



АО << АЛЕЛ АГРО >>

ALEL AGRO, JSC

BIN- 980340000191

032500211479

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

ALLOCATION TERMS AND CONDITIONS

PRODUCTS ORIGIN: Kazakhstan/USA/Poland

INCOTERMS: CIF/FOB, CI 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

LIST OF PRODUCTS

DIESEL FUEL EN590 10PPM

Minimum Quantity: 25,000 Metric Tons per Month

Maximum Quantity: 300,000 Metric Tons per Month

CIF Price: Gross USD \$460.00MT / Net USD \$450.00MT

FOB Price: Gross USD \$420.00MT / Net USD \$410.00MT

DIESEL GAS D2 OIL

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 500,000
Metric Tons per Month

CIF Price: Gross USD \$410.00MT / Net USD \$400.00MT FOB Price: Gross USD
\$390.00MT / Net USD \$380.00MT

MAZUT M100

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 500,000
Metric Tons per Month

CIF Price: Gross USD \$322.00MT / Net USD \$312.00MT FOB Price: Gross USD
\$302.00MT / Net USD \$292.00MT

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Minimum Quantity: 500,000 Barrels per Month Maximum Quantity: 5,000,000 Barrels
per Month CIF Price: Gross USD \$101.00BBL / Net USD \$99.00 FOB Price: Gross
USD \$88.00BBL / Net USD \$86.00

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VIRGIN FUEL OIL D6

Minimum Quantity: 400,000,000 Gallons per Month Maximum Quantity: 800,000,000
Gallons per Month CIF Price: Gross USD \$1.19 / Net USD \$1.17
FOB Price: Gross USD \$1.15 / Net USD \$1.13

EXPORT BLEND CRUDE

Minimum Quantity: 10,000 Barrels per Month Maximum Quantity: 3,000,000 Barrels
per Month CIF Price: Gross USD \$87.00BBL / Net USD \$85.00 FOB Price: Gross USD
\$83.00BBL / Net USD \$81.00

LIQUEFIED PETROLEUM GAS

Minimum Quantity: 100,000 Metric Tons per Month Maximum Quantity: 1,000,000
Metric Tons per
CIF Price: Gross USD \$420.00MT / Net USD \$410.00MT FOB Price: Gross USD
\$400.00MT / Net USD \$390.00MT

LIQUEFIED NATURAL GAS (LNG) LIFTABLE QUANTITY

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 400,000 Metric
Tons per Month
CIF Price: Gross USD \$420.00MT / Net USD \$410.00MT FOB Price: Gross USD
\$400.00MT / Net USD \$390.00MT

FUEL OIL CST-180

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 500,000
Metric Tons per Month
CIF Price: Gross USD \$325.00MT / Net USD \$315.00MT FOB Price: Gross USD
\$305.00MT / Net USD \$295.00MT

UREA 46% PRILLED & GRANULAR

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity: 50,000 Metric
Tons Month
CIF Price: Gross USD \$520.00MT / Net USD \$510.00MT

SULPHUR GRANULAR

Minimum Quantity: 50,000 Metric Tons per Month Maximum Quantity: 500,000
Metric Tons per Month CIF Price: Gross USD \$300 / Net USD \$290.00

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JET A1 FUEL

Minimum Quantity: 500,000 Barrels per Month Maximum Quantity: 5,000,000 Barrels per Month

CIF Price: Gross USD \$102.00BBL / Net USD \$100.00 FOB Price: Gross USD \$98.00BBL / Net USD \$96.00

DIESEL GAS OIL ULTRA-LOW SULPHUR DIESEL Minimum Quantity: 100,000 metric tons

Maximum Quantity: 300,000 metric tons

CIF Price: Gross USD \$460.00MT / Net USD \$450.00MT FOB Price: Gross USD \$440.00MT / Net USD \$430.00MT

EASTERN SIBERIA PACIFIC OCEAN (ESPO)

Minimum Quantity: 200,000 barrels per Month

Maximum Quantity: 5,000,000 barrels per Month

CIF Price: Gross USD \$94.00 per barrel/ Net USD \$92.00 per barrel FOB Price: Gross USD \$88.00 per barrel/ Net USD \$86.00 per barrel

EN590

Minimum Quantity: 25,000 Metric Tons per Month Maximum Quantity: 300,000 Metric Tons per Month

CIF Price: Gross USD \$530.00MT / Net USD \$520.00MT FOB Price: Gross USD \$450.00MT / Net USD \$440.00MT

PETROLEUM COKE

Minimum Quantity: 50,000 Metric Tons per Month Maximum Quantity: 400,000 Metric Tons per Month CIF Price: Gross USD \$195.00MT/ Net USD \$185.00

LIGHT CYCLE OIL (LCO)

Minimum Quantity: 50,000 Metric Tons per Month Maximum Quantity: 400,000 Metric Tons per Month

CIF Price: Gross USD \$400.00MT / Net USD \$390.00MT FOB Price: Gross USD \$380.00MT / Net USD \$370.00MT

BITUMEN GRADE 60/70 AND 80/100:

