



# OPTIMUM OIL AND GAS

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Date: 05-02-2025  
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Ref No: OOG/7670/KZ  
TO: Mandate / End Buyer

## SOFT CORPORATE OFFER

We **OPTIMUM OIL AND GAS** acting as authorized mandate to major refineries in Kazakhstan, with full corporate and legal authority and responsibility and under penalty of perjury, confirm the availability of below listed petroleum products and many others products for immediate sales to capable buyers under the specified terms and conditions below. All supply is guaranteed to meet the standard specifications

### **KAZAKHSTAN DIESEL GAS D2**

QUANTITY: 50,000 - 500,000 Metric Tons/Monthly  
PRICE: \$280 Gross - \$270 Net /Per MT CIF  
PRICE: \$270 Gross - \$260 Net /Per MT FOB  
COMMISSIONS: US\$5 Buyer side, US\$5 Seller side/Per MT

### **AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL**

QUANTITY: 500,000 - 3,000,000 Barrels/Monthly  
PRICE: \$48 Gross - \$46 Net /Per BBL CIF  
PRICE: 46 Gross - \$44 Net /Per BBL FOB  
COMMISSIONS: US\$1 Buyer side, US\$1 Seller side/Per bbl

### **KAZAKHSTAN JET FUEL A1**

QUANTITY: 500,000 - 3,000,000 Barrels/Monthly  
PRICE: \$50 Gross - \$48 Net /Per BBL CIF  
PRICE: \$48 Gross - \$46 Net /Per BBL FOB  
COMMISSIONS: US\$2 Buyer side, US\$2 Seller side/Per bbl

### **KAZAKHSTAN VIRGIN FUEL D6**

QUANTITY: 10,000,000 – 900,000,000 Gallons/Monthly  
PRICE: \$0.76 Gross - \$0.72 Net/Per Gal CIF  
PRICE \$0.74 Gross - \$0.70 Net/Per Gal FOB  
COMMISSION: US\$0.02 Buyer side, US\$0.02 Seller side/Per Gal

### **MAZUT M100**

QUANTITY: 50,000 - 500,000 Metric Tons/Monthly  
PRICE: \$320 Gross - \$310 Net /Per MT CIF  
PRICE: \$310 Gross - \$300 Net /Per MT FOB  
COMMISSIONS: US\$5 Buyer side, US\$5 Seller side/Per MT

### **KAZAKHSTAN DIESEL EN590**

QUANTITY: 50,000 - 500,000 Metric Tons/Monthly



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PRICE: \$340 Gross - \$330 Net /Per MT CIF  
PRICE: \$320 Gross - \$310 Net /Per MT FOB  
COMMISSIONS: US\$5 Buyer side, US\$5 Seller side/Per MT

### **KAZAKHSTAN EXPORT BLEND CRUDE [R.E.B.C.O]**

QUANTITY: 500,000 - 3,000,000 Barrels/Monthly  
PRICE: \$56 Gross - \$52 Net /Per BBL CIF  
PRICE: \$52 Gross - \$48 Net /Per BBL FOB  
COMMISSIONS: US\$2 Buyer side, US\$2 Seller side/Per bbl

### **LNG- LIQUEFIED NATURAL**

QUANTITY: 50,000 - 500,000 Metric Tons/Monthly  
PRICE: \$320 Gross - \$310 NET /Per MT CIF  
PRICE: \$300 Gross - \$290 NET /Per MT FOB  
COMMISSIONS: US\$5 Buyer side, US\$5 Seller side/Per MT

### **LPG-LIQUEFIED PETROLEUM**

QUANTITY: 50,000 - 500,000 Metric Tons/Monthly  
PRICE: \$320 Gross - \$310 NET /Per MT CIF  
PRICE: \$300 Gross - \$290 NET /Per MT FOB  
COMMISSIONS: US\$5 Buyer side, US\$5 Seller side/Per MT

