO

QUANTITY: 50,000-500,000 MT SPOT ONLY

PRICE: FOB-\$360 Gross/\$340 NET---CIF-\$380 GROSS/\$360 NET

PRODUCT FUEL OIL CST

GRADE 180/280/380

QUANTITY: 50,000-500,000 MT SPOT ONLY

PRICE: FOB-\$360 Gross/\$340 NET---CIF-\$380 GROSS/\$360 NET

PRODUCT JET FUEL (A, A1 & TS-1)

GRADE GOST 10227-86

QUANTITY: 500,000–4,000,000 BBLs SPOT ONLY

PRICE: FOB-\$50 Gross/\$46 NET---CIF-\$54 GROSS/\$50 NET

PRODUCT AVIATION KEROSENE

GRADE JP54

QUANTITY: 500,000–4,000,000 BBLs SPOT ONLY

PRICE: FOB-\$48 Gross/\$44 NET---CIF-\$52 GROSS/ \$48 NET

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PRODUCT FUEL OIL MAZUT M100

GRADE GOST 10585-75 & 10585-99

QUANTITY: 50,000-300,000 MT SPOT ONLY

PRICE: FOB-\$280 Gross/\$265 NET---CIF-\$295 GROSS/\$280 NET

PRODUCT CRUDE OIL ESPO - EASTERN SIBERIAN PACIFIC OIL

GRADE 34,8° API gravity with a sulfur content of 0.53% - 0.62%

QUANTITY: 500,000–4,000,000 BBLS SPOT ONLY

PRICE: FOB-\$45 Gross/\$40 NET---CIF-\$45 GROSS/\$50 NET

PRODUCT LPG-LIQUEFIED PETROLEUM GAS

GRADE: GOST 20448-90

QUANTITY: 50,000-300,000 MT SPOT ONLY

PRICE: FOB-\$360 Gross/\$340 NET---CIF-\$380 GROSS/ \$360 NET

PRODUCT LNG-LIQUEFIED NATURAL GAS

GRADE GOST 5542-87

QUANTITY: 50,000-300,000 MT SPOT ONLY

PRICE: FOB-\$360 Gross/\$340 NET---CIF-\$380 GROSS/ \$360 NET

PRODUCT BITUMEN OIL 60/70/80/100

GRADE: GOST 22245-90

QUANTITY: 50,000-300,000 MT SPOT ONLY

PRICE FOB-\$265 Gross/\$245 NET---CIF-\$285 GROSS/\$265 NET

PRODUCT PETROLEUM COKE OF DELAYED COKING

GRADE TU 0258-008-05766600-2001

QUANTITY: 50,000-100,000 MT SPOT ONLY

PRICE: FOB-\$120 Gross/\$100 NET---CIF PRICE- \$140 GROSS/ \$120 NET

PRODUCT UREA 46 CARBAMIDE FERTILIZER N 46,2% (H2N-CO-NH2)

GRADE GOST 2081-92, A PREMIUM GRADE

QUANTITY: 50,000 - 100,000 MT SPOT ONLY

PRICE: FOB-\$300 Gross/\$280 NET---CIF PRICE-\$320 GROSS/\$300 NET

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FOB-(TANK TO TANK) PROCEDURE - ROTTERDAM, FUJAIRAH, JURONG & HOUSTON PORT AVAILABLE

1. Seller issues SCO Via Official Mandate, and Buyer issues ICPO with Tank Storage Agreement (TSA).
2. Seller issues Commercial Invoice (CI) & ICC Warning Letter for the available Quantity in the Storage Tank.
3. Upon signing of Commercial Invoice (CI), the Seller leases buyer Tanks for (2) days, and the buyer leases for (2) days.
4. Seller Schedules/Program the Injection and then issues the Buyer the following documents.

SELLER needs TANK HUB NUMBER & TANK NUMBER to Schedule/Program Injection.

