

Date of Issue: 1<sup>ST</sup> JANUARY 2026

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TO BUYER/BUYER'S REPRESENTATIVES

**CIF/FOB ROTTERDAM, /HOUSTON/RUSSIAN PORT.**

JSC. "ARCTIC GAS COMPANY" is a legal and official representative to a reputable/reliable refinery willing and ready to supply to you the below listed petroleum products in Russian and Rotterdam/Houston ports.

**AVAILABLE PRODUCTS**

**MAZUT M100**

Quantity: Minimum: 50,000 MT Trial Shipment /

Maximum: 200,000 MT Monthly.

CIF Price: \$470 GROSS / \$460 NET

FOB Price: \$460 GROSS / \$450 NET

Commission: \$5 Buyer side/ \$5 Seller side

**AVAIATION KEROSENE COLONIAL GRADE 54 JET FUEL**

Quantity: Minimum: 1,000,000 BBLS Trial Shipment /

Maximum: 5,000,000 BBLS Monthly

CIF Price: \$75 GROSS / \$71 NET

FOB Price: \$74 GROSS / \$70 NET

Commission: \$2 Buyer side\ \$2 Seller side

**LIQUEFIED NATURAL GAS**

Quantity: Minimum 50,000 MT Trial Shipment /

Maximum: 200,000 MT Monthly

CIF: \$370 Gross / \$360 Net

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

Commission: \$5 Buyer side / \$5 Seller side

### **DIESEL D2 GAS OIL**

Quantity: Minimum 50,000MT Trial Shipment/

Maximum 500,000 Metric Tons Monthly

CIF; Price: Gross \$520 USD per Metric Ton Net 510 Per Metric Ton

FOB Price: Gross \$510 / \$500 NET

Commission \$5 buyer side\ \$5 seller side

### **JET FUEL JET A1**

Quantity: Minimum: 1,000,000 BBLS Trial Shipment/

Maximum 3,000,000 BBLS Monthly

CIF Price: \$75 Gross/ \$71 Net

FOB Price: \$74 Gross/\$70

Commission: \$2 Buyer side and \$2 Seller side.

### **VIRGIN D6 FUEL OIL**

Quantity: Minimum: 10,000,000 Gallon Trial Shipment /

Maximum: 200,000,000 Gallon Monthly.

CIF: Gross \$0.90 / \$0.70 per Gallon

FOB: Gross \$0.70/\$0.50 Net

Commission: \$0.10 Buyer side\ \$0.10 Seller side

### **CRUDE OIL REBCO 51**

Quantity: Minimum 500,000 Bbl Trial Shipment /

Maximum: 3.000,000 Bbl Monthly

CIF: \$74.00 USD Gross/\$70.00 USD Net Per Bbl

FOB: \$72.00 Gross/\$68 Net

COMMISSION: \$2 Buyer side and \$2 Seller Side

### **BITUMEN 60/70**

Quantity: Minimum 50,000 MT Trial Shipment/

Maximum 100,000 MT MONTHLY

CIF: \$295 Gross/ \$285 Net Per MT

FOB: \$280 Gross/\$275 Net

COMMISSION: \$5 Buyer side and \$5 Seller Side

### **UREA 46% GRANULAR**

Quantity: Minimum 50,000 MT Trial Shipment/

Maximum 100,000 MT MONTHLY

CIF Price: \$190 Gross / \$180 Net

FOB Price:\$180 Gross/\$170 Net

Commission is \$5 Buyer side\ \$5 Seller side.

### **EN590 GOST 52368-2005**

Quantity: Minimum 50,000 MT Trial Shipment /

Maximum 500,000 MT Monthly

CIF: \$550 Gross / \$540 Net Per MT

FOB: \$540 GROSS/\$530 NET

Commission: \$5 Buyer side / \$5 Seller Side

### **LPG LIQUEFIED PETROLEUM GAS**

Quantity: buyer's request not lesser than 50.000mt

CIF Prices: Gross \$ 350 / Net \$340 Per MT

FOB Price: Gross \$340/\$330 Net

Commission: \$5 seller side \$5 buyer side.

