

**ОФИС ОПХЫ**

Address: Astana, Baikonyr district,
Respublika Avenue, 6, kv. 2

BIN 171040009128 | VAT 03001-1004951

CONTACT INFORMATION

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Date: 08-01-2024

Expires: 08-01-2025

Ref No: AOK/10713/KZ

To: End Buyer/Mandate.

SOFT CORPORATE OFFER

We LLP "TRADING HOUSE ASTANA OIL KZ" acting as authorized mandate to major refineries in Kazakhstan Federation, with full corporate and legal authority and responsibility and under penalty of perjury, confirm the availability of below listed petroleum products for immediate sales to capable buyers under the specified terms and conditions below. All supply is guaranteed to meet the standard specifications

KAZAKHSTAN DIESEL GAS D2

QUANTITY: 50,000 - 500,000 Metric Tons/Monthly

PRICE: \$440 Gross - \$430 Net /Per MT CIF

PRICE: \$420 Gross - \$410 Net /Per MT FOB

COMMISSIONS: US\$5 Buyer side, US\$5 Seller side/Per MT

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

QUANTITY: 500,000 - 3,000,000 Barrels/Monthly

PRICE: \$64 Gross - \$62 Net /Per BBL CIF

PRICE: 62 Gross - \$60 Net /Per BBL FOB

COMMISSIONS: US\$1 Buyer side, US\$1 Seller side/Per MT

KAZAKHSTAN JET FUEL A1

QUANTITY: 500,000 - 5,000,000 Barrels/Monthly

PRICE: \$58 Gross - \$56 Net /Per BBL CIF

PRICE: \$56 Gross - \$54 Net /Per BBL FOB

COMMISSIONS: US\$1 Buyer side, US\$1 Seller side/Per

KAZAKHSTAN VIRGIN FUEL D6

QUANTITY: 10,000,000 – 900,000,000 Gallons/Monthly

PRICE: \$0.66 Gross - \$0.62 Net/Per Gal CIF

PRICE \$0.64 Gross - \$0.60 Net/Per Gal FOB

COMMISSION: US\$0.02 Buyer side, US\$0.02 Seller side/Per Gal

MAZUT M100

QUANTITY: 50,000 - 500,000 Metric Tons/Monthly

PRICE: \$420 Gross - \$410 Net /Per MT CIF

PRICE: \$410 Gross - \$400 Net /Per MT FOB

COMMISSIONS: US\$5 Buyer side, US\$5 Seller side/Per MT

KAZAKHSTAN DIESEL EN590

QUANTITY: 50,000 - 500,000 Metric Tons/Monthly

PRICE: \$440 Gross - \$430 Net /Per MT CIF

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PRICE: \$420 Gross - \$410 Net

COMMISSIONS: US\$5 Buyer side, US\$5 Seller side/Per MT

KAZAKHSTAN EXPORT BLEND CRUDE [R.E.B.C.O]

QUANTITY: 500,000 - 3,000,000 Barrels/Monthly

PRICE: \$56 Gross - \$52 Net /Per BBL CIF

PRICE: \$54 Gross - \$52 Net /Per BBL FOB

COMMISSIONS: US\$2 Buyer side, US\$2 Seller side/Per MT

LNG- LIQUEFIED NATURAL

QUANTITY: 50,000 - 500,000 Metric Tons/Monthly

PRICE: \$420 Gross - \$410 NET /Per MT CIF

PRICE: \$400 Gross - \$390 NET /Per MT FOB

COMMISSIONS: US\$5 Buyer side, US\$5 Seller side/Per MT

LPG-LIQUEFIED PETROLEUM

QUANTITY: 50,000 - 500,000 Metric Tons/Monthly

PRICE: \$320 Gross - \$310 NET /Per MT CIF

PRICE: \$300 Gross - \$290 NET /Per MT FOB

COMMISSIONS: US\$5 Buyer side, US\$5 Seller side/Per MT

REFINERY WORKING PROCEDURES

1. Buyer sends ICPO to Seller on receipt of Seller's Soft Corporate Offer.
2. Seller issues commercial invoice CI, for the available quantity to Buyer,
3. Buyer Signs and returns to Seller with TSA and NCNDA/IMFPA signed by all buyer groups with commission structures.
4. Seller issues, Dip Test Authorization letter sign by all parties including buyers tank farm.
5. Upon the sign of DTA by all parties
6. Seller issues fresh
 - SGS Report,
 - Tank receipt,
 - Injection Report,
 - Certificate of Origin,
 - Product Passport
7. Buyer order SGS to Conduct Dip test of the product in the Seller Tank on buyer expense upon successful dip test, Buyer provides vessel details or Tank details, Seller shall immediately submit the (SGS) inspection Report along with the full Proof of Product (POP) to the Buyer.
8. 6. Buyer makes 100% payment by MT103 TT wire transfer for the total product and Seller pays Commission to all intermediaries.

