

# ONK-TRADE LLC

ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ "ОНК-ТРЕЙД"  
ИНН: 4027093313, ОГРН: 1094027001815, КПП: 770901001, ОКПО: 89702172

**Контакт:**

**Адрес:** 101000, Город Москва,  
Улица Покровка, Д. 14/2  
Корп. 1 Офис VI

**Контакты:**

**Тел.:** +7 (916) 689 21 08  
**Скайп:**  
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Date Issued: 1st Maye 2025 Expiry  
Date: 20th December 2025 Our ref:  
ONK-SCO6094381FOB/RU

## SOFT CORPORATE OFFER

We, "ONK-TRADE LLC" is a direct mandate to the (End-Seller) with full legal responsibility, under penalty of perjury hereby issue this Soft Corporate Offer with given terms and conditions as stated in this offer to confirm our readiness to execute an official contract with End Buyer, with the ability to supply the following commodity according to the terms and conditions stipulated below

LIQUEIFIED PETROLEUM GAS GOST 20448-90 (LPG)  
Minimum Quantity: 100,000MT – 500,000MT – Per Month  
FOB Price: Gross \$ 410- Net \$ 400/CIF Price: Gross \$ 450-  
Net \$ 440 Quality: SGS or similar inspection  
Commissions: \$5 Buy side (open) Seller side \$5 (closed)

EXPORT BLEND CRUDE OIL GOST 51858  
Minimum Quantity: 100,000MT – 500,000MT – Per Month  
FOB Price: Gross \$340- Net \$ 330/CIF Price: Gross \$ 360-  
Net \$ 350 Quality: SGS or similar inspection  
Commissions: \$5 Buy side (open) Seller side \$5 (closed)

LIGHT CYCLE OIL (LCO)  
Minimum Quantity: 100,000MT – 500,000MT – Per Month  
FOB Price: Gross \$ 220 - Net \$ 210/CIF Price: Gross \$ 240-  
Net \$230 Quality: SGS or similar inspection  
Commissions: \$5 Buy side (open) Seller side \$5 (closed)

D6 FUEL OIL  
Minimum Quantity: 100000000 - 200000000 Gallons  
FOB Price: \$ 0.86- 0.80 /CIF Price: Gross \$ 0.90-  
Net \$ 0.94 Quality: SGS or similar inspection  
Commissions: 0.3-cent Buy side (open) Seller side 0.3 Cent (closed)

DIESEL EN590 PPM - 10PPM / 50PPM  
Minimum Quantity: 100,000MT – 500,000MT – Per Month  
FOB Price: Gross: \$ 400- Net \$ 410/CIF Price: Gross \$ 350-  
Net \$ 340 Quality: SGS or similar inspection  
Commissions: \$5 Buy side (open) Seller side \$5 (closed)

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## BITUMEN / PETROLEUM ASPHALT

Minimum Quantity: 100,000MT – 500,000MT – Per Month  
FOB Price: Gross \$ 310 - Net \$ 290/CIF Price: Gross \$ 340-  
Net \$ 330 Quality: SGS or similar inspection  
Commissions: \$5 Buy side (open) Seller side \$5 (closed)

## IFO380 (MARINE OIL)

Minimum Quantity: 100,000MT – 500,000MT – Per Month  
FOB Price: Gross \$440 - Net \$ 430/CIF Price: Gross \$ 480-  
Net \$ 470 Quality: SGS or similar inspection  
Commissions: \$5 Buy side (open) Seller side \$5 (closed)

## HSD2 GAS OIL L-0.2-62 GOST 305-82 AGO (AUTOMATIVE GAS OIL)

Minimum Quantity: 100,000MT – 500,000MT – Per Month  
FOB Price: Gross \$ 340 - Net \$ 330. /CIF Price: Gross \$ 380-  
Net \$ 370 Quality: SGS or similar inspection  
Commissions: \$5 Buy side (open) Seller side \$5 (closed)

## LIQUEFIED NATURAL GAS (LNG)

Minimum Quantity: 100,000MT – 500,000MT – Per Month  
FOB Price: Gross \$ 400- Net \$ 390. /CIF Price: Gross \$ 450-  
Net \$ 440 Quality: SGS or similar inspection  
Commissions: \$5 Buy side (open) Seller side \$5 (closed)

