



## **SCO HYDROCARBONS # 11**

We, the mediate company with End seller under penalty of perjury hereby issue this official Soft Corporate Offer with full power and authority with given terms and conditions and confirm our readiness to execute a Full Corporate Offer and then straight to Sales and Purchase Agreement with End buyer with the ability to supply the following commodity according to the terms and conditions stipulated in this soft corporate offer

To be came as new client with us it will be the first step **CIS & KYC**  
In same cases it will be need a **NCDA**  
Notice the purchase are with **SBLC**

We also can supplier of Bonny light crude oil

### **KARABATAN ORIGEN**

#### **MAZUT M100 10585/75**

Quantity: Minimum: 50,000 MT Trial Shipment / Maximum: 200,000 MT Monthly.  
CIF Price: \$470 GROSS / \$460 NET  
FOB Price: \$460 GROSS / \$450 NET

Commission: \$5 Buyer side/ \$5 Seller side

#### **AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL**

Quantity: Minimum: 1,000,000 BBLs Trial Shipment / Maximum: 5,000,000 BBLs Monthly  
CIF Price: \$95 GROSS / \$93 NET  
FOB Price: \$94 GROSS / \$92 NET

Commission: \$ 1Buyer side\ \$1 Seller side

#### **LIQUEFIED NATURAL GAS**

Quantity: Minimum 50,000 MT Trial Shipment Maximum: 200,000 MT Monthly  
CIF: \$450 Gross / \$440 Net  
FOB Price: \$440 Gross/ \$430 Net

Commission: \$5 Buyer side / \$5 Seller side

#### **DIESEL D2 GAS OIL GOST 305-82**

Quantity: Minimum 50,000MT Trial Shipment/

Maximum 500,000 Metric Tons Monthly

CIF; Price: Gross \$590 USD per Metric Ton Net 580 Per Metric Ton FOB Price: Gross \$570 / \$560 NET

Commission \$5 buyer side\ \$5 seller side

## **JET FUEL JET A1**

Quantity: Minimum: 1,000,000 BBLs Trial Shipment/ Maximum 3,000,000 BBLs Monthly  
CIF Price: \$95 Gross/ \$93Net  
FOB Price: \$94 Gross/\$92

Commission: \$1 Buyer side and \$ 1 Seller side.

## **VIRGIN D6 FUEL OIL**

Quantity: Minimum: 10,000,000 Gallon Trial Shipment / Maximum: 200,000,000 Gallon Monthly.  
CIF: Gross \$1.20 / \$1.16per Gallon  
FOB: Gross \$1.15/\$1.11Net

Commission: \$.2 Buyer side\\$.2 Seller side

Crude Oil Rebco 51 Gost 8582002

Quantity: Minimum 500,000 Bbl Trial Shipment / Maximum: 3,000,000 Bbl Monthly

CIF: \$79.00 USD Gross/\$77.00 USD Net Per Bbl FOB: \$78.00 Gross/\$76Net

COMMISSION: \$1 Buyer side and \$1Seller Side

## **BITUMEN 60/70**

Quantity: Minimum 50,000 MT Trial

Shipment/ Maximum 100,000 MT MONTHLY  
CIF: \$385 Gross/ \$375 Net Per MT  
FOB: \$375 Gross/\$365 Net  
Commission : \$5 Buyer side and \$5 Seller Side



## **UREA 46% GRANULAR**

Quantity: Minimum 50,000 MT Trial Shipment/ Maximum 100,000 MT MONTHLY  
CIF Price: \$410 Gross / \$400 Net  
FOB Price: \$390 Gross/\$380 Net

Commission is \$5 Buyer side/\$5 Seller side.

## **EN590 GOST 52368-2005**

Quantity: Minimum 50,000 MT Trial Shipment / Maximum 500,000 MT Monthly  
CIF: \$590 Gross / \$580 Net Per MT  
FOB: \$580 GROSS/\$570 NET

Commission: \$5 Buyer side / \$5 Seller Side

## **LPG LIQUEFIED PETROLEUM GAS**

Quantity: buyer's request not lesser than 50.000mt  
CIF Prices: Gross \$ 450 / Net \$440 Per MT FOB Price: Gross \$440/\$430 Net Commission: \$5  
seller side \$5 buyer side.

