

# SOFT CORPORATE OFFER

TO : PRINCIPAL BUYER / BUYER MANDATE

## CONDITION SOFT CORPORATE OFFER

We Jahan Amaad Niko (JANCO-E&T), Represented by Capt. Abdulmonem Afand, a well registered Mandate company to a couple genuine Refineries and Sales Agent to four other Refineries in Kazakhstan who are rooted in producing, refining, and exportation of standards high quality Crude and Refined Oil products. We are authorized to negotiating the business deals on behalf of our sellers and building the bridges and strong ties between the potential Buyers and our genuine Seller Refineries based on professionalism, honesty, trustworthy, and transparency, We would be pleased to have and maintain a long lasting profitable business relationship with your valued company. Therefore if you find this offer interesting, kindly proceed to issue LOI in order for us to move forward accordingly.



### SPECIAL INSTRUCTIONS TO THE VALUABLE BUYERS:

1. We, the buyer, are determined and serious, financially capable and committed to execute the transaction in compliance with the professional ethics and working procedure in the shortest time possible, and avoid imposing financial and moral harm on other parties. Seller working procedure is non-negotiable.
2. The SCO is valid only for the time period stated above.
3. Buyer signs and reverts the SCO as a commitment to perform according to Seller's procedure.
4. "JANCO-E&T" present the ICPO template / format acceptable to the Refinery for Buyer to fill-in the required information and return to us ..
5. CI / SPA will be issued by the Refinery addressed to Buyer/ Buyer company name.
6. We, "JANCO-E&T", guarantee smooth and successful transaction only if the Buyer follows the above instructions and the Seller's procedure.

## SOFT CORPORATE OFFER PROCEDURE (I)

### VESSEL TO VESSEL PROCEDURE (VTV)

### NON-NEGOTIABLE OFFICIAL TRANSACTION SHIP TO SHIP STS PROCEDURE (VIA ESCROW AGENCY IN DUBAI, USA , UK, CHINA)

**Product : EN590-10PPM**

Ref.: STS

April 2025

1. Buyer issues official Irrevocable Corporate Purchase Order (ICPO) with full banking Information and Company profile.
2. Seller issues Commercial Invoice to buyer, Buyer countersigns within 24 hours and returns to seller.
3. Seller issues the following PPOP document to Buyer:
  - a. Authorization to Verify (ATV)
  - b. Product Passport Analysis
  - c. Authorization to Sell/Collect (ATSC)
  - d. Notice of Readiness to inject (NOR) Into Buyer's Vessel
  - e. Certificate of Origin.
  - f. Tank Storage Agreement (TSA)
  - g. Tank Storage Receipt (TSR)
  - h. Unconditional Dip Test Authorization (UDTA).

5. Upon receipt of the above documents, Buyer verifies the availability of the product onboard the Seller Vessel, and each Seller and Buyer make payment in person in Escrow Agency office Sum of 2% of the total product value in a reliable and agreed on by both parties, ESCROW account agency in Dubai, UK, China or USA (Seller and Buyer Choice), as security guarantee and Performance Bond (PB).

**NOTE:** Any party fails to perform his Obligations according to the MOU/ SPA, the Escrow Account Agency pays the total 4% (2% +2%) to the other/ damaged Party.

6. Upon the 2% payment of the Seller and Buyer is Confirmed by the ESCROW Agency, Buyer Vessel Signs and sends (NOR) to Seller and seller responds with Seller Vessel's Notice of Estimated Time of Arrival (ETA) at Ship To Ship (STS) product Transfer Spot.
7. Seller orders the Captain to reroute the Vessel to buyer's desired SPOT of STS product transfer, and transfers the product title of ownership to the Exit buyer's company's name and also re-issue all other outstanding documents to the potential buyer's company's and the Full set of POP /SGS documents is sent via SWIFT from Seller bank to Buyer bank.

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## **SOFT CORPORATE OFFER PROCEDURE (I)**

### **VESSEL TO VESSEL PROCEDURE (VTV)**

### **NON-NEGOTIABLE OFFICIAL TRANSACTION SHIP TO SHIP STS PROCEDURE (VIA ESCROW AGENCY IN DUBAI, USA , UK, CHINA)**

**Product : EN590-10PPM**

Ref.: STS

April 2025

❖ NCNDA/ IMFPA sign by all the intermediaries involved in the transaction with commission structures and send to Seller for endorsement ,legalization and to be registered with the Seller's Bank to secure commission payment and a copy shall be sent to the intermediaries representative.

8. Within 48 hours, Buyer Contact Seller Vessel Company to Obtain Authority to board (ATB) the Seller Vessel, and buyer Vessel issues vessel details for product Injection and Discharge Programming.

