

**LukArco B.V Oil & Refinery is a Russian based Petrochemical refinery, with offshore sites in azakhstan, Penang Malaysia, Hong Kong. We refine/produce and export Crude oil and Petroleum products. This is our Full Cooperete offer (FCO)**

## **1. PRODUCT SCHEDULE**

| <b>Product</b>                                 | <b>Minimum</b> | <b>Maximum</b>  | <b>CIF Price</b>            | <b>FOB Price</b>            |
|------------------------------------------------|----------------|-----------------|-----------------------------|-----------------------------|
| □ EN590 (10PPM) KAZAKHSTAN ORIGIN              | 25,000 MT      | 500,000 MT      | \$460 Gross/\$465 Net       | \$480 Gross/\$485 Net       |
| □ EN590 (50PPM) KAZAKHSTAN ORIGIN              | 25,000 MT      | 500,000 MT      | \$470 Gross/\$475 Net       | \$460 Gross/\$455 Net       |
| □ LPG (LIQUIFIED PETROLEUM GAS)Quantity:       | 20,000 MT      | 500,000 MT      | \$340 Gross/\$330 Net       | \$250 Gross/\$240 Net       |
| □ UREA (46% AGRICULTURAL GRADE)                | 20,000 MT      | 500,000 MT      | \$270 Gross/\$270 Net       | \$200 Gross/\$190 Net       |
| □ PETCOKE (PETROLEUM COKE)                     | 25,000 MT      | 500,000 MT      | \$140 Gross/\$130 Net       | \$100 Gross/\$90 Net        |
| □ ESPO                                         | 50,000 MT      | 500,000 MT      | \$340 Gross/\$320 Net       | \$310 Gross/\$300 Net       |
| □ FUEL OIL KAZAKHSTAN ORIGIN                   | 50,000 MT      | 500,000 MT      | \$230 Gross/\$220 Net       | \$190 Gross/\$180 Net       |
| □ AVIATION COLONIAL KEROSENEJET FUEL 54(JP 54) | 500,000 BBLs   | 10,000,000 BBLs | \$54 Gross/\$50 Net per BBL | \$79 Gross/\$77 Net per BBL |
| □ LIGHT CYCLE OIL(LCO)                         | 50,000 MT      | 1,000,000 MT    | \$290 Gross/\$280 Net       | \$250 Gross/\$240 Net       |
| □ D2 GAS OIL COST 305-82                       | 50,000 MT      | 500,000 MT      | \$320 Gross/\$310 Net       | \$285 Gross/\$280 Net       |
| □ (LIQUEFEID NATURAL GAS)                      | 50,000 MT      | 500,000 MT      | \$280 Gross/\$295 Net       | \$250 Gross/\$240 Net       |
| □ BITUMEN GRADES                               | 50,000 MT      | 500,000 MT      | \$340 Gross/\$320 Net       | \$310 Gross/\$300 Net       |

## **2. CIF – VESSEL TO TANK (VTO) / VESSEL TO VESSEL (VTV).**

1.Buyeraccepts Seller's procedure and issues ICPO with the following:

- Proof of Funds
- Company profile / Company Certificate of Registration.
- International Passport copy / ID

2. Seller acknowledges buyer's ICPO and issues contract to buyer, buyer signs SPA and return the contract to the seller in word format within 48-HOURS

3.Seller issues the following soft performance guarantee Partial POP documents given below:

I.Commitmentletter to supply

II.Invoice for the payment of 25% SecurityGuarantee Deposit to the buyer. This payment will be handled by the Refinery's Escrow Company

If the buyer is an individual, then the buyer pays 10% Security Guarantee Deposit to the Refinery fiduciary Account.

Payment can be done Via MT103 TT Wire or in Crypto (Bitcoin (BTC) or USDT), depends on which the buyer prefers

Once the Escrow Company confirms the payment then the seller releases he follow documents to the buyer.

### **3. POP / SHIPPING DOCUMENT PACKAGE**

- I. PassportProduct
- II.Export License Permit
- III. Certificate of Origin
- IV. Seller's Registration Certificate.
- I. Escrow Payment Certificate.
- II. Company Taxpayer certificate
- III. Fresh SGS report
- IV. Tank receipt
- V. Bill of lading
- VI. Port Clearance Certificate
- VII. Allocation or Certificate of change of Ownership
- VIII.Chartered Party Agreement (CPA)
- IX. Packing List
- X. Certification of Weight and Quality issued by the Manufacture

1. Buyer notifies seller by official written notice of his receiving seller's POP document, while Seller orders his export team to deliver the Vessel to the buyer's destination Port

2. Upon arrival of the Vessel at the discharge port, buyer's inspection team carries out DIP test or equivalent inspection to ascertain quality.

3. Upon successful unloading, Buyer has pay the remaining balance of the total value of the product within 7 days

Second and succeeding shipment continue...

### **4. FOB PROCEDURES — PENANG / HONG KONG**

**1. ICPO & Intent Letter:** Buyer sends an ICPO in accordance with the seller's procedure, together with a letter stating the intention for FOB procedures and that the buyer will bring their own vessel.

**2. Entry Permit & Invoice:** Seller processes the ICPO, applies for an entry permit from Government agencies and Navy, states the product to be bought by the buyer, and issues a payment invoice in the range of RM645,000–RM890,000 Malaysian Ringgit depending on the amount of product.

**3. SPA & Fiduciary Payment:** Seller issues an SPA alongside the invoice for the agreed stipulated amount in Malaysian Ringgit, payable to the seller's authorized fiduciary account.

**4. Payment & Q88:** Buyer makes payment within 24–48 hours and sends proof of payment together with valid Q88 shipping documents.

**5. Bank Validation:** Seller's banks confirm/validate the payment within 48 hours.

**6. Clearance & PPOP:** Seller provides the buyer with Entry Permit documentation, Naval Clearance, Port Authority Clearance, Terminal documents, and necessary PPOP documents.

**7. Q88 Verification:** Buyer acknowledges the documents and sends over Q88. Seller verifies the Q88 and sends it to the Ministry of Petroleum and the Navy within 24 hours.

**8. Vessel Inspection:** Buyer's vessel arrives and all inspection and tests are carried out accordingly.

**9. Final Documentation:** Necessary POP documents are sent to the buyer via email, with hard copies presented to the buyer's team on site.

## **5. BUYER / SELLER ACKNOWLEDGEMENT**

The parties should independently review all commercial terms, product specifications, pricing, procedures, payment instructions, corporate credentials, and supporting documentation before relying on this offer or entering into a transaction.

| BUYER                            | SELLER                           |
|----------------------------------|----------------------------------|
| Company: _____                   | Company: _____                   |
| Authorized Representative: _____ | Authorized Representative: _____ |
| Name: _____                      | Name: _____                      |
| Signature: _____                 | Signature: _____                 |
| Date: _____                      | Date: _____                      |

## **SOURCE FORMATTING NOTE**

Prepared from the uploaded six-page FCO. Product prices, quantities, procedures, and document lists are presented as stated in the source; apparent inconsistencies in the source have not been independently verified or corrected.