## **LIGHT CYCLE OIL (LCO)**

QUANTITY: Minimum 50.000 MT Trial Shipment/ Maximum 500,000 MT MONTHLY  
CIF PRICES: GROSS \$380 / NET \$370 PER MT  
FOB PRICES: GROSS \$370/\$360 NET

Commission : \$5 Buyer side/\$5 Seller side  
EASTERN SIBERIA-PACIFIC OCEAN. (ESPO)

QUANTITY: Minimum 1.000.000 BBbls

Trial Shipment/ Maximum 5.000,000 BBbls MONTHLY  
CIF PRICES: GROSS \$79 / NET \$76PER Bbls  
FOB PRICES: GROSS \$77/\$75NET

Commission : \$ 1Buyer side/\$1 Seller side

## **BASE OIL .**

SN 100 - \$420 Gross / 410 Net BS  
150 - \$430 Gross / 420 Net  
SN150 - \$400 Gross / 390 Net SN  
300 - \$420 Gross / 410 Net SN  
500 - \$430 Gross / 420 Net

COMMISSION STRUCTURE: \$5 USD seller side and \$5 USD buyer side

SELLER / REFINERY CIF

## **PROCEDURES**

PROCEDURES CIF.

1. Buyer issues an official ICPO with company registration license including buyer's passport copy

2. Seller issues draft contract (**SPA**) to buyer open for amendment; buyer review and sign mutually accepted contract and return to seller within 2 working days.

**3.** Seller submits a signed contract to the government ministry for registration, legalization and notarization at seller's expense

**4** Seller issue to buyer the below listed soft performance guarantee **PPOP** documents:

- Commitment letter to supply product • Availability letter of product
- Certificate of origin
- Product passport
- Notice of readiness

**5.** Buyer's bank issues bank instrument via **SBLC MT760** for the value of first shipment to seller's nominated fiduciary bank coordinate in a format acceptable to seller/seller's bank within 5 banking days of buyer receiving final approved contract in **PDF** format with soft performance guarantee **POP** documents to enable seller to commence trans- loading of product with the shipping company and release full set of **POP** documents after loading via bank to bank swift within five(5) working days, note: if buyer fails to issue the bank instrument within **5** banking days, in alternative buyer pays via **MT103/TT USD 475,000.00** or equivalent in

**EURO/RMB** as provisional guarantee performance within **72** hours and the amount will be deducted from the product face value when final payment is to be made.

**6.** Within **5** banking days of seller's fiduciary bank receiving buyer's bank instrument, seller's fiduciary bank issues **2%PB** to buyer's bank account which is detailed and mutually agreed in the signed contract (Please note: **2% PB** will not be issued by seller for alternative provisional guarantee performance payment of **USD 475, 000.00**)

**7.** Upon seller's fiduciary bank's successful receipt of bank instrument and buyer receipt of 2% PB from seller's fiduciary bank or in the alternative, on receipt of **MT103/TT** payment of USD 475,000.00 by seller's nominated bank, seller commence loading of the product within 7 days and issues full POP/Shipping documents with legalized SPA to buyer's company via bank to bank and copies via e-mail; buyer shall notify the seller by official written notice of his bank receiving seller's **POP** documents.

**8.** Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port, buyer's inspection team carry out **SGS/CIQ** or Equivalent Inspection to ascertain quality and quantity of the product.

**9.** Upon successful **SGS/CIQ** Inspection by buyer, product is discharged into buyer's storage facility. Buyer's bank release total product payment value or balance payment via **MT03/TT in USD** or equivalent and title of product ownership transferred to buyer

**10.** Seller pays all intermediaries involved in transaction as per signed **NCNDA/IMFPA** within **72** hours

**11.** Subsequently monthly shipment continues as per signed SPA and product payment will be made against successful **SGS/CIQ** or equivalent inspection via **TT/MT103**.

#### **TRANSACTION PROCEDURES FOB ROTTERDAM & HOUSTON (TANK TO TANK ) 01**

**1.** ICPO alongside with certificate of Registration and Scanned Passport Copy

**2.** Seller issue Commercial Invoice (CI) Buyer signs CI and returns back to Seller along with TSA for Seller verification and Approval of its validity.

**3.** Upon Sellers approval of the Buyer's TSA, Buyer makes request of the Payment Invoice From their Tank Farm for both Seller and Buyer's Payment.

**4.** Buyer pays six (6) day of Buyers Tank fees and Seller pays for Two (2) days (depending

On the product volume one million barrel jet A1 ), upon Seller's swift wire MT 103 is confirmed by the Buyer Tank Farm. Buyers provides "Five (8)" days TSR, and ATI as issued by their Tank Farm.