9. On Arrival of both Seller and Buyer Vessels at STS spot, Buyer team board Seller vessel and Conduct Dip Test of product at seller expense before commence Transfer of product.

10. After Injection of product to Buyer Vessel is completed; Buyer Conducts Dip Test Inspection for Quantity and Quality of the product injected to their Vessel at Buyer expense.

11. Within 24 Hours makes of Successful Q&Q Test, Buyer Pays Via MT103 / TT wire transfer for The Total Value of The Product injected into Buyer vessel and Seller transfers All Export Documents in Relation to the Petroleum Product to Buyer.

12. Seller, Within 24 hours of receiving the product payment, pays commission to all Intermediaries Involved in the Transaction according to the legalized NCNDA/IMFPA  
(Ref. -STS).



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## SOFT CORPORATE OFFER PROCEDURE (II)

### TANKER TAKE OVER (TTO AT HIGH SEAS)

### NON-NEGOTIABLE OFFICIAL TRANSACTION TANKER TAKE OVER PROCEDURE (VIA ESCROW IN DUBAI, CHINA, UK, and USA)

**Product : EN590-10PPM**

Ref.: TTO

April 2025

1. Buyer Issues an Official ICPO with Full Buyer Banking Details & Company Registration Certificate.
2. Seller issues original MOU for Buyer to sign and return..
3. Buyer countersigns MOU and forward back to Seller.
4. Upon the receipt of countersign original MOU from the buyer, seller emails to buyer the listed document

**issued in the name of the initial buyer as stated below:**

- a) Product Passport (Quantity & Quality Dip Test Analysis Report)
- b) Certificate of Origin
- c) Bill of Lading (B/L)
- d) Tanker Vessel Q88 Document
- e) E.T.A. (Estimated Time of Arrival) Of Vessel
- f) Vessel (N.O.R) Notice of Readiness
- g) Ullage Report
- h) Authorization To Sell (ATS)
- i) Freight Cargo Manifest
- j) Commitment To Supply.
- k) Invoice for Title Takeover.

5. Upon receipt of the documents, Buyer verifies the availability of the product on high sea, and each Seller and Buyer deposit 2% of the total product value in a reliable ESCROW account agency in Dubai, UK, China or USA, (Seller and Buyer Choice), that is agreed on by both parties as security guarantee and Performance Bond (PB).

**NOTE: Any party fails to perform his Obligations according to the MOU/SPA, the Escrow Account Agency pays the total 4% (2% +2%) to the other/damaged Party.**



## **SOFT CORPORATE OFFER PROCEDURE (II)**

### **TANKER TAKE OVER (TTO AT HIGH SEAS)**

### **NON-NEGOTIABLE OFFICIAL TRANSACTION TANKER TAKE OVER PROCEDURE (VIA ESCROW IN DUBAI, CHINA, UK, and USA)**

**Product : EN590-10PPM**

Ref.: TTO

April 2025

6. Upon the 2% payment of the Seller and Buyer is Confirmed by the ESCROW Account Agency, Seller orders the Captain to reroute the Vessel to buyer's desired destination port, and transfers the product title of ownership to the Exit buyer's company's name and also re-issue all other outstanding documents to the potential buyer's company's and the Full set of POP/SGS documents is sent via SWIFT from Seller bank to Buyer bank.

❖ NCNDA/IMFPA sign by all the intermediaries involved in the transaction with commission structures and send to Seller for endorsement, legalization and to be registered with the Seller's Bank to secure commission payment and a copy shall be sent to the intermediaries representative.

7. Vessel arrives the discharge port and buyer carries out the CIQ/SGS inspection and upon a successful inspection, buyer pays by MT103 T/T for the full product to the seller.

Note: **The title takeover fee shall be deducted from the total product value.**

8. Seller, Within 24 hours of receiving the product payment, pays commission to all Intermediaries Involved in the Transaction according to the legalized NCNDA/IMFPA (Ref.-TTO).

