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**ALEL AGRO, JSC**

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BIN-980340000191

REF NO: KM-LLP-013/24  
ISSUED DATE:12/12/2024  
VALID TILL:11/11/2025  
ATTENTION: END BUYER/BUYER MANDATE

### **SOFT CORPORATE OFFER**

#### **ALLOCATION TERMS AND CONDITIONS**

**PRODUCTS ORIGIN:** Kazakhstan/USA/Poland/Denmark

**INCOTERMS:** CIF/TTO/FOB, DIP AND PAY

**PAYMENT TERMS:** L/C, SBLC, T/T TELEGRAPHIC TRANSFER MT103 INSPECTIONS, CIQ OR SIMILAR

**COMMISSION STRUCTURE:** AS CONTAINED IN A STANDARD NCNDA / IMFPA

### **PRODUCT LIST**

FPRODUCT	MIN QUANTITY (MT/BBL/GALLO N)	MAX QUANTITY (MT/BBL/GALLON)	CIF PRICE (GROSS/NET)	FOB PRICE (GROSS/NET)
DIESEL FUEL EN590 10PPM	25,000 MT/month	300,000 MT/month	\$460 / \$450 MT	\$420 / \$410 MT
DIESEL GAS D2 OIL	10,000 MT/month	500,000 MT/month	\$410 / \$400 MT	\$390 / \$380 MT
MAZUT M100	10,000 MT/month	500,000 MT/month	\$322 / \$312 MT	\$302 / \$292 MT
AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL	500,000 BBL/month	5,000,000 BBL/month	\$101 / \$99 BBL	\$88 / \$86 BBL
VIRGIN FUEL OIL D6	400,000,000 Gallons/month	800,000,000 Gallons/month	\$1.19 / \$1.17	\$1.15 / \$1.13
EXPORT BLEND CRUDE	10,000 BBL/month	3,000,000 BBL/month	\$87 / \$85 BBL	\$83 / \$81 BBL
LIQUEFIED PETROLEUM GAS	100,000 MT/month	1,000,000 MT/month	\$420 / \$410 MT	\$400 / \$390 MT
LIQUEFIED NATURAL GAS (LNG)	10,000 MT/month	400,000 MT/month	\$420 / \$410 MT	\$400 / \$390 MT
FUEL OIL CST-180	10,000 MT/month	500,000 MT/month	\$325 / \$315 MT	\$305 / \$295 MT
UREA 46% PRILLED & GRANULAR	10,000 MT/month	50,000 MT/month	\$520 / \$510 MT	-
SULPHUR GRANULAR	50,000 MT/month	500,000 MT/month	\$300 / \$290 MT	-
JET A1 FUEL	500,000 BBL/month	5,000,000 BBL/month	\$102 / \$100 BBL	\$98 / \$96 BBL
DIESEL GAS OIL ULTRA-LOW SULPHUR DIESEL	100,000 MT	300,000 MT	\$460 / \$450 MT	\$440 / \$430 MT
EASTERN SIBERIA PACIFIC OCEAN (ESPO)	200,000 BBL/month	5,000,000 BBL/month	\$94 / \$92 BBL	\$88 / \$86 BBL
EN590	25,000 MT/month	300,000 MT/month	\$530 / \$520 MT	\$450 / \$440 MT
PETROLEUM COKE	50,000 MT/month	400,000 MT/month	\$195 / \$185 MT	-
LIGHT CYCLE OIL (LCO)	50,000 MT/month	400,000 MT/month	\$400 / \$390 MT	\$380 / \$370 MT
BITUMEN GRADE 60/70 AND 80/100	-	-	\$320 / \$310 MT	\$300 / \$290 MT
GASOLINE 89 OCTANES	-	-	\$278 / \$268 MT	\$258 / \$248 MT
GASOLINE 92	-	-	\$388 / \$378 MT	\$368 / \$358 MT
BASE OIL	-	-	\$360 / \$350 MT	\$340 / \$330 MT

Confidential Document.



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## **PROCEDURES FOR TRANSACTION ( CIF ASWP )**

### **1. Initiation :**

- Buyer issues an ICPO upon receipt of the Full Corporate Offer.
- Seller issues a Draft Sales and Purchase Agreement (SPA), which the buyer signs and returns.

### **2. Legalization and Documentation :**

- Seller legalizes the SPA through the Ministry of Energy at their expense.
- The following Pre-Payment Proof of Product (PPOP) documents are released for buyer confirmation:
  - Refinery Commitment to Supply.
  - Certificate of Origin.
  - Company Registration Certificate.
  - Quality and Quantity Report (Product Passport).
  - Statement of Product Availability.
  - Authorization to Sell and Collect (ATSC).

### **3. Security Deposit and Shipment :**

- Buyer pays a \$370,000 security guarantee deposit, which is deducted from the first shipment.
- Within 24 hours of deposit confirmation, the seller signs the CPA and releases full POP documents and a 2% Performance Bond to the buyer's bank.
- All parties sign the NCNDA/IMFPA.

### **4. Shipment and Payment :**

- Seller provides shipping certificates, cargo declarations, fresh SGS reports, and other required documents.
- Shipment commences as per the contract schedule.
- Within 72 hours of vessel arrival, the buyer releases payment via MT103 after CIQ/SGS inspection at the destination port.
- Seller transfers the product title and pays commissions to intermediaries within 24 hours of payment confirmation.