1. **Three (3) Days Unconditional Dip Test Authorization (DTA)**
2. **Tank Storage Receipt (TSR) with GPS Coordinates**
3. **24 hours Fresh SGS Report inspected in the port.**
4. **Injection Report Shore Tank**
5. **Authorization To Verify (ATV)**
6. **Authorization to Sell & Collect (ATSC)**
7. **Certificate of Origin**

5. Buyer upon verification and confirmation of the product and the PPOP Documents, orders SGS to conduct the

DIP TEST in the Buyers Tank leased by seller and Buyer.

6. Upon successful DIP TEST, Seller issues Buyer Title of Ownership Certificate to be followed by all Export Documentation.

7. Buyer makes payment by MT103 or TT Wire Transfer for the total product and lifts the product and seller pays all mandates and intermediaries involved in the transaction.

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FOB - (TANK TO TANK) PROCEDURE - ROTTERDAM, FUJAIRAH, JURONG & HOUSTON PORT AVAILABLE

1. Upon acceptance of the seller's Offer, the buyer issues a Purchase Order (ICPO) and Tank Storage Agreement (TSA)
2. Seller provides the Commercial Invoice to the buyer
3. Buyer signs and returns Commercial Invoice (CI) to the seller along with TSR (Active One Day) along with a scanned copy/NCNDA / IMFPA signed
4. Seller releases Full POP documentation:

1. Tank Fact Sheet

2. ATSC Authorization to sell and collect

3. ATV authorization to verify

4. SGS reports less than 48 hours

5. Unconditional DTA for buyers optional Dip test if needed

- 5) Buyer verifies the full Proof of Product (POP) documentation.
- 6) Buyer pays after completion of injection for the total value of the product injected into the tanks through the means of SWIFT MT 103 / TT / SBLC / DLC, the title ownership will be immediately transferred to the buyer.
- 7) The buyer will pay within 24 hours after the buyer carries out the Dip test in the seller's tank storage and the product is ready for injection into the buyer's tank storage
- 8) Seller pays commission to all the intermediaries involved in the transaction immediately after confirmation of the Buyer's payment in accordance with the signed and sealed NCNDA / IMFPA

FOB-(VESSEL TO TANK) PROCEDURE - ROTTERDAM, FUJAIRAH, JURONG & HOUSTON PORT AVAILABLE

1. Upon acceptance of the seller's Offer, the buyer issues a Purchase Order (ICPO) and Tank Storage Agreement(TSA)
2. Upon acceptance of buyer ICPO/TSA, Seller issues Commercial Invoice for buyer's review and signing.
3. The buyer signs the commercial invoice and returns it to the seller, and the seller issues the POP Documents as shown below:

- 1• Ullage Report
- 2• Q&Q Report
- 3• Cargo Manifest
- 4• Export License
- 5• Clean on board Ocean Bill of Lading/Q88.

4. Upon Buyer confirmation of the above POP, the buyer provides the below Tank details to enable the seller to commence the Injection once the Vessel is moored.

1. NOTICE OF READINESS ISSUED BY TANK STORAGE COMPANY
2. TANK STORAGE RECEIPT VALID FOR FIVE (5) DAYS (MINIMUM)
3. AUTHORITY LETTER TO VERIFY / INJECT

5. Upon vessel arrival at the Buyer's nominated port, the Vessel Captain shall Berth the Vessel at the Buyer Tank Terminal for the Injection process to take place, and upon completion of Injection into the buyer Tank, the SGS inspectors' team will be invited to carry out the DIP TEST Q and Q. *
NCNDA/IMFPA is signed by the involved parties.

6. Upon successful Q and Q including Dip Test, BUYER pays for a product by Wire Transfer / Swift MT-103 into the Seller's account.
7. Seller releases original POP documents in buyer's name, and Trans-loading commences.
8. Pays commissions to all intermediaries, Both Parties proceed with the signing of a 12-months FOB contract upon completion of the first trial order.