### **CIF TRANSACTION PROCEDURE**

1. Buyer issues ICPO along the following documents Buyer Company certificate of registration or Company's Profile.
2. Seller issues to buyer the Sales and Purchase Agreement Contract with Commercial Invoice, Buyer sign with initials and return to Seller, alongside Proof of Fund (POF).
3. Seller send to Buyer the below Partial POP documents via Fax/Email;
  - A. Authority/Authorization to Sell (ATS)
  - B. Statement of product availability
  - C. Letter of Commitment to supply
  - D. Product Quality Passport (Dip Test result of product)
  - E. Certificate of Origin
4. Within seven (7) banking days upon receipt and confirmation of the PPOP Documents, Buyer issues Pre-Advice via MT799 to seller's nominated fiduciary bank to announce readiness to issue the financial instrument SBLC/MT-760.
5. Within seven (7) banking days upon response from seller's fiduciary bank with readiness to receive the instrument via SWIFT, Buyer issues a Standby Letter of Credit (SBLC MT760) of First Trial shipment value, valid for 366 days as per Seller's approved verbiage.

OR

In alternative buyer pays refundable \$457,850.00 USD via MT103 TT Wiring as a guarantee performance within 72hours if buyer's bank fails to issue Standby Letter of Credit (SBLC MT760)



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within the stipulated seven (7) banking days which will be deducted from the first shipment value.

6. NCNDA/IMFPA will be sign by all parties to secure payment commissions.
7. Seller and buyer sign Chartered Party Agreement (CPA) with the assign Shipping Company and conclude booking of vessel, shipping schedule preparation with port authority.
8. After confirmation of the buyer's financial commitment or SBLC MT760, Seller will issue to Buyer's bank within five (5) working days the full shipment documents proof of Product (POP) Plus 2% Performance Bond via swift bank-to-bank;
  - A. Copy of Approval to Export,
  - B. Copy of License/Permit to Export
  - C. Copy of Statement of Availability of Product.
  - D. Copy of the Refinery Commitment to Produce the Product.
  - E. Copy of Vessel Questionnaire 88.
  - F. Refinery Certificate of Product Ownership.
  - G. Copy of Fresh SGS.
  - H. Copy of Bill of Lading.
  - I. Copy of the Port Storage Agreement.
  - J. Copy of the Charter Party Agreement(S) To Transport the Product to Discharge Port.
9. Buyer/Buyer's Bank officer verifies the swift of full POP and the 2% Performance Bond.
10. Delivery commence as per schedule.
11. Upon arrival at the discharge port, the cargo will be subject to CIQ/SGS inspection at the buyer's expense. Upon completion of CIQ/SGS inspection buyer makes 100% payment via MT103- T/T wire transfer within 5 Working Days from issuance of CIQ/SG certificate at discharge port.
12. Upon receipt of buyer's T/T wire payment, seller pays all intermediaries within 24 hours.

### **FOB PROCEDURE**

1. The buyer sends a company profile along with buyer passport and issued ICPO with TSA, seller verify and approved TSA.
2. Seller issue CI of the products in seller tank at the port, buyer sign and return CI with an acceptance letter and TSR of One day or more to known that buyer already have tank to lift the product.
3. Upon received and confirmation of buyer TSR with acceptance letter of proceeding without delay in the transaction, Seller sends the copy of SGS report (not older than 48 hours) strictly to the buyer company only without any third party only to verified the SGS.
4. Upon confirmation of a successful verification of the SGS report by the buyer, buyer proceed to rent his tank for the period of days that will be enough for injection of the product into buyer tank.
5. Seller issue the following POP document to the buyer for buyer conducts dip test on the products at his own expenses. –  
Authorization to verify physically the products in the seller tank  
TSR  
UDTA  
Product Passport  
Injection Reports



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Fresh SGS Report

Certificate of origin

Export license

Allocation Certificate

A TSC

6. Seller inject the fuel into buyer leased storage tank Following the completion of the dip test, then buyer make 100% payment by MT103 TT wire transfer for the total products.

7. After payment seller returns the title deeds to buyer and seller pays all the intermediaries Commission on the seller side with the buyer side.

### FOB PROCEDURES

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
  - a. fresh 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 provide vessel details or Tank details, Seller shall immediately submit the (SGS) inspection Report along with the full Proof of Product (POP) to the Buyer.
6. Buyer makes 100% payment by MT103 TT wire transfer for the total product and Seller pays Commission to all intermediaries.



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