REFINERY WORKING PROCEDURE

1. Buyer issues ICPO & Tank storage agreement TSA
2. Seller issue commercial invoice C.I. to the buyer, buyer sign and return commercial invoice



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3. Seller lodge the finalized Commercial Invoice with the bank and seller proceeds to verify and pay two (2) days buyer tank storage as a commitment to supply and upon confirmation of seller payment by buyer tank operator buyer immediately pay additional 3 days to obtain the total of 5 days tank storage receipt needed for the transaction issued in buyer name.
4. Seller inject the product into buyer tanks and provide buyer with the below POP documents
 - a. 48 hours fresh SGS report (Analysis report Q&Q of the product)
 - b. Injection Report c. DTA (Dip Test Authorization)
 - c. Certificate of Origin
 - d. ATSC (Authorization to Sell and Collect)
 - e. Statement of Availability of Product
 - f. ATV (Authorization to Verify)
5. NCNDA/IMFPA will be signed by all intermediaries involved with seller bank endorsement.
6. After confirmation of the above POP documents and product in tanks, buyer make payment for total cost of product value via MT103 and seller transfer to buyer the product title and one (1) year contract.
7. Seller pays all intermediaries involved in the transaction according to the signed NCNDA/ IMFPA

REFINERY WORKING PROCEDURE

1. Buyer issues official ICPO addressed to the refinery or representative with buyer vessel details.
2. Seller issues Commercial Invoice (CI), buyer signs and returns the signed invoice to seller with
 1. NCNDA / IMFPA
 2. Seller provide buyer with the below listed PPOP.
 - a. Product Passport (product analysis report)
 - b. Authorization to verify (ATV)
 - c. Tank Storage Receipt (TSR)
 - d. Statement of Product Availability
 - e. Commitment and Assurance Letter to supply
 - f. Authority to sell and collect (ATSC).
3. Buyer to extend seller's tank and dip test is conducted immediately with buyer's team to obtain fresh SGS report.
4. After successful Dip Test in Seller's tanks, Buyer takes over seller's tank or Seller injects product into buyer's vessel / Tank and buyer conducts its own DIP TEST Inspection for Q & Q of the Petroleum Products aboard vessel / Tank.
5. After successful Q & Q Dip test on the product, buyer makes the payment for the total value of product injected into the Vessel/tanks through the means of MT103 - TT.
6. Upon seller receives the payment for the product from the buyer, seller issues to buyer the Title
7. ownership of the product and all exporting document of the Product.
8. Seller pays all intermediaries involved in the transaction.

CIF TRANSACTION PROCEDURE

1. Buyer issues ICPO along the following documents Buyer Company certificate of registration or Company's Profile.
2. Seller issues to buyer the Sales and Purchase Agreement Contract with Commercial Invoice, Buyer sign with initials and return to Seller, alongside Proof of Fund (POF).
3. Seller send to Buyer the below Partial POP documents via Fax/Email;

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- a. Letter of Commitment to supply
- b. Authority/Authorization to Sell (ATS)
- c. Product Quality Passport (Dip Test result of product)
4. Within seven (7) banking days upon receipt and confirmation of the PPOP Documents, Buyer issues Pre-Advice via MT799 to seller's nominated fiduciary bank to announce readiness to issue the financial instrument SBLC/MT-760.
5. Within seven (7) banking days upon response from seller's fiduciary bank with readiness to receive the instrument via SWIFT, Buyer issues a Standby Letter of Credit (SBLC MT760) of First Trial shipment value, valid for 366 days as per Seller's approved verbiage.

OR

In alternative buyer pays refundable \$457,850.00 USD via MT103 TT Wiring as a guarantee performance within 72 hours if buyer's bank fails to issue Standby Letter of Credit (SBLC MT760) within the stipulated seven (7) banking days which will be deducted from the first shipment value.

6. NCNDA/IMFPA will be sign by all parties to secure payment commissions.
7. Seller and buyer sign Chartered Party Agreement (CPA) with the assign Shipping Company and conclude booking of vessel, shipping schedule preparation with port authority.
8. After confirmation of the buyer's financial commitment or SBLC MT760, Seller will issue to Buyer's bank within five (5) working days the full shipment documents proof of Product (POP) Plus 2% Performance Bond via swift bank-to-bank;
 - d. Copy of Approval to Export,
 - e. Copy of License/Permit to Export
 - f. Copy of Statement of Availability of Product.
 - g. Copy of the Refinery Commitment to Produce the Product.
 - h. Copy of Vessel Questionnaire 88.
 - i. Refinery Certificate of Product Ownership.
 - j. Copy of Fresh SGS.
 - k. Copy of Bill of Lading.
 - l. Copy of the Port Storage Agreement.
 - m. Copy of the Charter Party Agreement(S) To Transport the Product to Discharge Port.
9. Buyer/Buyer's Bank officer verifies the swift of full POP and the 2% Performance Bond.
10. Delivery commence as per schedule.
11. Upon arrival at the discharge port, the cargo will be subject to CIQ/SGS inspection at the buyer's expense. Upon completion of CIQ/SGS inspection buyer makes 100% payment via MT103- T/T wire transfer within 5 Working Days from issuance of CIQ/SG certificate at discharge port.
12. Upon receipt of buyer's T/T wire payment, seller pays all intermediaries within 24 hours.



General Manager

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