TRANSACTING PROCEDURES TANKER TAKE OVER (TTO):

1. The buyer receives a Soft Corporate Offer and issues an official ICPO with the seller working and approved procedure.
2. Seller issues a Draft contract to the buyer, Buyer returns the countersigned contract to Seller with a letter of acceptance.
3. Seller reviews the signed contract and sends a copy of the signed and sealed contract in PDF to the buyer, both parties lodge with their respective banks.
4. Seller releases to Buyer the below listed Partial POP Documents in their Buyer name, which may include:

1. Product quality passport (Analysis test Report)
2. Statement of availability of product
3. Authorization to Sell and Collect
4. Refinery Commitment to Supply
5. Certificate of Origin
6. Bill of Lading 7. Vessel Tanker Q88 8. Cargo Manifest

5. Upon receiving the POP documents, Seller instructs his shipping company to inform the vessel Captain to issue the NOR/ETA to Buyer's designated shipping agent and Seller delivers the Entrustment Letter issued by the shipping company to buyer's designated shipping agent, The buyer's designated shipping agent must sign the Entrustment Letter back to act as the seller's entrusted shipping agent in 24 hours. The seller instructs the vessel captain to issue the NOR/ETA.

6. Buyer makes 2% deposit by TT wire as a guarantee deposit to Seller which would be deducted from the full total product cost.
7. Seller instructs his shipping company to inform the vessel captain to re-direct the route of the vessel Tanker to Buyer's destination port.
8. Upon arrival of the vessel at the buyer's designated port, the seller's entrusted shipping agent and the buyer's designated cargo agent must finish the customs declaration and the marine time declaration to guide the vessel captain to berth and unload the product allocation.
9. Upon successful CIQ/SGS, the Buyer completes the balance payment via MT103, and all intermediaries are paid accordingly within 72 hours in accordance to the Signed NCNDA.
10. The next shipment commences, Both Parties proceed with the signing for a 12 Months CIF AWSP contract upon completion of the first trial order.

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11. Buyer issues DLC/SBLC to Seller for the subsequent 12 Month delivery and 2% Performance Bond to Buyer for the subsequent 12 Month delivery, after first trial order.

12. Monthly shipment commences as per contract schedule to the Buyer-designated discharge port as stipulated in the contract.

1. Ship Certificates
2. Cargo Declaration
3. Fresh SGS Report
4. Charter Party Agreement
5. Ownership Certificate
6. Title Transfer Affidavit
7. Product Allocation Certificate
8. Ullage Report
9. Notice of Readiness
10. Customs Declaration Certificate

8. Shipment commences as per the contract schedule.

9. Within 72 hours of the vessel's arrival at the destination port, the buyer releases payment via MT103 after inspection by CIQ/SGS.

10. The seller is responsible for paying all intermediaries involved in the transaction.

TRANSACTING PROCEDURES CIF

1. Buyer issues an Irrevocable Corporate Purchase Order (ICPO) upon receipt of a Soft Corporate offer.
2. The seller issues a Draft Sales and Purchase Agreement to the buyer.
3. The buyer reviews the agreement, signs it, and returns the signed contract to the seller.
4. Seller reviews the signed contract, acknowledges it, and proceeds to legalize it through the Ministry of Energy. The cost of legalization is borne by the seller.
5. The seller releases the following Partial Proof of Product (PPOP) documents to the buyer for confirmation:

Certificate of Origin

Refinery Commitment to Supply

Statement of Product Availability

(Product Passport) Quality and Quantity Report

6. Upon receiving the Partial PPOP, the buyer must issue a Bank Instrument, specifically a Standby Letter of Credit (SBLC) MT760, within 7 working days to the seller's nominated bank account.

