

Date:23-June-2024  
Ref No: GOT/XXX/273  
To: Buyers / Buyers mandates

### SOFT COPERARTE OFFER

We,GENCO OIL TOO, an oil and gas company in the Republic of Kazakhstan with full legal responsibility, hereby issue this soft corporate offer with the terms and conditions stated below, under penalty of perjury.

We confirm our readiness, willingness,and ability to enter into a Sales and Purchase Agreement with your company under the terms and procedures outlined below.

**PRODUCT: AVIATION KEROSENE JET FUEL**

ORIGIN: Kazakhstan

GRADE: JP54

QUANTITY: 1,000,000 - 4,000,000 Bbl. per Month x 12 Months

FOB PRICE- USD 78 Gross/ USD 76 Net Per Bbl

**PRODUCT: AVIATION KEROSENE JET FUEL**

ORIGIN: Kazakhstan

GRADE:Jet A,Jet A1&TS-1

QUANTITY: 1,000,000 - 4,000,000 Bbl. per Month x 12 Months

FOB PRICE- USD 76 Gross/ USD 73 Net Per Bbl

**PRODUCT: ULTRA-LOW SULPHUR DIESEL**

ORIGIN: Kazakhstan

GRADE: EN590, 10PPM

QUANTITY: 50,000 - 300,000 MT Per Month x 12 Months

CIF PRICE: USD 370 Gross/ USD 380 Net

**PRODUCT: VIRGIN D6 FUEL OIL**

ORIGIN: Kazakhstan

GRADE: D6

QUANTITY: 100,000,000-400,000,000 GALS per Month

CIF PRICE - USD 0.89 Gross/ 0.88 Net Per Gallon

FOB PRICE- USD 0.87 Gross/ 0.86 Net Per Gallon



**PRODUCT: PETROLUEM COKE**

ORIGIN: Kazakhstan

GRADE: PET COKE

QUANTITY: 5,000-300,000 MT

CIF PRICE - USD 260 Gross/ USD 250 Net per MT

FOB PRICE -USD 240 Gross/ USD 230 Net per MT

**PRODUCT:LIQUEFIED PETROLEUM GAS (LPG)**

ORIGIN: Kazakhstan

GRADE: GOST 20448- 90

QUANTITY: 50, -000 - 300,000 MT per Month

CIF PRICE -USD 350 Gross / USD 340 Net Per MT

FOB PRICE- USD 310 Gross/ USD 300 Net Per MT

**PRODUCT: DIESEL GAS D2 GOST 305-82**

ORIGIN: Kazakhstan

GRADE: D2

QUANTITY: 50,000 MT-500,000 MT

CIF PRICE - USD 390 Gross/ 380 Net Per MT

FOB PRICE- USD 370 Gross/ 360 Net Per MT

**PRODUCT: MAZUT M100**

ORIGIN: Kazakhstan

GRADE: GOST 10585-75,99.

QUANTITY: 200,000,000 GALS-800,000,000 MT per Month

CIF PRICE - USD 250 Gross / 340 Net Per MT

FOB PRICE -USD 230 Gross/ 220 Net Per MT





## FOB TRANSACTION PROCEDURE

1. Buyer issues official Irrevocable Corporate Purchase Order (ICPO).
2. Seller issues commercial invoice (CI) for Buyer's endorsement.
3. The Buyer signs and returns the CI to Seller with Copy of International Passport (Data Page).
4. The Seller issues the UDTA & ATV with details of the contact Tank farm contact, ATSC to Buyer which will enable the buyer verify the availability of the product in the Terminal.
5. The Buyer contacts the Seller's Tank Administrator/ Agent in 24hrs and obtains 1 days tank extension TSR or Pay for 50% cost of the SGS report.
6. Upon successful Dip Test Inspection in the Seller Tank, the Buyer submits the TSR from his Tank Farm or NOR from his Shipping Company, and Seller Injects the product into Buyer's Vessel.
7. The Seller releases the Complete POP Documents to the Buyer, including the following documents:  
Resources Confirmation Letter (Issued by the End -Refinery).
8. The Buyer issues 100% payment for the total product by MT103/TT Wire transfer to the seller
9. Seller confirms Buyer payment and immediately releases payment to all intermediaries that involves in the said transaction as per signed NCNDA/IMFPA.
10. The Seller issues annual (12 months) delivery contract for the review and acceptance.