CIF PRICE ASWP: GROSS \$320 / NET \$310 FOB PRICE ASWP: GROSS \$300 / NET \$290

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GASOLINE 89 OCTANES

CIF PRICE ASWP: Gross \$278 / NET \$268 FOB PRICE ASWP: GROSS \$258 / NET \$248

GASOLINE 92

CIF PRICE ASWP: Gross \$388 / NET \$378 FOB PRICE ASWP: GROSS \$368 / NET \$358

BASE OIL

CIF PRICE ASWP: Gross \$360 / NET \$350 FOB PRICE ASWP: GROSS \$340 / NET \$330 other products are available

FOB PROCEDURE FOR TANK TO TANK

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

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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

PROCEDURE CIF ASWP

1. Buyer issues ICPO upon receipt of Full Corporate offer.
2. Seller issues Draft Sales and purchase Agreement to buyer, Buyer returns signed contract to Seller
3. Seller reviews signed contract acknowledged and legalize it through the ministry of energy the Cost of legalization shall be borne by the Seller.
4. The Below Notarized listed PPOP by the Export Control Department is released for Buyer confirmation.
 - a. Refinery Commitment to Supply
 - b. Certificate of Origin
 - c. Company registration certificate
 - d. Quality and Quantity Report (Product Passport).
 - e. Statement of Product Availability
 - f. Authorization to Sell and collect
5. Buyer pays \$270,000 security guarantee deposit of total product cost to secure the product allocation which would be deducted from the first shipment. Within 24hrs of Guarantee Deposit Confirmation, Seller Sign CPA and release full POP document and 2% Performance Bond to Buyer's Bank. All Parties involved sign the NCNDA/IMFPA.
 - a. (a)Ship Certificates
 - b. (b)Cargo Declaration
 - c. (c)Fresh SGS Report
 - d. (d)Charter Party Agreement
 - e. (e)Ownership Certificate
 - f. (f)Title Transfer Affidavit
 - g. (g)Product Allocation Certificate

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- h. (h)Ullage Report
 - i. (i)Notice of Readiness
 - j. (j)Customs Declaration Certificate
6. Shipment commences as per contract schedule
 7. Within 72 hours of Vessel arrival, buyer release payment via MT103 after CIQ/SGS at destination port.
 8. Seller pays the commission to all intermediaries involved in the transaction within 24 hours after confirmation of buyer's payment and seller transfers title to buyer.

FOB PROCEDURE FOR TANK TO TANK

1. 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, Buyer Signs and returns to Seller with TSA and NCNDA/IMFPA signed by all buyer groups with commission structures.
3. Seller issues, Dip Test Authorization letter sign by all parties including buyers tank farm.
4. Upon the sign of DTA by all parties Seller issues fresh
 - a. SGS Report,
 - b. Tank receipt,
 - c. Injection Report,
 - d. Certificate of Origin,
 - e. Product Passport
5. 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.

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6. Buyer makes 100% payment by MT103 TT wire transfer for the total product and Seller pays Commission to all intermediaries.

FOB PROCEDURE TANK TO VESSEL / DIP & PAY.

1. Buyer issues ICPO with CPA for verification and international passport copy (data page) to seller.
2. Seller issues Commercial Invoice (CI) for the quantity of product, buyer signs and returns the CI to seller.
3. Seller returns the signed commercial invoice and seller proceed to issue inspection letter to inspect buyer vessel before releasing the full PPOP document with fresh SGS report.
4. Seller issues the partial pop documents as below and sends to buyer.
 - a. Fresh SGS (not older than 48 hours)
 - b. Certificate of Origin
 - c. Authorization to Verify (ATV)
 - d. Unconditional DTA
 - e. Commitment to Supply
 - f. Tank storage receipt (TSR)
 - g. ATSC h. Injection Report.
 - h. Unconditional dip Test Authorization Letter (UDTA).
5. Buyer conducts inspection by SGS on buyer's expense.
6. Seller issues the NCNDA/IMPFA to all intermediaries involved in the transaction and Upon successful dip test of the product, seller commences injection to buyer's tank Or vessel, buyer makes payment of the product via mt 103 and seller transfer's title.
7. Second and succeeding shipments continue.

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REFINERY WORKING PROCEDURES (FOB TTV)

1. Buyer accepts seller procedure and issues ICPO with the following: banking details, company profile, passport copy. buyer also issues CPA.
2. Seller sends following draft CI (commercial invoice), draft DPST (delivery processing schedule table).
3. Buyer and vessel operator endorse and approve CI & DPST respectively and return to seller. seller signs CI and issues final copy.
4. Seller programs injection and issues to buyer the following documents:
 - a. fresh SGS report (less than 72 hours old);
 - b. injection report;
 - c. certificate of origin;
 - d. authorization to sell and collect (ATSC);
 - e. tank storage receipt (TSR);
 - f. NCNDA/IMFPA.
5. Buyer verifies pop within 24 to 48 hours. (buyer has optional dip test inspection on the product in supplier/seller storage tanks via SGS at buyer's expense.
6. Upon successful dip test inspection (if necessary), buyer provides nor (injection notice of readiness) to seller and seller immediately commences injection of the product into buyer's CPA chartered vessel then buyer makes payment for the total product value by mt103/TT upon injection of completion.
7. Seller immediately transfers the title of product ownership to buyer with all export documents.
8. Seller pays commission to seller's side and buyer pays commission to buyer's side intermediaries, as per executed NCNDA/IMFPA for this transaction, within 72 hours of receipt of payment from buyer.

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9. Buyer and seller execute spa for 12 months. the proceeding shipments shall continue in accordance with the same procedures indicated above.

Official Signature / Seal)



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