



CHK WESTERN OIL AND GAS COMPANY LTD.

Legal address: Astana city Yesil district Syganak street building 47 building 28.

E-mail:chkwesternoilandgascompanyltd@gmail.com

Contact Number: +7775 540 3528

Date: 10.02. 2025

Valid: Two Months. Ref No: PTI/00875/KAZ

To: End Buyer/buyer mandate

SOFT CORPORATE OFFER

We “**CHK WESTERN OIL AND GAS COMPANY LTD.**” Where by confirm the availability of allocations and the capability to supply the following petroleum products through our Refineries, in accordance to the terms and conditions stated below.

AVAILABLE PRODUCTS AND PRICE LIST

1). UREA 46% PRILLED & GRANULAR (RUSSIAN ORIGIN)

MINIMUM LIFTABLE QUANTITY: 50,000 METRIC TON

MAXIMUM LIFTABLE QUANTITY: 100,000 METRIC TON PRICE on CIF: GROSS USD \$290.00 / NET USD \$280.00 PER METRIC TON PRICE

2). AUTOMOTIVE DIESEL FUEL EN590

Minimum Quantity: 50,000 Metric Tons per month Delivery:

Maximum Quantity: 100,000 Metric Tons per month.

CIF Gross Price: \$460/\$450 Net per Metric Ton FOB Net Price: \$450/ \$440 USD

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton.

3). AVIATION KEROSENE COLONIAL GRADE A1

Minimum Quantity: 1,000,000 Barrels per month Delivery: ASWP

Maximum Quantity: 2,000,000 Barrels per month.

CIF Price: Gross \$74.00 USD /\$70.00 USD Net per Barrel. FOB Price: Gross \$72.00 USD/ \$68.00 USD Net per Barrel.

Commission: \$ 2.00USD seller side, \$ 2.00 USD Buyer side Per Barrel.

4). D6 VIRGIN FUEL OIL

Minimum Quantity: 100,000,000 Gallons per monthly : ASWP

Maximum Quantity: 200,000,000 Gallons per monthly : ASWP

CIF Price: Gross \$0.80/\$0.76 Net Per Gallon

Commission: USD 0.02 seller side, USD 0.02 Buyer side Per Gallon.

5). ULTRA-LOW-SULFUR DIESEL

Minimum Quantity: 50,000 Metric Tons per month Delivery: ASWP

Maximum Quantity: 100,000 Metric Tons per month.

CIF Price: Gross \$490/ Net \$480 per Metric Ton per month

FOB Price: Gross \$480/ Net \$470 per Metric Ton per month.

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

6). AVIATION KEROSENE COLONIAL GRADE 54

Origin: Russia

Minimum Quantity: 1,000,000 Barrels per month Delivery: ASWP

Maximum Quantity: 2,000,000 Barrels per month.



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CIF Price: Gross \$74.00 USD /\$70.00 USD Net per Barrel.

FOB Price: Gross \$72.00 USD/ \$68.00 USD Net per Barrel.

Commission: \$ 2.00USD seller side, \$ 2.00 USD Buyer side Per Barrel.

7). LNG, LIQUIFIED NATURAL GAS LPG.

Minimum Quantity: 50,000 Metric Tons per month

Maximum Quantity: 100,000 Metric Tons per month.

CIF Gross Price: \$380/\$370 Net Metric Ton per month

FOB Net Price: \$360/ \$350 Net Metric Ton per month

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton.

8). MAZUT-100 GOST 10585/99

Minimum Quantity: 50,000 Metric Tons per month

Maximum Quantity: 100,000 Metric Tons per month.

CIF Gross Price: \$370/\$360 Net per Metric Ton

FOB Net Price: \$350/ \$340 USD

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton.

9). BITUMEN 50/60/70, BITUMEN 80/100 AND OXIDIZED BITUMEN

Minimum Quantity: 50,000 Metric Tons per month

Maximum Quantity: 100,000 Metric Tons per month.

CIF Gross Price: \$280/\$270 Net Metric Ton per month

FOB Price: Gross \$260/ \$250 Net metric ton per month

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton.

10). PRILLED SULPHUR / GRANULATED UREA

Minimum Quantity: 50,000 Metric Tons per month

Maximum Quantity: 100,000 Metric Tons per month.

CIF Price: Gross \$180/\$170 Net Metric Ton per month

FOB Price: Gross\$160/ \$170 Net Metric Ton per month

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton.

11). DIESEL GAS D2 GOST 305-82

Minimum Quantity: 50,000 Metric Tons per month

Maximum Quantity: 100,000 Metric Tons per month.

CIF Price: Gross \$490/\$480 Net per Metric Ton

FOB Price: Gross \$470/ \$460 Net per metric Ton

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton.

12). BASE OIL SN500

Minimum Quantity: 50 000 Metric Tons per month Delivery: ASWP

Maximum Quantity 100,000 Metric Tons per month.

CIF Price: Gross \$220 /\$210 Net Metric Ton per month.

FOB Price: Gross \$200/ \$190 Net Metric Ton per month.



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13). PETROLEUM COKE

Minimum Quantity: 50 000 Metric Tons per month Delivery: ASWP

Maximum Quantity 100,000 Metric Tons per month.

CIF Price:Gross \$240 /\$230 Net Metric Ton per month.

