

# LLC "BALPRODSERVIS"

Address: G.Sevastopol Street. Parshina D.6.  
OGRN : 1169204051961 TIN: 9204559555 KPP: 920301001  
Email: balprodservis@gmail.com ,Tel:+79917375942



БАЛПРОДСЕРВИС

Ref: LLCBS/2281-24/RU

Issued Date: 4th January , 2025.

Validity: Until Further Instruction.

## OFFICIAL SOFT CORPORATE OFFER

We LLC "BALPRODSERVIS" as Official Agent to Refineries of Petrol/ Petrochemical with legal responsibility under penalty of perjury hereby confirm the Availability and capability to Supply the under-list products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specification and pass through the stringent requirement of SGS or its Equivalent. A financial Statement from the Buyer's bank clarifying the buyer's financial capability will be required to consider the buyer's negotiations. Only direct negotiations from the end buyer's representative and mandates will be considered.

### PRODUCTS ORIGIN: KAZAKHSTAN & RUSSIAN

#### PRODUCTS AND PRICE

##### **COMMODITY: 10PPM EN590 DIESEL**

MINIMUM ORDER QUANTITY 20,000 METRIC TONS

MAXIMUM ORDER QUANTITY 500,000 METRIC TONS

PRICE USD\$480 GROSS / USD\$470 NET

ORIGIN KAZAKHSTAN

##### **COMMODITY: JET FUEL A1**

MINIMUM ORDER QUANTITY 500,000 BBL

MAXIMUM ORDER QUANTITY 5,000,000 BBL

PRICE USD\$80 GROSS / USD\$78 NET

ORIGIN KAZAKHSTAN

##### **COMMODITY: DIESEL GAS D2 OIL**

MINIMUM ORDER QUANTITY 10,000 Metric Tons per Month

MAXIMUM ORDER QUANTITY 500,000 Metric Tons per Month

PRICE USD\$440 GROSS / USD\$430 NET

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## COMMODITY: LIGHT CRUDE OIL

MINIMUM ORDER QUANTITY 500,000 Barrels per Month  
MAXIMUM ORDER QUANTITY 5,000,000 Barrels per Month  
PRICE USD\$82 GROSS / USD\$80 NET  
ORIGIN KAZAKHSTAN

## COMMODITY: UREA FERTILIZER

MINIMUM ORDER QUANTITY 10,000 Metric Tons per Month  
MAXIMUM ORDER QUANTITY 500,000 Metric Tons per Month  
PRICE USD\$330 GROSS / USD\$320 NET  
ORIGIN KAZAKHSTAN

## COMMODITY: VIRGIN FUEL OIL D6

MINIMUM ORDER QUANTITY 100,000,000 Gallons per Month  
MAXIMUM ORDER QUANTITY 800,000,000 Gallons per Month  
PRICE USD\$0.80 GROSS / USD\$0.78 NET  
ORIGIN KAZAKHSTAN

## COMMODITY: PETROLEUM COKE

MINIMUM ORDER QUANTITY 10,000 Metric tons per Month  
MAXIMUM ORDER QUANTITY 500,000 Metric tons per Month  
PRICE USD\$200 GROSS / USD\$190 NET  
ORIGIN KAZAKHSTAN

## COMMODITY: LIQUIDIFIED PETROLEUM GAS (LPG)

MINIMUM ORDER QUANTITY: 10,000 Metric tons per Month  
MAXIMUM ORDER QUANTITY: 1,000,000 Metric Tons per Month  
PRICE USD\$480 GROSS / USD\$470 NET  
ORIGIN KAZAKHSTAN

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## **COMMODITY: LIQUEFIED NATURAL GAS (LNG)**

MINIMUM ORDER QUANTITY 100,000Metric Tons Per Month

MAXIMUM ORDER QUANTITY 400,000Metric Tons Per Month

PRICE USD\$490 GROSS / USD\$480 NET

ORIGIN KAZAKHSTAN

## **COMMODITY: FUEL OIL CST-180**

MINIMUM ORDER QUANTITY 10,000 Metric Tons per Month

MAXIMUM ORDER QUANTITY 500,000 Metric Tons per Month

PRICE USD\$320 GROSS / USD\$310 NET

ORIGIN KAZAKHSTAN

## **COMMODITY: D-AMMONIUM PHOSPHATE FERTILIZER (DAP)**

MINIMUM ORDER QUANTITY 10,000 Metric Tons per Month

MAXIMUM ORDER QUANTITY 50,000 Metric Tons Month

PRICE USD\$350 GROSS / USD\$340 NET

ORIGIN KAZAKHSTAN

## **COMMODITY: LIGHT CYCLE OIL**

MINIMUM ORDER QUANTITY 10,000 Metric Tons per Month

MAXIMUM ORDER QUANTITY 300,000 Metric Tons per Month

PRICE USD\$360 GROSS / USD\$350 NET

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## **FOB TANK TO TANK TRANSACTION PROCEDURES**