### **LIGHT CYCLE OIL (LCO)**

QUANTITY: Minimum 50.000 MT Trial Shipment/

Maximum 500,000 MT MONTHLY

CIF PRICES: GROSS \$280 / NET \$270 PER MT

FOB PRICES: GROSS \$270/\$260 NET

COMMISSION: \$5 Buyer side/\$5 Seller side

**EASTERN SIBERIA-PACIFIC OCEAN. (ESPO)**

QUANTITY: Minimum 1.000.000 BBbls Trial Shipment/

Maximum 5.000,000 BBbls MONTHLY

CIF PRICES: GROSS \$75 / NET \$71 PER Bbls

FOB PRICES: GROSS \$74/\$70 NET

COMMISSION: \$2 Buyer side/\$2 Seller side

**PETROLEUM COKE**

QUANTITY: Minimum 50.000 MT Trial Shipment/

Maximum 500,000 MT MONTHLY

CIF PRICES: GROSS \$200 / NET \$190 PER MT

FOB PRICES: GROSS \$190/\$180 NET

COMMISSION: \$5 Buyer side/\$5 Seller side

**SUPPLIER TRANSACTION DELIVERY PROCEDURES AND TERMS ON THE BASIS OF {TTO}**

1- Seller Issue Soft Corporate Offer (SCO) indicating Transaction Procedures and Terms to Respective Buyer for review and confirm Soft Corporate Offer (SCO).

2- Buyer issue/addressed Irrevocable Corporate Purchase Order {ICPO} along with Company Profile and Personal Identity such as Passport Data Page to REFINERY COMPANY., upon approve by Refinery- Supplier.

3- Seller Issue Memorandum of Understanding (MOU) to Buyer, Buyer countersign-seals and return to Supplier Company for approval-acceptance. After buyer and seller sign the MOU, the Seller sends the following documents to the buyer via email for verification.

1. PRODUCT PASSPORT (QUANTITY & QUALITY DIP TEST ANALYSIS REPORT)

2. CERTIFICATE OF ORIGIN

3. BILL OF LADING

4. TANKER VESSEL Q88 DOCUMENT E.T.A. (ESTIMATED TIME OF ARRIVAL) OF VESSEL

5. VESSEL (N.O.R) NOTICE OF READINESS

6. ULLAGE REPORT

7. FREIGHT/CARGO MANIFEST

8. INVOICE (ALLOCATION SECURITY & GUARANTEE PAYMENT)

4. Buyer confirms the documents and makes payment for Allocation Security & Guarantee Payment to the Seller nominated bank by T/T Wire Transfer within 2 Banking days which shall be deducted from the total payment value of the takeover Product.

5. Upon Seller receipt of the title takeover payment, Seller transfer the title to the Buyer company's name and also re-issue all other outstanding Documents to the Buyer company's name and also re-route the Vessel to Buyer's Destination Port.

6. The Seller shall also hand over to the Buyer through the Vessel Captain, the Authorization to Board the Vessel (ATB) along with the Authorization for Dip-Test (DTA) upon the arrival of the Vessel at the Discharge Port. Seller shall also provide the Buyer the re-issued Shipping Documents in the Buyer's company name with the tracking information immediately.

7. The Shipping Documents to the Title will be re-issued by the Charter party to the name of the Buyer including: Bill of Lading. The Certificate of Origin of the Product will also be re-issued to the Buyer as the Cargo Consignee.

8. The inspection at the Loading Port still remains the Kazakhstan Standard GOST K Quality and Quantity Analysis Report with the Dip-Test Authorization while the inspection at the Discharge Port will be performed by Society General De Surveillance (SGS) or CCIC/CIQ at the expense of the Buyer.



9. Upon arrival of Vessel at the Discharge Port/Unloading Port (to be communicated to the Vessel Captain) and the Buyer carries out the CIQ/SGS inspection and upon a successful inspection, the Buyer makes payment for product by MT103 and the Vessel Captain hand-over all the Original Documents to the Buyer.