5. Sellers verify **ATI** and sends "Injection Schedule" and injection commences immediately to Buyers leased Tank and after completion of injection, Seller immediately provides full **POP** as Below:

- A. Notarized Commercial Invoice (**CI**);
- B. Injection Report on Buyers shore tank Rotterdam (**IR**)
- C. Unconditional Dip Test Authorization Letter (**DTA**)
- D. Authority to Sell and Collect the fund (**ATSC**)
- E. Statement of Product Availability
- F. Certificate of Origin

G. Registration and Export License;

H. Fresh **SGS**

I. Authorization to Verify (**ATV**)

6. Buyer verifies Full **POP** as above and conduct dip test (if necessary) and upon successful Dip test, Buyer pays via MT- **103/TT**.

7. Seller transfer Title on Buyer's name and pays commission within 48 hours to all Intermediaries as Mentioned in the IMFPA.

#### **TRANSACTION PROCEDURES FOB ROTTERDAM & HOUSTON (TANK TO VESSEL) 02**

1. Buyer issues **ICPO** addressed to Seller with Seller's procedure incorporated on it, buyer's company details, banking details, passport copy with letter confirming readiness, wiliness and capability to carry out the transaction.

2. ICPO Attn : KARABATAN OIL KAZAKHSTAN (Seller.  
Mr Elena Ferreira

3. Seller issues commercial invoice (CI) for the available quantity of product in seller's leased tank to buyer. 3. Buyer signs and returns the Commercial Invoice along with Buyer's Charter Party Agreement (CPA).

4. Seller issues to buyer Tank-to-Vessel Injection Agreement (TTVIA) to be endorsed by both Seller, buyer and buyer's Logistic Company.

5. Upon returned of the endorsed TTVIA, Seller release to buyer the following PPOP documents;  
Commitment Letter to Supply  
Export License  
Tank Storage Receipt TSR.  
Authorization to Verify ATV (Through call or email)

6. Buyer contact the seller's leased Storage Company to verify the availability of the product and to obtain access (2 days payment to refinery tank farm after verification of refinery TSR and before dip test )to enable buyer and his inspection team to conduct dip test on the product in the tank.

7. Seller issues DTA for buyer to proceed with the dip test upon confirmation of buyer securing legal access to the product.

8. Buyer and his SGS Inspection team conduct dip test on the product in the tank.

9. Upon satisfactory result of the dip test, Seller's storage Company issue to buyer, the Notice of Readiness (NOR) to inject the product. 10. Buyer provide Q88 and ATI from his Logistic

Company and also make available the Vessel for the injection process to commence as schedule.

11. Upon completion of the Injection, Seller releases to buyer the below **POP** documents. ProductSGS Report.  
Pipeline Injection Report.  
Authority to Sell and Collect (**ATSC**)  
Product Passport (analysis test report).  
Certificate of Origin **KAZAKHSTAN**

12. **NCNDA/IMFPA** is sign by intermediaries of both seller and buyer.  
Buyer immediately pays for the total cost of the product value injected into the vessel through **MT103 TT** wire transfer. 13.Seller Upon receipt of the payment, pays all intermediaries involve in the transaction.

14.Seller issues title change/transfer of product to buyer.

### **FOB PROCEDURES TANK EXTENSION FOB ROTTERDAM & HOUSTON 03**

1. Buyer accepts seller working procedure and issue ICPO  
2. ICPO Attn : KARABATAN OIL KAZAKHSTAN ATT  
Mr Elena Ferreira  
3. Seller's issues commercial invoice (CI), Buyer signs and returns back commercial invoice.  
4. Seller issue **TSR** with **GPS** coordinate to Buyer Company,  
5. Buyer contacts the Seller's storage facility for tank extension to enable Buyer approval to gain access to the facility and

execute the Quality& Quantity Inspection in Seller Tank Farm for **FRESH** Analytical Report/Result by **SGS**.

6. After successful DIP test, (**NCNDA/IMFPA**) will be signed by all parties.

7. Seller injects product into Buyer's vessel or injects into Buyer's tanks Buyer or buyer take over the storage tanks, within maximum 48 hours  
Buyer pays via **MT 103/TT** for the spot transaction and seller issues all export documents to buyer.

8. Upon conclusion of first lift transaction seller pays all intermediaries involved in the Transaction and proceeds with these signing of contract with

**If you accept this offer, please return signed with your company details, and we will send you an FCO or SPA if you send us an ICPO first. Thanks for trusting us.**

### **FIRMA / SIGN**

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**Name:**

**Company:**

**Email:**

**Phone:**

**Address:**