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## **PROCEDURES FOR TRANSACTION (TTO)**

### **1. Initiation :**

- Buyer issues official ICPO with banking details and company registration certificate.
- Seller issues Draft contract for both parties to sign, within 24 hours' buyer signs and send back with guaranteed letter and proof of funds to fulfil the contractual agreement.

### **2. Legalization and Documentation :**

- Seller re-issues the Proof of Product documents in buyer company's name as listed below.
  - (a) Certificate of Origin.
  - (b) Product quality passport (Analysis test Report) By standard Gost R.
  - (c) Commitment to Supply.
  - (d) Bill of Lading.
  - (e) Cargo Manifest.
  - (f) Certificate of Quality and Quantity
  - (g) Vessel Q88

### **3. Payment and Title Transfer :**

- Buyer provides their shipping agent contact information for the vessel master to open communication and issue a Notice of Readiness (NOR) to buyer and buyer shipping agent.
- Buyer makes a guaranteed deposit of \$360,000 USD for title transfer fee of the total product cost via MT103 and upon receipt of buyer's payment, the seller will issue the Title Transfer Affidavit for buyer's signing.
- The ministry of energy issues the Allocation Title Owner Ship Certificate and Export Clearance in buyer's name and the seller will instruct the vessel master to re-route the vessel tanker destination to the buyer's discharge port.
- The vessel master issues the Power of Attorney/Authorization Letter to buyer's shipping agent entrusting to be the cargo's shipping agent in the discharge port. The vessel master sends the complete set of maritime and other related documents to enable the buyer shipping agent file for maritime report and pre-arrival custom declaration
- Buyer makes all preparation to receive the vessel tanker at the destination port terminal and upon arrival of the vessel tanker at the destination port, buyer will conduct product quality and quantity inspection.
- Upon receipt of the successful Quality and Quantity report, buyer makes the remaining remainder payment for the product by MT103 within 48 hours and product unloading commences at the buyer's terminal.
- Seller pays the intermediaries involved within 72 hours after receipt of payment of the product from the buyer.



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## **PROCEDURES FOR TRANSACTION (FOB PROCEDURE (TANK TO TANK))**

1. **Initiation:**

- Buyer issues an Irrevocable Corporate Purchase Order (ICPO) and Tank Storage Agreement (TSA).
- Seller issues a Commercial Invoice (CI) to the buyer, which the buyer signs and returns.

2. **Commitment to Supply :**

- Seller lodges the finalized CI with the bank and verifies payment for two (2) days of tank storage as a commitment to supply.
- Upon confirmation of payment by the buyer's tank operator, the buyer pays for an additional three (3) days of storage to obtain a total of five (5) days of tank storage receipt.

3. **Product Injection :**

- Seller injects the product into the buyer's tanks and provides the following Proof of Product (POP) documents:
  - Fresh SGS Report (Quality & Quantity Analysis).
  - Injection Report.
  - Dip Test Authorization (DTA).
  - Certificate of Origin.
  - Authorization to Sell and Collect (ATSC).
  - Statement of Availability of Product.
  - Authorization to Verify (ATV)

4. **Payment and Title Transfer :**

- After verification of POP documents, the buyer makes payment via MT103 for the total cost of the product.
- Seller transfers the product title and issues a one-year contract.
- Seller pays all intermediaries as per the signed NCNDA/IMFPA.





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## **PROCEDURES FOR TRANSACTION (TANK TO VESSEL / DIP & PAY)**

### **1. Initiation :**

- Buyer issues an ICPO with a Charter Party Agreement (CPA) and passport copy to the seller.
- Seller issues Commercial Invoice (CI). Buyer signs and returns Commercial Invoice back to Seller. Seller issues the following PPOP documents to buyer
  - Certificate Of Origin
  - Authority To Sell & Collect (ATSC)
  - Tank Storage Receipt (TSR) with Tank Numbers & GPS co-ordinates

### **2. Injection and Verification :**

- Buyer requests 1day Tank-Extension Invoice from Seller to enable Dip Test on Seller's Tank. Upon receipt of payment Seller programs injection and issues the following documents:
  - Fresh SGS Report (less than 72 hours old).
  - Injection Report.
  - Certificate of Origin.
  - Authorization to Sell and Collect (ATSC).
  - Tank Storage Receipt (TSR).
  - NCNDA/IMFPA.

### **3. Payment and Title Transfer :**

- Buyer conducts a dip test inspection at their expense.
- Upon successful inspection, the seller commences injection into the buyer's vessel or tank.
- Buyer makes payment via MT103, and the seller transfers the product title.



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## **PROCEDURES FOR TRANSACTION (FOB TANK TO TANK/ DIP & PAY)**

### **1. Initiation and Documentation :**

- Buyer accepts the seller's procedure and issues an ICPO along with banking details, company profile, and passport copy.
- Seller sends draft Commercial invoice & Dip test authorization letter
- Buyers and vessel operator endorse and approve CI & DIPTTEST respectively and return to seller. Seller signs CI and issues final copy.

### **2. Injection and Verification :**

- Seller programs injection and issues the following documents:
  - Fresh SGS Report (less than 72 hours old).
  - Injection Report.
  - Certificate of Origin.
  - Authorization to Sell and Collect (ATSC).
  - Tank Storage Receipt (TSR).
  - NCNDA/IMFPA.

### **3. Payment and Title Transfer :**

- Buyer verifies POP documents within 24–48 hours and conducts an optional dip test inspection.
- Upon successful inspection, the buyer provides a Notice of Readiness (NOR), and the seller commences injection.



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**Official Signature/Seal**



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**CEO**

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