

**SFL/SCO/KZR****DATE ISSUED:** 01/06/2024.**VALID TILL:** One Month**ATTN TO:** End Buyer Company/ Direct Authorized Mandate.

## SOFT CORPORATE OFFER

We, **SFL METALS & Trade LLC**, with legal responsibility under penalty of perjury hereby confirm the availability and capability to supply the under-list Product. The Supply is guaranteed to meet the specifications and pass through the stringent requirements of SGS or equivalent. Only direct negotiations from end buyers, end buyer representatives or end buyer mandates will be considered.

<b>Product Origin:</b>	KAZAKHSTAN
<b>Product Quality:</b>	EXPORT STANDARD
<b>Loading Ports:</b>	Port of Kuryk/Port of Bautino/Rotterdam/Houston/Jurong/Fujairah
<b>Destination Ports:</b>	ASWP
<b>Incoterms:</b>	CIF / FOB / TTO
<b>Payment Terms:</b>	SBLC / MT103 / TT
<b>Contractual Period:</b>	SPOT / 12 MONTHS CONTRACT + ROLLS OF EXTENSION

### Products -

#### 1. JET FUEL A1 (AVIATION KEROSENE COLONIAL GRADE 1)

**Quantity:** Minimum of 100,000 Barrels per month.**Price:**

FOB: \$88.00 Gross / \$84.00 Net

CIF: \$90.00 Gross / \$86.00 Net

#### 2. AUTOMOTIVE DIESEL FUEL EN-590 (10 ppm/ 50 ppm)

**Quantity:** Minimum of 50,000 MT per month.**Price:**

FOB: \$560.00 Gross / \$550.00 Net

CIF: \$570.00 Gross / \$560.00 Net

#### 3. D2 DIESEL GAS OIL

**Quantity:** Minimum of 50,000 mT per month.

**Price:**

FOB: \$370.00 Gross / \$360.00 Net

CIF: \$380.00 Gross / \$370.00 Net

**4. Russian PET COKE****Quantity:** Minimum of 50,000 MT per month.**Price:**

FOB: \$310.00 Gross / \$300.00 Net

CIF: \$330.00 Gross / \$320.00 Net .

**5. PET COKE****Quantity:** Minimum of 50,000 mT per month.**Price:**

FOB: \$150.00 Gross / \$140.00 Net

CIF: \$180.00 Gross / \$170.00 Net

**6. LPG****Quantity:** Minimum of 50,000 mT per month.**Price:**

FOB: \$360.00 Gross / \$350.00 Net

CIF: \$370.00 Gross / \$360.00 Net

**7. VIRGIN FUEL OIL D6****Quantity:** Minimum of 50,000,000 Gallons per month.**Price:**

FOB: \$0.88 Gross / \$0.86 Net

CIF: \$0.90 Gross / \$0.88 Net

**8. LNG****Quantity:** Minimum of 50,000 mT per month.**Price:**

FOB: \$350.00 Gross / \$340.00 Net

CIF: \$360.00 Gross / \$350.00 Net

**9. LCO (Light Cycle Oil)****Quantity:** Minimum of 10,000 mT per month.**Price:**

FOB: \$350.00 Gross / \$340.00 Net

CIF: \$360.00 Gross / 350.00 Net

**10. UREA (PRILLED & GRANULAR)**

**Quantity:** Minimum of 10,000 mT per month.

**Price:**

FOB: \$370.00 Gross / \$360.00 Net

CIF: \$380.00 Gross / \$370.00 Net

**11. AUTOMOTIVE GAS OIL (AGO)**

**Quantity:** Minimum of 50,000 mT per month.

**Price:**

FOB: \$350.00 Gross / \$340.00 Net

CIF: \$360.00 Gross / \$350.00 Net

**Note -**

**All the procedures must start with -**

- 1. LOI to SFL METALS & TRADE LLC, ERIE, PA, USA.**
- 2. FCO from SFL METALS & TRADE LLC**
- 3. Zoom Meeting with the end buyer.**
- 4. Further proceeding with the Suitable Refinery Procedure.**