## GASOLINE 93 OCTANE

Minimum Quantity: 100,000MT – 500,000MT – Per Month  
FOB Price: Gross \$ 510- Net \$ 500/CIF Price: Gross \$ 560-  
Net \$550 Quality: SGS or similar inspection  
Commissions: \$5 Buy side (open) Seller side \$5 (closed)

## CST-180 FUEL OIL

Minimum Quantity: 100,000MT – 500,000MT – Per Month  
FOB Price: Gross \$480- Net \$ 470/CIF Price: Gross \$ 530-  
Net \$ 520 Quality: SGS or similar inspection  
Commissions: \$5 Buy side (open) Seller side \$5 (closed)

## AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL (JP54)-(TS-1)

Minimum Quantity: 1,000,000BBL 5,000,000BBL Per Month  
FOB Price: Gross \$ 88- Net \$ 84/CIF Price: Gross \$ 104-  
Net \$100 Quality: SGS or similar inspection  
Commissions: \$2 Buy side (open) Seller side \$2 (closed)

## JET FUEL JET A1 (AVIATION KEROSENE COLONIAL GRADE A1)

Minimum Quantity: 1,000,000BBL – 5,000,000BBL – Per Month FOB Price:

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Gross \$ 88- Net \$ 84/CIF Price: Gross \$94- Net \$100 Quality: SGS or similar inspection

Commissions: \$2Buy side (open) Seller side\$2 (closed)

EASTER SIBERIAN CRUDE OIL (ESPO)

Minimum Quantity: 1,000,000BBL – 5,000,000BBL – Per Month FOB Price:

Gross \$ 90- Net \$ 88/CIF Price: Gross \$94- Net \$ 92 Quality: SGS or similar inspection

Commissions: \$1Buy side (open) Seller side\$1 (closed)

DIESEL GAS D2 OIL GOST 305-82

Minimum Quantity: 50,000MT – 100,000MT – Per Month

FOB Price: Gross \$430- Net \$ 420/ CIF Price: Gross \$460-

Net \$450 Quality: SGS or similar inspection

Commissions: \$5 Buy side (open) Seller side \$5 (closed)

MAZUT 100 GOST–10585 75 ORIGINS

Minimum Quantity: 50,000MT – 100,000MT – Per Month

FOB Price: Gross \$420 - Net \$410/CIF Price: Gross \$450-

Net \$ 440 Quality: SGS or similar inspection

Commissions: \$5 Buy side (open) Seller side \$5 (closed)

PET COKE

Minimum Quantity: 100,000MT – 500,000MT – Per Month

FOB Price: Gross \$ 90- Net \$ 80. /CIF Price: Gross \$ 110-

Net \$ 100 Quality: SGS or similar inspection

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Price:

\$34.00 USD Per Barrel Gross / \$32.00 USD Per Barrel NET.

Quantity: 500,000 Barrels (Min) / 2,000,000 Barrels (Max)

Loading Port: Rotterdam.

Commission:

\$2.00 USD Per BBL - \$1.00 USD Per BBL to buyer side, \$ 1 USD Per BBL to seller side

## **D6 VIRGIN FUEL OIL**

Price:

\$0.48 USD Per Gallon Gross / \$0.46 USD Per Gallon NET.

Quantity: 50,000,000 Gallons (Min) / 200,000,000 Gallons (Max)

Loading port: Rotterdam.

Commission:

\$2.00 USD Per BBL - \$1.00 USD Per BBL to buyer side, \$ 1 USD Per BBL to seller side

## **EN590 10PPM USLD**

Price:

\$220.00 USD Per Metric Ton Gross / \$210.00 USD Per Metric Ton Net.

Min. Quantity:

50,000 Metric Tons (Min) / 200,000 Metric Tons (Max)

Loading Port: Rotterdam.