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 signs and returns to Seller with his Tank Storage Agreement.
3. Seller pays the Buyer's tank for 2 days for the Injection Process; Buyer pays 3 days and only after his Tank Farm Company has received the payment from Seller and the Buyer Company. Seller issue NCNDA/IMFPA to the intermediary to sign.
4. Seller provides Buyer with Full POP Documents:
  - A. Fresh SGS Report less than 48 hours
  - B. Product certificate of origin.
  - C. Dip Test Authorization-Unconditional
  - D. Injection Report
  - E. Tank Storage Receipt with GPS Coordinates
  - F. Tank Farm Bar-code Information
  - G. Letter of Commitment to Supply.
  - H. Registration Certificate & Export License Copy
  - I. Authority to Sell & Collect (ATSC
  - J. Endorsed Injection Schedule by the buyer & buyer Tank Farm
  - L. Irrevocable Commitment to Supply for Spot and 12 months Contract.
  - M. Injection Schedule signed by Buyer & Buyer's tank farm.
5. Buyer conducts Dip-Test in Seller's tank, via SGS on Buyer's expense, Seller injects the fuel to Buyer's tank and Buyer makes payment based on Q&Q by MT103 wire transfer / TT According to the final Commercial Invoice
6. Seller transfers the title of ownership as per Buyer's instruction. Buyer lifts the product.
7. 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.

## **FOB TANK TO VESSEL DIP/PAY TRANSACTION PROCEDURES**

1. The buyer issues an ICPO in compliance with the seller's procedure, along with the buyer's bank details, Company information, and a passport copy.
2. The seller confirms the buyer's ICPO and issues a Commercial Invoice (CI) with the product quantity in the Storage tank facility to the buyer for review and endorsement.
3. The buyer reviews and signs the Commercial Invoice (CI), then returns it to the seller along with the buyer's Charter Party Agreement (CPA) from a reliable logistics company for the seller's confirmation and approval.
4. Seller confirms the buyer's charter party agreement or tank storage agreement [CPA/TSA], and issues an appointment letter for the SGS report inspection to be signed endorsed by the buyer and his logistics company.

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5. Upon receipt of the signed appointment letter for the SGS report inspection, the seller releases the following proof of product (POP)
  - A. Fresh SGS report (not older than 24 hours)
  - B. Tank injection report.
  - C. Tank storage receipt (TSR) with GPS coordinates.
  - D. Unconditional dip test authorization (DTA)
  - E. Statement of product availability.
  - F. Authority to verify and inspect (physical inspection).
  - G. Authority to Sell and Collect (ATSC).
6. Buyer conducts a dip test in the seller's tank storage facility. Upon successful dip test. Seller
7. Commence product injection into the buyer's vessel upon presentation of Q88.
8. After product injection, the buyer pays the total product cost by TT wire transfer.
9. Transfer to the seller's nominated bank account.
10. The seller transfers the title ownership documents to the buyer.
11. The seller pays commissions in accordance with the NCNDA/IMFPA agreement.

## **CIF TRANSACTION PROCEDURES SBLS - ASWAP**

1. Buyer issues Purchase Order (ICPO) order.
2. Seller issues Draft Sales and Purchase Agreement Contract for Buyer (open for any amendments) Buyer signs, seals & returns the draft. Buyer's bank issues Pre advice MT799 via bank swift communication for SBLC According to the seller's verbiage, While the seller's bank confirms the Pre- advice receipt.
3. Seller releases to Buyer the below listed Partial Proof of Products:-
  - A. Commitment letter to supply
  - B. Statement of product availability
  - C. Certificate of origin
  - D. Product passport
  - E. Chambers of commerce membership certificate
4. Buyer's bank issues SBLC MT760 or to cover the first Shipment to Seller's Bank according as per the Seller's verbiage in seven (7) Bank working days, upon the Buyer SBLC MT760 Seller will issue 2% Performance Bond (PB) to Buyer's Bank within 3 working days. If the buyer fails to issue the SBLC MT760 within 7 bank working days, then buyer must deposit 5% of the total cost of product to enable the seller commence with the first month trial shipment.
5. Upon confirmation of the payment instrument or 5% deposit, Seller shall proceed

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6. Seller's Bank issues the following Full (POP) Documents to the Buyer's Bank alongside with 2% Performance Bond (PB2%)
  - A. Legalized Charter Party Agreement (CPA) with the Loading Port Authority.
  - B. Injection Report
  - C. Product Allocation Certificate.
  - D. Allocation Title Transfer Certificate.
  - E. Export License
  - F. Tank Receipt.
  - G. Dip Test Authorization \* Copy of the Port Storage Agreement
  - H. Copy of Vessel Questionnaire 88
  - I. Copy of Bill of lading
  - J. SGS Report at Loading Port
  - K. NOR / ETA Certificate of Ownership Transfer Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy.
7. Upon receipt of full POP, Buyer provides Seller with logistic (TSR or Vessel Q88) facility coordinates and necessary requirements to enable Buyer's SGS/CIQ conduct Dip Test upon Vessel arrival at discharge port.
8. Seller issues to Buyer Full DTA for immediate proceeding of inspection by Buyer's SGS/CIQ Agent injection commence to the Buyer's logistics.
9. Seller's Bank issuing Full Proof of Product (Full POP/Current dated SGS Report) Buyer's Bank pays the 100% of total value of the product in Buyer's Logistics by wire transfer MT103 in accordance with the Seller's invoice and SGS/CIQ inspection report.
10. Seller pays commission to all intermediaries involved as per signed NCNDA / IMFPA



Balyasny Vadim Aleksandrovich  
(General Director)