**Procedures -****1. FOB FUJAIRAH/ JORONG/ ROTTERDAM/ HOUSTON**

1. Buyer issues ICPO containing the seller's working procedure with banking details and scanned copy of buyer's passport along with TSA.
2. Seller issues Commercial Invoice (CI) of the product in tanks at the port. Buyer and buyer's logistics sign and return back the Commercial Invoice to the seller.
3. Seller issue to buyer PPOP listed below:
  - A. GPS Coordinate-Tank Storage Receipt (TSR)
  - B. Injection Report
  - C. Unconditional Dip test authorization letter (DTA)
  - D. Authorization to sell.
  - E. Fresh SGS Report in Seller Tank.
  - F. Authorization to Verify the Product in Seller's Tank (ATV)
4. Seller issues NCNDA/IMFPA for the following document to all Intermediaries involved in the Transaction and to the buyer for signing.
5. Buyer inspects by SGS on buyer's expenses and sends TSR.

6. Upon successful Dip Test in tanks, product will immediately be injected into Buyer's tanks.
7. Buyer makes Payment for the product via MT103 and Seller transfers Title Ownership to Buyer.
8. Seller pays all the intermediaries.

## **2. FOB FUJAIRAH/ JORONG/ ROTTERDAM/ HOUSTON**

1. Buyer sends ICPO in line with seller's working procedures alongside his/her Tank Storage Agreement (T.S.A.) on receipt and acceptance of Seller's Soft Offer.
2. Seller issues Commercial Invoice (C.I.). Buyer Signs within 24 hours and returns to the Seller within its validity.
3. Upon receipt and review of the signed C.I., seller issues Dip Test Authorization (D.T.A) to be completed and signed by buyer and his Logistics, in order for Dip Test to be conducted alongside counter signed copies of the CI.
4. Buyer returns the Dip Test Authorization (DTA) fully completed and signed within its validity and upon successful review of the completed DTA, seller issues the below full POP documents:
  - A. Fresh SGS Report (Not older than 72 hours)
  - B. Product Reservoir Receipt
  - C. Accreditation Certificate
  - D. Product Passport (Quantity and Quality Analysis)
  - E. Authorization to Sell and Collect Certificate (ATSCC)
  - F. Pre-Injection Report (PIR);
  - G. NCNDA/IMFPA (To be completed by all intermediaries)
  - H. Certificate of Product Origin
  - I. Authority to Verify (ATV) either physically or otherwise.
5. Upon receipt and confirmation of the above POP Documents, Buyer provides his testing officials (SGS or INTERTEK) and the needed test are carried out on the product in seller's tanks.
6. Buyer upon successful Dip Test makes full payment by MT103 / TT wire transfer for the total product and Seller pays commission to all intermediaries involved in the transaction within 24 hours after confirmation of buyer's payment and injection commences immediately.
7. Seller issues a contract for buyer's desired duration upon successful completion of the trial order.

### **3. FOB FUJAIRAH/ JORONG/ ROTTERDAM/ HOUSTON**

1. Buyer issues ICPO with seller's working procedure on it as transaction procedure with Banking Details and Buyer's Passport Scanned Copy.
2. Seller issues the Commercial Invoice (CI) of the product in tanks at port. Buyer signs and returns back Commercial Invoice to the Seller.
3. Seller issues to Buyer the below documents for verification of the product (PPOP):
  - A. Tank Storage Receipt (TSR)
  - B. Statement of Product Availability
  - C. Authorization to Verify (ATV)
  - D. Dip Test Authorization (DTA) Letter
4. Upon successful verification of the PPOP, Buyer contacts the seller's Tank Storage Company and requests for a one (1) day payment invoice.
5. Buyer extends the seller's Tank and makes arrangements for the Dip Test Schedule immediately.
6. Upon successful Dip Test in Seller's Tanks, the Buyer makes payment for the total cost of product based on the SGS Report via MT103 and Seller transfers the Title of Ownership to the buyer and sends all exportation documents to buyer.
7. Buyer lifts the product into Vessel or completely take over the seller's tanks for further product storage.
8. NCNDA/IMFPA will be signed by all intermediaries involved in the transaction and forward to the seller for endorsement. Seller provides the given documents - Endorsed NCNDA/IMFPA Authorization to Sell and Collect (ATSC)
9. Buyer gets back to Seller with NCNDA/IMFPA signed by all Group with commission Structure so that all parties can receive their commissions immediately.
10. Seller issues final agreement to Buyer to review contract on R&E Monthly Deliveries.
11. Buyer reviews and approves contract and issues SBLC/ DLC Irrevocable, Non- Transferable, Auto Revolving for 12 months shipment value, Documentary Letter of Credit for length of Contract and for each lifting as scheduled.