Commission:

\$10.00 USD Per MT - \$5.00 USD Per MT to buyer side, \$ 5 USD Per MT to seller side

## **TTM WORKING PROCEDURES (TANK TO TANK OR VESSEL)**

**1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) in line with seller procedure with banking details and copy of buyer Passport date page.**

**2. Seller review buyer Irrevocable Corporate Purchase Order (ICPO), if accepted seller issue Draft Commercial Invoice (CI) for buyer's review and execution before the Commercial Invoice (CI) expiration.**

**3. Seller arrange for Table Talk Meeting (TTM) with buyer and seller representative in Singapore. Upon successful Table Talk Meeting (TTM) with buyer, buyer contact seller storage company and extend the tank storage where the products are store for minimum of seven (7) days to which will be used for dip test and injection product into buyer vessel.**

**4. Upon receipt of the Tank Storage Extension Receipt (TSER) seller issue buyer with the below POP**

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- a. Injection Report of Product
- b. Unconditional Dip Test Authorization (D.T.A.)
- c. Fresh SGS Report (Not older than 48 hours)
- d. Reception Report
- e. Certificate of Origin (Kazakhstan)
- f. Storage Reservoir Receipt with Scanned Barcode
- g. Authorization to Sell and Collect (A.T.S.C.)
- h. Product Allocation Certificate
- i. Endorsed NCNDA / IMFPA by seller, register & legalized by seller's bank and a copy shall be sent to intermediaries to secure commission payment.

5. Upon receipt of the above POP documents, buyer make available its SGS officials and conduct dip test on the product (optional), after successful dip test, seller issues Title of Ownership Transfer Certificate to buyer.

6. Injection commences into buyer tank storage or vessel while buyer makes payment of the total cost of product via MT103 (T/T Wire Transfer) and seller within 24 hours of receipt of buyer's payment pays allocated commission to all intermediaries.

7. Seller issues a contract for buyer's desired duration upon successful completion of the trial order.  
Subsequent monthly shipment continues as per terms and conditions of the sales and purchase agreement  
contract to be signed between buyer and seller

## FOB TRANSACTION PROCEDURE TANK TO VESSEL

1.Seller sends FCO and Buyer issues ICPO & CPA.

2.Seller sends following Draft CI (Commercial Invoice), Draft DPST (Delivery Processing Schedule Table)

3.Buyer and vessel operator endorse and approves CI & DPST respectively and return to seller. Seller signs CI and issued final copy.

4.Seller programs injection and issues to Buyer the following documents:

- A. Unconditional dip test authorization (DTA)
- B.Fresh SGS report (less than 72 hours old)
- C.Injection report
- D.Certificate of Origin

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**E.Authorization to sell and collect (ATSC)  
F.Tank Storage Receipt (TSR) G.NCND/IMFPA**

**5.Buyer verify 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 INOR (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 NCND/IMFPA for this transaction within 72 hours of receipt of payment from Buyer.**

**9.Buyer and Seller execute SPA for 12 months. The proceeding shipments shall continue in accordance with the same Procedures indicated above.**

## **OFFICIAL TRANSACTION PROCEDURES ON TTO**

**1.Buyer issues Purchase Order upon receipt and acceptance of seller's Soft Offer.**

**2.Seller issues Draft Sales and Purchase Agreement Contract with Commercial Invoice for buyers for Review and signing.**

**3.Buyer pays for allocation fee and upon confirmation Seller issues the Proof of Product documents in buyer company's name as listed below;**

- Certificate of Origin.
- Product quality passport (Analysis test Report) By KAZ standard Gost R.
- Commitment to Supply.
- Bill of Lading.
- Certificate of Quality
- Certificate of Quantity
- Time Sheet/Statement of Facts
- Master's Receipt for Samples
- Master's Receipt for Documents for Receiver and Own Use
- Ullage Report
- Ship's Tank Dry/Cleanliness Certificate
- Cargo Manifest
- Notice of Readiness
- Vessel Q88.