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## TRANSACTION PROCEDURES TANK TAKE OVER (TTO)

1. The buyer issues official ICPO with his/her banking details and certificate of company registration.
2. The seller issues Draft contract for both parties to sign. Within 24 hours, the buyer signs and send back with guaranteed letter and proof of funds to fulfil the contractual agreement.
3. The seller sends the Product's Proof documents in the buyer company's name as listed below.
  - A. Bill of Lading.
  - B. Cargo Manifest.
  - C. Commitment to Supply.
  - D. Certificate of Origin.
  - E. Export license.
  - F. Product quality passport (Analysis test Report)
  - G. Rep Passport page photograph.
  - H. Registration Certificate.
  - I. Vessel Q88.
4. The Buyer makes a guarantee deposit to seller and upon receipt of buyer's payment, the seller will instruct the vessel master to re-route the vessel tanker's final destination to the buyers discharge port and intermediaries sign and endorse NCNDA/IMFPA.
5. The buyer provides his/her shipping agent contact details for the vessel master to open communication, issue the Notice of Readiness (NOR) and Power of Attorney to buyer's shipping agent entrusting them to perform all needed shipping agency and freight forwarding services in the discharge port.
6. The seller will issue the Title Transfer Affidavit for buyer's signing. The seller and the buyer sign the Title Transfer Affidavit, and the ministry of energy issues the allocation Title Ownership Certificate in the buyer's company name.
7. The seller instructs vessel master to countersign the shipping agent Power of Attorney and proceed to send the complete set of maritime and shipping documents to enable the buyer shipping agent file for maritime report and make all preparation to receive the vessel tanker at the destination port terminal.



## CIF TRANSACTION PROCEDURE

1. Buyer issues ICPO upon receipt of Soft Corporate offer.
2. Seller issues Draft Sales and purchase Agreement to buyer, Buyer returns signed contract to Seller.
3. Seller and Buyer agree on final destination of first shipment and the shipping company issues the charter party agreement. Seller issues the below Partial POP documents;
  4. (a) Refinery Commitment to Supply
  4. (b) Certificate of Origin
  4. (c) Seller Certificate of Incorporation
  4. (d) Quality and Quantity Report (Product Passport)
  4. (e) Statement of Product Availability
5. Buyer makes a guarantee deposit of the total product cost via MT103 and upon receipt of buyer's payment, the seller will issue the Title Transfer Affidavit for buyer's signing.
6. Within 24hrs of the guarantee deposit Confirmation, the seller signs the Charter Party Agreement and the ministry of energy issues the Allocation Title Ownership Certificate and Export Clearance in buyer's name. Seller issues the below full POP documents;
  6. (a) Ship Certificates
  6. (b) Cargo Declaration
  6. (c) Fresh Q&Q Report
  6. (d) Charter Party Agreement
  6. (e) Ownership Certificate
  6. (f) Title Transfer Affidavit
  6. (g) Product Allocation Certificate
  6. (h) Ullage Report
  6. (i) Notice of Readiness
  6. (j) Customs Declaration Certificate.
  6. (k) Bill of lading
  6. (l) vessel Q88
7. All Parties involved sign NCNDA/IMFPA. Cargo is insured and Shipment commences as per contract schedule.
8. Within 72 hours of Vessel arrival, buyer release full payment via MT103 deducting all paid expenses after CIQ/SGS inspection at the destination port in USD.
9. Seller pays all intermediaries.





We look forward to a successful business relationship with your esteemed company. Sign and Seal by:

Mr. Abdramanov Erkin Sadykovich  
General Director



A handwritten signature in black ink, appearing to read "Erkin Sadykovich", written over the right side of the circular stamp.



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