## **SOFT CORPORATE OFFER PROCEDURE (III)**

### **FOB / TANK TO VESSEL**

#### **NON-NEGOTIABLE TRANSACTION PROCEDURE FOR FOB (TTV) FUJAIRAH, JURONG, HOUSTON, AND ROTTERDAM PORTS.**

**Product : EN590-10PPM, Jet A1, JP54, D6, D2, Gasoline**

Ref.: Ramlbra

April 2025

1. Buyer issues official Irrevocable Corporate Purchase Order (ICPO) with full banking Information and Company profile.
2. Seller issues Commercial Invoice to buyer, Buyer countersigns within 24 hours and returns to seller.
3. Seller issues the following PPOP document to Buyer:
  - a. Authorization to Verify (ATV)
  - b. Product Passport Analysis
  - c. Authorization to Sell/Collect (ATSC)
  - d. Notice of Readiness to inject (NOR) Into Buyer's Vessel
  - e. Certificate of Origin.
  - f. Tank Storage Agreement (TSA)
  - g. Tank Storage Receipt (TSR)
  - h. Unconditional Dip Test Authorization (UDTA).
4. Within 48 hours of receiving the PPOP documents, Buyer meets with the Seller/Seller Storage Tank Representative at the port of FOB delivery and request for a two days payment invoice to extend the Seller storage tank to obtain Terminal Entrance Permission and Tank Access .
5. Buyer pays extension cost **directly to Seller's Tank Farm Company and the Tank Farm issues a TSR** in the name of the Buyer, and the Buyer, on its expense, orders its SGS Team to conduct Dip test on the product in Seller's Tank/s to obtain fresh SGS Report.

**Note : Seller/Seller Tank Farm Guarantees to return to Buyer the total tank extension payment made by the Buyer in case the quality of the product does not comply with the specification agreed on with the Seller which is stated in the ICPO.**



## **SOFT CORPORATE OFFER**

### **PROCEDURE (III)**

#### **FOB / TANK TO VESSEL**

#### **NON-NEGOTIABLE TRANSACTION PROCEDURE FOR FOB (TTV)**

**FUJAIRAH, JURONG, HOUSTON, AND ROTTERDAM PORTS.**

**Product : EN590-10PPM, Jet A1, JP54, D6, D2, Gasoline**

Ref.: Ramlbra

April 2025

6. After successfully Dip Test in seller's Tank/s, Buyer Takes Over Seller's Tank/s, or, Seller injects the products in Seller's Vessel/Tank, and Buyer immediately conduct its Dip Test inspection for Q&Q of the Petroleum product aboard its Vessel/ Tank/s.

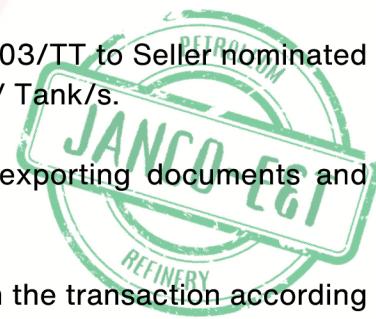
❖ **NCNDA/IMFPA sign by all the intermediaries involved in the transaction with commission structures and send to Seller for endorsement, legalization and to be registered with the Seller's Bank to secure commission payment and a copy shall be sent to the intermediaries representative.**

7. Upon Q&Q Dip Test on the product, the Buyer makes the payment via MT103/TT to Seller nominated Bank Account for the total value of the product injected into the Buyer Vessel/ Tank/s.

8. Upon Buyer payment confirmation by the Seller, the seller release all exporting documents and Transfers the Title Ownership of the product to the Buyer.

9. Seller Within 24 hours of Buyer payment, pays all intermediaries involved in the transaction according to the Legalized NCNDA/IMFPA . Buyer and Seller proceed to sign an SPA, and subsequent monthly delivery continues .

( Ref.: Ramlbra )



## SOFT CORPORATE OFFER PROCEDURE (IV)

### FOB TANK TO TANK

#### NON- NEGOTIABLE TRANSACTION PROCEDURE FOB (TTT) FUJAIRAH, JURONG, HOUSTON , AND ROTTERDAM PORTS.

**Product : EN590-10PPM, Jet A1, JP54, D6, D2, Gasoline**

Ref.: BerOki

April 2025

1. Buyer sends a Corporate Profile, along with a full ICPO, a current and valid (TSA) and buyer's passport data page. Seller verifies and approves Buyer's TSA.
2. The seller issues a Commercial Invoice of the product in the seller's tank at the port to the buyer. The Buyer reviews, signs and returns the commercial invoice to the seller.
3. Seller submits a 48-hour old copy of fresh SGS Report to buyer Tank Farm Company in that particular FOB port for verification of the SGS report with SGS in that port.
4. Upon confirmation of SGS Report by Buyer's Tank Company in the port, Seller requests for buyers active & Operational TSR for injection program. (TSR days depend on the quantity to be injected), Seller injects product to buyer's tank and issues following POP documents to the buyer:
  - \* Q&Q analysis report done by Indigenous Lab at the port of Origin.
  - \* Full Injection report
  - \* ATV/UDTA
  - \* Copy of product Certificate of Origin
  - \* Copy of product Export License to port.
  - \* Allocation transfer Certificate.
  - \* Authority to sell and collect (ATSC).
5. Buyer conducts Dip test on the product at the buyer's cost for reconfirmation.