**4.Upon receipt of the POP documents, the buyer provides their shipping agent contact information for the Ship owner to open communication, issue a Notice of**

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**Readiness (NOR) and Power of Attorney to buyer's Shipping agent entrusting them to perform all needed shipping agency and freight forwarding services in the Discharge port.**

**5.The buyer pays 350,000 USDT for HSS (High Sea Sales) Charges to allow the seller to finalize all Rerouting charges with their shipping company before the tanker gets redirected to the new buyer's Discharge port.**

**6.Seller and Buyer signs the title transfer affidavit and the title ownership certificate are issued in the buyer's company name. (Seller will bear all Expenses).**

**7.Seller instructs vessel master to countersign the shipping agent Power of Attorney and proceed to send the complete set of maritime and shipping documents to enable the buyer shipping agent file for maritime Report and make all preparation to receive the vessel tanker at the destination port terminal. (Only Applicable to Chinese Customers).**

**8.Upon arrival of the vessel tanker at the destination port and completion of CIQ Inspection, buyer pays for full cargo value via MT103/TT Wire within 48Hours.**

**9.Seller pays the intermediaries involved within 72 hours after receipt of payment of the product from the buyer.**

## **FOB ROTTERDAM OPERATIONAL TTM PROCEDURE:**

### **1. Issuance of ICPO:**

**The Buyer shall issue an Irrevocable Corporate Purchase Order (ICPO) containing:**

- **The Seller's operating procedures,**
- **The Buyer's banking details,**
- **The company registration certificate,**
- **The Buyer's passport,**
- **The Buyer's Tax Identification Number (TIN).**

### **2. Commercial Invoice and Agreements:**

**Upon receipt of the ICPO, the Seller will issue a Commercial Invoice (CI) to the Buyer.**

- **The Buyer must sign and return the CI within 48 hours.**
- **Alongside the CI, the Buyer is required to submit an endorsed Non-Circumvention, Non-Disclosure Agreement (NCNDA) and Irrevocable Master Fee Protection Agreement (IMFPA) signed by all intermediaries.**

### **3. Tank Takeover Meeting (TTM) and Product Inspection:**

- **A Tank Takeover Meeting (TTM) will be held, during which the Buyer will physically inspect the product and conduct a dip test at their expense.**
- **The Buyer must cover the cost of the Terminal Access Code (TAC) required for inspection and terminal access.**

### **4. Fresh SGS Report and Initial Payment:**



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- The Buyer is responsible for conducting a dip test to obtain a fresh SGS (Société Générale de Surveillance) report to confirm product quality.
- Upon verification, the Buyer must remit 50% of the total product payment via telegraphic transfer.

**5. Tank Transfer or Receipt Submission:**

- The Buyer shall either:
- Extend the lease of the Seller's tank under the Buyer's company name, or
- Provide a Tank Storage Receipt (TSR) or Vessel Q88 for product injection.
- Once the TSR is provided, the Seller will begin product injection into the Buyer's tank.

**6. Completion of Payment Post-Injection:**

- After successful injection of the product into the Buyer's tank, the Buyer shall remit the remaining 50% of the product value via telegraphic transfer.

**7. Title and Proof of Product Transfer:**

- Upon receipt of full payment, the Seller will:
- Confirm the funds,
- Transfer the Product Title and complete Proof of Product (POP) documentation to the Buyer,
- Disburse intermediary commissions as outlined in the NCNDA/IMFPA.

**8. Negotiation for Future Shipments:**

- Within five banking days of the first transaction's completion, the Buyer and Seller will negotiate terms for subsequent monthly shipments. These shipments will follow the mutually agreed terms and conditions outlined in the contract.

## OFFICIAL TRANSACTION PROCEDURE ON CIF

1. Buyer issues ICPO alongside Buyer's Passport copy, company's registration certificate.
2. Seller acknowledges ICPO and issue Draft Contract SPA to Buyer, Buyer review SPA open for any amendment, sign and return to Seller for approval.
3. Seller registers and legalizes the signed Sales and Purchase Agreement contract and provides the registered legalized and notarized SPA including PPOP as listed below.

- a. Certificate of Origin.
- b. Commitment to Supply.
- c. Statement of Availability of the product.
- d. Product export license
- e. Product Allocation payment invoice at buyer's expense.

4. Upon buyer securing allocation, Seller issues and register the Full set of POP with the Ministry of Energy and Justice including the loading Port Authority, and charter of vessel for

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5. Seller send to Buyer the full set of POP documents, vessel documents including SGS report at Origin Country to Buyer via (Bank to Bank secured email) and loading commence according to shipment schedule for departure from origin port within the specified working days after Buyer final notification of POP verification and Confirmation.