FOB Price: Gross \$220/ \$210 Net Metric Ton per month

CI DIP AND PAY PROCEDURE (NON NEGOTIABLE)

1. Buyer issues ICPO, with both Company Profile, TSA/ATV Company Registration Certificate, International Data passport Copy of buyer's and Commitment letter with the agreed seller procedures and Full banking detail to Seller / Refinery via Official Seller Representative.

2. Seller issues CI Commercial Invoice, Buyer countersigns and returns back to seller.

3. Seller issues PPOP the below documents to buyer's secured email for verification:

- A. Refinery Commitment,
- B. Certificate of origin.
- C. Statement of product availability
- D. Assurance Letter to supply the product
- E. Refinery Certificate of Company Registration

4. Upon receipt of above PPOP documents, within 48 hours, seller informs the delivery date in Rotterdam to buyer, and buyer forward a TSR from the nominated Tank farm immediately.

5. Seller issues below FULL POP documents to Buyer:

- A. Product Passport
- B. Fuel Injection Report
- C. Authorization to Sell (ATS)
- D. Dip Test Authorization (DTA)
- E. Tank Storage Receipt (TSR) of product purchased.

6. Upon positive DIP TEST RESULT on the product quality and quantity analysis Seller issues to the Buyer SGS REPORT including Title ownership certificate of the product in Buyer's name to be followed by all export documentation and Seller's Bank issues 2% PB to buyer's Bank.

7. Buyer makes payment covering total value of the product by MT103.

8. Seller pays commission to all mandates and intermediaries involved in the transaction as may be agreed in the NCND / IMFPA



FOB-ROTTERDAM PORT/TANK TO VESSEL

- 1- Buyer accepts seller working procedure and issue ICPO addressed to the seller.
- 2.- Seller issues Commercial Invoice and Buyer return signed with Charter party Agreement (CPA).
- 3.- Seller send the TT/VIA to be signed by buyer and its shipping company
- 4.- Seller provide buyer with the below listed PPOP documents:
Authorization to verify (ATV).
Product passport (Product Analysis report). Irrevocable Commitment Letter to Supply. Tank Storage Receipt (TSR).
Injection Report.
Unconditional DTA.
- 5.- (NCNDA/IMFPA) will be signed. Buyer within 24 hours after successful Dip Test in seller's Tanks buyer provide Q88 then seller proceed for tank to vessel injection report of the product into buyer's vessel.
- 6.- Buyer make payment for total cost of product injected into buyer vessel Via MT103, seller transfer title ownership to buyer with all exportation documents required of buyer for the transaction.
- 7.- Upon conclusion of first lift transaction, seller pay all intermediaries involved in the transaction and proceeds with the signing of contract with buyer.

TRANSACTION PROCEDURES FOR CIF

1. Buyer issues an official ICPO with company registration license. Buyer's passport copy and POF
2. Seller issues FCO, buyer signs and returns with a letter of acceptance stating to adhere to seller's transaction terms and procedure
3. Seller issues draft contract (SPA) to buyer open for amendment; buyer review and sign mutually accepted contract and return to the seller in word format within three (3) working days.
4. Seller reviews the signed contract and converts to PDF then submits a copy to the government ministry for registration, legalization and notarization at seller's expense and also send copy of the signed PDF contract to buyer along with the below PPOP documents:
 - Charter Party Agreement (CPA) from Seller Shipping Company
 - guarantee letter to supply
 - Commitment letter to supply the product
 - Availability letter of product
 - Product passport
 - Company registration certificate
 - Export license
5. Seller & Buyer signs and complete Charter Party Agreement (CPA) & Injection Schedule to confirm acceptance of Tanker and timing for transportation of product both parties will be reliable for first month freight fee to be deducted from the first beach delivery upon confirmation of Q/Q at the unloading port as mutually agreed. (Or possible buyer shows POF as mutually agreed amount via MT760 swift confirming funds availability to Seller Nominated Fiduciary Offshore Bank Account to enable seller shall take charge of all expenses on the freight charges upon confirmation of buyer's POF via MT760 SBLC only).



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6. Seller confirmation of buyer's agreed shipping fees OR by alternative seller activates Buyer L/C instrument MT760. Seller sends final sets POP to buyer via bank to bank as stated below:

- Q88.
- Cargo Insurance.
- Fresh SGS Report.
- Injection Report.
- Certificate of Origin. (Kazakhstan Origin)
- Cargo Manifest.
- Bill of Lading.
- Ullage Report.

7. Buyer notifies seller by official written notice of his Bank receiving Seller's POP documents while seller sends to buyer the registered hard copy of the Contract through courier services within 48 hours.

8. Shipment commences as schedule in the Contract and upon arrival of the Cargo at the discharge port. Buyer's inspection teams carry out CIQ/CCIC or equivalent inspection to ascertain quality and quantity.

9. Products is discharged after successful inspection into buyer's storage facility. Buyer's bank releases payment for total value of products to seller's bank within 72 hours by MT103 / TT with sellers selected account details.

10. Seller shall pay seller mandate commission & Buyer shall pay buyer mandate group commission by TT within 2 working days, second and succeeding shipments continues with same terms and conditions of first purchase.

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Supervisor: Abdykerim Aktañ Abily