- ❖ NCNDA/ IMFPA sign by all the intermediaries involved in the transaction with commission structures and send to Seller for endorsement, legalization and to be registered with the Seller's Bank to secure commission payment and a copy shall be sent to the intermediaries' representative.**
6. Upon confirmation of the SGS test by the buyer for quantity and quality, the buyer makes 100% payment via MT103 for the total value of the injected into the buyer's tanks.
  7. Seller pays all intermediaries involved in the transaction according to the legalized NCNDA/IMPFA, and subsequently, monthly shipments continue as per terms and conditions of the sales and purchase agreement contract between the buyer and seller.

(Ref.: BerOki)

## SOFT CORPORATE OFFER

### PRICING

#### AVIATION KEROSENE COLONIAL GRADE (Jet A1 - JP54)

**Quantity:** Min. 1,000, 000. BBL. per Month and Max. 5,000,000 Barrels per x 12 Months

**CIF:** Gross \$94 / Net \$90 per BBL Any Safe World Port.

**FOB:** Gross \$88 / Net \$84 per BBL Rotterdam, Houston , & Fujairah

**Commission:** 2\$ Seller Side / 2\$ Buyer Side , Pays By Seller

#### DIESEL GASOIL ,ULSD , EN590-10PPM ( EURO-5)

**DIESEL GASOIL 50PPM ,500PPM, 5000PPM & AGO.**

**Quantity:** Min 50,000 MT and Max 500,000 MT per Month x 12 Months

**CIF :** Gross \$620/ Net \$610 per MT Any Safe World Port.

**FOB:** Gross \$590/ Net \$580 per MT Rotterdam, Houston & Fujairah

**Commission:** \$5 Seller Side and \$5 Buyer Side, Pays by Seller

#### VIRGIN FUEL OIL (D6)

**Quantity:** Min. 100,000, 000 Gal. per Week and Max. 500,000,000 Gal. per Week

**CIF :** Gross \$0/98 / Net \$0/94 per Gallon Any Safe World Port.

**FOB:** Gross \$0/92 / Net \$0/88 per Gallon Rotterdam, Houston & Fujairah

**Commission:** 0.02\$ Seller Side / 0.02\$ Buyer Side, Pays by Seller

Origin : Buyer Choice : Kazakhstan Origin, or (Russian Origin with Non-Russian Documents upon demand).

We Jahan Amaad Niko ( JANCO-E&T ) , Represented by Capt . Abdulmonem Afand , hereby confirm that our Seller Refinery is ready, willing and able to enter into a contract to sell and transfer the Commodities stated here above to \_\_\_\_\_, represented by **Mr/Mrs** \_\_\_\_\_, with the position \_\_\_\_\_,

Kindly establish LOI and/or ICPO and addresse it

**To the attention of:** "JANCO-E&T"

**Represented by:** Capt . Abdulmonem Afand

Date / Signature /  
Seal





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## COMPANY PROFILE

BROKERAGE COMPANY



Contact us  
[contact@lunyns.com](mailto:contact@lunyns.com)



WhatsApp:  
+44 74 40 40 51 81



Visit our website  
[www.lunyns.com](http://www.lunyns.com)



# Vision and Mission

## About Us

LUNYNS Ltd. is a global B2B brokerage brand founded by a team of seasoned experts dedicated to connecting suppliers with buyers across international markets. With a deep-rooted background in internet marketing and extensive industry knowledge, our professionals bring decades of experience to the table, ensuring effective and efficient business matchmaking.

## Why Us?

At LUNYNS Ltd., we combine our strong B2B expertise with hands-on experience across major digital B2B platforms. Our in-depth understanding of market dynamics and evolving industry trends enables us to deliver tailored solutions that address your business challenges—saving you time, resources, and effort.

To prospect and to serve.



### B2B PLATFORM

Our work relies on modern approaches that require a strong command of digital tools.



### Vision and Goal

To be a world-class leader in quality B2B partnerships and secure trade.



### Enhancing safety

Strengthen our market position through technical excellence and strong relationships.

# Who we are

LUNYNS Ltd. partners with a diverse network of suppliers, actively connecting them with buyers across global markets. Over the past two years, the company has successfully facilitated the trade of various commodities, including palm oil, sunflower oil, cashew nuts, and petroleum products.

This broad supplier base enables LUNYNS Ltd. to offer competitive pricing, a wide range of product specifications, and a variety of origins—such as Côte d'Ivoire, Senegal, Vietnam, the Netherlands, Jurgon, Houston, or Fujairah—ensuring tailored solutions for clients worldwide.

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## Full company profile upon request