- POP DOCUMENTS:
- Certificate of Incorporation
- Act of Transfer
- Commercial Invoice
- Fresh SGS Report at Loading Port
- Tank Receipt
- Vessel Q&Q and Quality Specification
- Bill of Lading
- Notice of Readiness (NOR)
- Estimated Time of Arrival (ETA)
- Authorization To Sell Certificate (ATSC)
- Cargo Declaration / Conforming Warrant
- Ullage Report
- Customs Declaration Certificate.
- Product Allocation Certificate
- Notarized NCNDA/IMFPA

6. within 3 banking days of the Vessel arrival at Buyer destination port, upon Buyer's Confirmation and satisfaction with product buyer makes payment via TT/MT103 to Seller against Shipping documents and Title transfer.

7. Product discharged into Buyer's storage facility/vessel, and Seller pays commission to all intermediaries within 24 hours after receiving payment from Buyer.

## FOB DIP & PAY

1. Buyer issues ICPO.
2. Seller issues CI, buyer signs and return.
3. Seller issues Countersigned CI alongside UDTA to the buyer for preparation and nominations with inspectorate.
4. Buyer pays for the (ISPS Code) to access the port facilities as a non-title holder,

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payment shall be  
made through seller tank farm / logistics company.

**5. Seller issues the below POP documents**

- a. Fresh SGS Report / Injection Report
- b. Certificate of Origin
- c. Valid Tank Storage Receipt (TSR)
- d. Product Passport
- e. Export License
- f. Terminal Clearance Certificate
- g. Authorization to Sell and Collect (ATSC)

**5. Port authority issues the ISPS code for the buyer's product access and visitation.**

**6. Buyer performs dip-test, provides its TSA/TSR and pays for the total cost of goods.**

**7. Upon successful Dip Test exercise, buyer within 24 hours pays for total value of product and seller immediately transfers the Title of Product Ownership to buyer and commission is paid to all intermediaries upon receipt of buyer's payment and injection into buyer's tank commences.**

**8. Seller issues a contract for buyer's desired duration upon successful completion of the trial order. Subsequent monthly shipment continues as per terms and conditions of the sales and purchase agreement contract to be signed between buyer and seller.**

**OPTION 2**

**1. Buyer issues ICPO along with company certificate of registration, valid means of identification and tank storage agreement (TSA).**

**2. Seller issues Product Commercial Invoice (CI).**

**3. Buyer signs and returns the Commercial Invoice (CI).**

**4. Seller issues to buyer the below listed PPOP documents:**

- a. Product Passport
- b. Certificate of Origin
- c. Authorization to Verify (e-verification)
- d. Statement of Product Availability

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5. Buyer issues to seller either of the following documents: (Tank Storage Receipt (TSR), Authorization to Verify (ATV) or Tank to Tank Injection Agreement (TTIA) issued by its tank farm company.
6. Upon receipt and confirmation of the above document(s), Seller issues to buyer the full POP documents
  - a. Unconditional Dip Test Authorization (UDTA)
  - b. Fresh SGS Report (24/48 hours old)
  - c. Injection Report
  - d. Certificate of Origin
  - e. Tank Storage Receipt (TSR)
  - f. NCNDA / IMFPA
  - g. Authorization to Sell and Collect (ATSC)
7. Buyer conducts dip test inspection on the product in seller tanks
8. Upon successful verification of the SGS, seller transfer product to buyer's tank. Buyer conduct dip test on the product in buyer's tank. Buyer pays for the total product.
9. Seller immediately transfers the title of product ownership to buyer with all export documents and commission is paid to all intermediaries within 48 hours upon receipt of buyer's payment and injection into buyer's tanks or vessels commences
10. Seller issues a contract for buyer's desired duration upon successful completion of the trial order. Subsequent monthly shipment continues as per terms and conditions of the sales and purchase agreement contract to be signed between buyer and seller.