7. If the buyer fails to issue the SBLC MT760 within the given period of 7 working days, an alternative option is for the buyer to make a guarantee deposit of 2% of the total value of the contract to the seller's performance to secure the allocation. This deposit will be deducted from the first shipment. Within 24 hours of instrument confirmation, the seller signs the Chartered Party Agreement (CPA) and releases the full PPOP documents along with a 2% Performance Bond (PB) to the buyer's bank. The released PPOP documents include:

- (a) Fresh SGS Report
- (b) Ullage Report
- (c) Certificates
- (d) Charter Party Agreement
- (e) Ownership Certificate
- (f) Title Transfer Affidavit
- (g) Product Allocation Certificate
- (h) Cargo Declaration Ship
- (i) Notice of Readiness
- (j) Customs Declaration Certificate

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8. Shipment commences as per the contract schedule.
9. Within 72 hours of the vessel's arrival at the destination port, the buyer releases payment via MT103 after inspection by CIQ/SGS.
10. The seller is responsible for paying all intermediaries involved in the transaction.

Signed by:

Mr. Bekbolat Sydykov

Director General

URALSKOBLGAS OIL REFINERY

Date: 03-03-2025



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PRICE: FOB-\$300 Gross/\$280 NET---CIF PRICE-\$320 GROSS/\$300 NET

TANK TO VESSEL (FOB) PROCEDURE

1. Buyer issues ICPO / BCL and Company Registration Certificate to Seller.
2. Seller issues CI to Buyer for the available quantity. Buyer signs and returns the CI to Seller. All parties sign the NCNDA/IMFPA. Buyer pays commission to the Buyer side and Seller pays commission to the Seller side.
3. Seller sends the following Partial POP documents to Buyer:
 - I. Original Barcoded Tank Storage Receipt
 - II. Certificate of Origin
 - III. Certificate of Quantity and Quality
 - IV. Statement of Product Availability.
 - V. Authorization to Verify (ATV)
4. Seller's Issues the TITLE TRANSFER AFFIDAVIT warranty of product title.
5. Upon receipt of the sealed TITLE TRANSFER AFFIDAVIT, Buyer extends the Seller's Tank for three (3) days to cover the period for the Dip Test by Buyer's SGS Inspection Team. Further, the Buyer releases the CPA/Q88 to the Seller.
6. Upon receipt of the validated TSR and copies of the buyer's vessel information which must include the Vessel Questionnaire Q88 AND Port Clearance, the Seller releases the DTA. After the successful Dip Test in the Seller's Tank, the Buyer makes 100% payment via TT/MT103 for the total product value to the Seller and the Seller transfers the Title Ownership to the Buyer.
7. Vessel loading of the liftable product quantity commences.
8. Seller and Buyer pay commission to all intermediaries involved in the transaction within 48 hours.
9. Seller submits the draft SPA to Buyer for R & E monthly deliveries.
10. Buyer reviews and signs the SPA and issues SBLC or DLC for the length of the contract or each lift per schedule. Buyer pays by MT103/TT after the Dip Test on each month's delivery. The subsequent deliveries will commence according to the terms and conditions of the contract. Seller and Buyer pay commissions to all intermediaries as per IMFPA/NCNDA within 48 hours after receiving payment from Buyer.

"УРАЛЬСКОБЛГАЗ" ЖШС
"ПЕТРОЛЕУМ ҚАЗАҚСТАН"

КЕҢСЕ МЕКЕНЖАЙЫ: УЛИЦА ГАГАРИНА, 29
ЖАСТА, ОРАЛ БАТЫС ҚАЗАҚСТАН ОБЛЫСЫ
БСН - 960340000019 СТН – 270100000064

ҚАЗАҚСТАНДЫҚ МҰНАЙ, ГАЗ, ГАЗ ТӘРІЗДІ ОТЫН
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URALSKOBLGAZ

Signed by:

Mr. Bekbolat Sydykov

Director General

URALSKOBLGAS OIL REFINERY

Date: 21-04-2025



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