12. Buyer pays after successful Dip Test by MT103 wire transfer on each Monthly delivery. The Subsequent delivery shall commence according to the terms and conditions of the Contract and Seller pays.

#### **4. TANK-TO-VESSEL INJECTION AGREEMENT (TTVIA)**

1. Buyer issues an official ICPO, company registration license, buyer's passport data page and letter of acceptance to seller's transaction procedure.
2. Seller issues Commercial Invoice (CI) for the available quantity of product in seller's leased tank to buyer. Buyer signs and returns the Commercial Invoice along with Buyer's tank storage Agreement (TSA).
3. Seller issues to buyer Tank-to-Vessel Injection Agreement (TTVIA) to be endorsed by both Seller, Buyer and Buyer's Logistic Company.
4. Upon the return of the endorsed TTVIA, Seller release to buyer the following PPOP documents -
  - A. Commitment Letter to Supply
  - B. Export License
  - C. Tank Storage Receipt TSR
  - D. Authorization to Verify ATV (Through call or email)
5. Buyer contacts the seller's leased Storage Company to verify the availability of the product and to obtain access to enable buyer and his inspection team to conduct dip test on the product in the tank, Seller issues UDTA for buyer to proceed with the dip test upon the confirmation of buyer securing legal access to the product.
6. Buyer and his SGS Inspection team conduct a dip test on the product in the tank. Upon satisfactory result of the dip test, Seller's storage Company issues to the buyer, the Notice of Readiness (NOR) to inject the product.
7. Upon the completion of the Injection, Seller releases to the buter, the below POP documents -
  - A. Product SGS Report
  - B. Pipeline Injection Report
  - C. Authority to Sell and Collect (ATSC)
  - D. Product passport (analysis test report)
  - E. Certificate of Origin
  - F. NCNDA/IMFPA is signed by intermediaries of both seller and buyer.
8. Buyer immediately pays for the total cost of the product value injected into the Tank through MT103 TT wire transfer. Seller Upon receipt of the payment, pays all intermediaries involved in the transaction. Seller issues Title Change/ Transfer of Product to buyer.

## **5. COST, INSURANCE AND FREIGHT (CIF)**

1. Buyer issues ICPO on buyer's company letterhead and buyer's Banking Information.
2. Seller issues Draft Contract (open for any amendments) to Buyer. Buyer signs, seals, and returns the Draft Contract to Seller for final endorsement.
3. Seller gives Partial proof of products.
  - A. Refinery Commitment to Supply
  - B. Certificate of Origin
  - C. Statement of Product Availability
  - D. Authority to Sell and collect ATSC
4. Upon the examination of seller's POP, buyer will make a cash deposit of \$200,000 (two hundred thousand dollars) within 5 banking days by TT wire transfer for security guarantee to enable the seller to charter vessel and commence shipment, and this payment (PB)
  - A. Copy of license to export, issued by the department of the Ministry of Energy, Kazakhstan.
  - B. Copy of Approval to Export, issued by the Ministry of Justice, Kazakhstan.
  - C. Copy of statement of availability of the product.
  - D. Copy of the refinery commitment to produce the product.
  - E. Copy of Transnet contract to transport the product to the loading port.
  - F. Copy of the port storage agreement.
  - G. Copy of the charter party agreement to transport the product to discharge port.
  - H. Copy of Vessel Questionnaire 88.
  - I. Copy of Bill of Lading.
  - J. SGS Report at loading port.
  - K. Dip test Authorization (DTA) & ATB.
  - L. NOR /ETA.
  - M. Certificate of Ownership Transfer.
  - N. Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy.
  - O. Seller will issue TSR upon successful verification of all documents.

5. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer's discharge port within 5-25 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport.
6. Buyer releases payment to Seller by TT/MT103 upon receipt of the shipping documents and confirmation of the Q & Q by SGS/CIQ at destination port.
7. Seller pays commission within 48 hours by swift MT103 to all intermediaries as signed NCNDA/IMFPA.

Note: Please note that the prices of the products mentioned above, are duly assigned by the refinery and are subject to change timely, depending on the fuel market statistics.



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