## OPTION 3

1. Buyer issues ICPO along with Company Certificate of Registration, and valid Tank Storage Agreement (TSA)
2. Seller issues Product Commercial Invoice (CI) with available quantity, Buyer signs and returns the Commercial Invoice (CI), alongside an acceptance letter to perform in accordance with the sales procedure
3. Seller issues to buyer "Product Injection Programming Agreement (PIPA)",

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ОБЩЕСТВО С ОГРАНИЧЕННОЙ ОТВЕТСТВЕННОСТЬЮ "ОНК-ТРЕЙД"  
ИНН: 4027093313, ОГРН: 1094027001815, КПП: 770901001, ОКПО: 89702172

**Контакт:**

**Адрес:** 101000, Город Москва,  
Улица Покровка, Д. 14/2  
Корп. 1 Офис VI

**Контакты:**

**Тел.:** +7 (916) 689 21 08

**Скайп:**

**Э-почта:** onk-trade@mail.ru

which is to be  
completed by both buyer and its tank farm company within 72 hours alongside  
countersigned  
approved copies of CI.

4. Seller upon receipt of the completed Product Injection Programming Agreement (PIPA), issues  
below the listed POP documents;

- a. Fresh SGS Report (24/48 hours old)
- b. Authorization to Sell and Collect (ATSC)
- c. Unconditional Dip Test Authorization (UDTA)
- d. Terminal Clearance Certificate (TCC)
- e. Authority to Verify (Physical)
- f. Certificate of Origin
- g. Tank Storage Receipt (TSR)
- h. Export License
- i. Product Passport

5. Buyer upon receipt of the above POP documents, verify documents, inspect  
product, provide  
seller its valid Tank Storage Receipt (TSR) and injection commences into buyer's  
tanks while Dip  
Test follows.

6. Upon successful Dip Test exercise, buyer within 24 hours pays for total value of  
product and  
seller immediately transfers the Title of Product Ownership to buyer and  
commission is paid to all  
intermediaries upon receipt of buyer's payment and injection into buyer's tanks or  
vessels  
commences

7. Seller issues a contract for buyer's desired duration upon successful  
completion of the trial order.  
Subsequent monthly shipment continues as per terms and conditions of the sales  
and purchase  
agreement contract to be signed between buyer and seller.

## OPTION 4

1. Buyer issues ICPO and Company Registration Certificate or any I.D. with TSA for  
Seller's  
verification.

2. Seller Issue Draft Commercial Invoice, Buyer and Buyer's tank farm company  
completes and  
return to Seller within its validity.

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**3. Seller upon receipt of the above reverts with copies of the countersigned & legalized CI alongside full POP Documents as below listed:**

- \* Fresh SGS Report (not older than 48 hours)
- \* Dip Test Authorization-Unconditional
- \* Injection Report
- \* Tank Storage Receipt with GPS Coordinates
- \* Letter of Commitment to Supply.
- \* Registration Certificate & Copy of Export License
- \* Authority to Sell & Collect (ATSC)
- \* ATV – For Physical Verification
- \* Irrevocable Commitment to Supply for Spot and 12 months Contract
- \* NCNDA/IMFPA

**4. Buyer conduct Dip-Test in Seller's tank via SGS on Buyer's cost; Seller injects the fuel into**

**Buyer's tank and Buyer makes payment based on Q&Q by MT103 wire transfer/TT according to the final Commercial Invoice.**

**5. Seller transfers the title of ownership as per Buyer's instruction. Buyer lifts the product.**

**6. Seller pays all intermediaries involved in the transaction and subsequently monthly contract shipment continues as per terms and conditions of the Sales and Purchase Agreement contract between Buyer and Seller.**

## **GUIDELINES TO NOTE WHEN PREPARING DOCUMENTS ICPO**

- 1. Freshly dated (not older than 2 working days).**
- 2. The letterhead is genuine, check for any signs of cut and paste or scan and edit. In the letterhead, we need complete company name, address, phone number, fax number and email address**
- 3. The information's must be detailed and we need a specification.**
- 4. The ICPO /LOI must be addressed to us Karahan Petrol AS END SELLER**

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SAMOILOVA YANA SERGEEVNA

DIRECTOR

ONK-TRADE LLC

DIRECT MANDATE TO REFINERY