The payment terms remains MT103 TT Wire Transfer and the Allocation Security & Guarantee payment shall be deducted from the product total value

#### **SELLER / REFINERY CIF PROCEDURES**

1. Buyer issue ICPO.
2. Seller issued SPA for buyer review and countersign
3. Seller issues bellow PPOP documents to buyer.
  - A. Commitment to supply
  - B. Availability of product
  - C. Analysis Report issued by GOST K
  - D. Certificate of Origin
4. Seller sends buyer the shipping company details and the shipping company issue CPA for both seller and buyer to sign/seal and finalize the charges (50%/50% PAYMENT), and buyer will receive the Q88/bill of lading/vessel tanker details
5. Upon Vessel arrival at buyer Port of Destination, Seller issue ATB/DTA for buyer/buyer's inspection team to conduct CIQ or its equivalents.
6. Buyer pays for product amount via MT103 and Seller Transfer ownership Title / Full POP to buyer's name.
7. Buyer discharges the product and Seller pays commissions within 48 hours.

#### **SELLER / REFINERY FOB PROCEDURES**

1. ICPO alongside with certificate of Registration and Scanned Passport Copy
2. Seller issue Commercial Invoice (CI)) Buyer signs CI and returns back to Seller along with TSA for Seller verification and Approval of its validity.
3. Upon Sellers approval of the Buyer's TSA, Buyer makes request of the Payment Invoice From their Tank Farm for both Seller and Buyer's Payment.

4. Buyer pays Three (3) day of Buyers Tank fees and Seller pays for Two (2) days (depending

On the product volume), upon Seller's swift wire MT 103 is confirmed by the Buyer Tank Farm. Buyers provides "Five (5)" days TSR, and ATI as issued by their Tank Farm.

5. Sellers verify ATI and sends "Injection Schedule" and injection commences immediately to

Buyers leased Tank and after completion of injection, Seller immediately provides full POP as

Below:

A. Notarized Commercial Invoice (CI);

B. Injection Report on Buyers shore tank Rotterdam (IR)

C. Unconditional Dip Test Authorization Letter (DTA)

D. Authority to Sell and Collect the fund (ATSC)

E. Statement of Product Availability

F. Certificate of Origin Russia

G. Registration and Export License;

H. Fresh SGS

I. Authorization to Verify (ATV)

6. Buyer verifies Full POP as above and conduct dip test (if necessary) and upon successful

Dip test, Buyer pays via MT-103/TT.

7. Seller transfer Title on Buyer's name and pays commission within 48 hours to all Intermediaries as

Mentioned in the IMFPA.

### **FOB PROCEDURES TANK EXTENSION**

1. Buyer accepts seller working procedure and issue ICPO

2. Seller's issues commercial invoice (CI), Buyer signs and returns back commercial invoice.

3. Seller issue TSR with GPS coordinate to Buyer Company,

4. Buyer contacts the Seller's storage facility for tank extension to enable Buyer approval to gain access to the facility and execute the Quality & Quantity Inspection in Seller Tank Farm for FRESH Analytical Report/Result by SGS.
5. After successful DIP test, (NCNDA/IMFPA) will be signed by all parties.
6. Seller injects product into Buyer's vessel or injects into Buyer's tanks Buyer or buyer take over the storage tanks, within maximum 48 hours Buyer pays via MT 103/TT for the spot transaction and seller issues all export documents to buyer.
7. Upon conclusion of first lift transaction seller pays all intermediaries involved in the Transaction and proceeds with the signing of contract with Buyer.

#### **PROCEDURE FOR UREA/PETCOKE**

1. Seller issues SCO
2. Buyer sends ICPO with full banking details and Company registration.
3. Seller issues CI along with Draft contract open for amendment if any, Buyer sign and return.
4. Seller Legalizes the Draft contract, and send the final approved contract to Buyer via Secured  
Email or courier service along with PPOP which include:
  - A. Company Registration's Copy
  - D. Certificate of Origin
  - C. Statement of Product Availability of Product.
  - D. Product Passport
  - E. Q&Q done by indigenous lab.
  - F. Commitment to supply
5. After confirmation of PPOP by buyer. Both Parties Lodge the Final Contract to their Respective Bank



and buyer make 10% payment for the total product value.

6. Shipment commences as per schedule.

7. The delivery commences as per the Schedule program in the contract.

Inspection by SGS for Quantity

and Quality

8. Buyer releases payment by MT103/TT to Seller upon confirmation of the SGS  
at destination port.

9. And within 72 hours seller released commission to intermediaries involve  
SIGNATURE/STAMP



**Pavel Andreevich Porkhun**  
**General Director**  
**JSC ARCTIC GAS COMPANY**

