



**Almaty, Bostandyk district, Khozhanova street, house 28**

**Email: [contact@llpcrudeoil.com](mailto:contact@llpcrudeoil.com) | Tel: +77756697245 |**

**Bin: 070240013813 | Vat: 60001-1213059**

REF NO: CRO/6894432026KZ

DATE OF ISSUE: 1/4/2026

contact@llpcrudeoil.com

### **SOFT CORPORATE OFFER**

We **LLP CRUDE OIL** 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 LIST**

#### **ULTRA-LOWSULPHUR DIESEL EN590 10PPM**

Minimum Quantity: 20,000 Metric tons Per Month.

Maximum Quantity: 500,000 Metric tons Per Monthly.

CIF price: Gross \$420.00 MT/\$410.00MT Net

FOB Price: Gross \$410.00 MT/ \$400.00 MT Net

Commission: \$5/\$5

#### **JET FUEL A1/JP54**

Minimum Quantity: 500,000 Barrels per Month.

Maximum Quantity: 5,000,000 Barrels per Monthly.

CIF Price: Gross \$76.00bbl / \$74.00 bbl. Net

FOB Price: Gross \$74.00 bbl. / \$72.00 bbl. Net

Commission: 1\$/\\$1

#### **VIRGIN FUEL OIL D6**

Minimum Quantity: 400,000,000 Gallons per Month.

Maximum quantity: 800,000,000 Gallons per Monthly.

CIF Price: Gross \$0.80 gal/ \$0.76 gal Net

FOB Price: Gross \$ 0.76 gal/ \$0.72 gal Net

Commission: \$2/\$2

#### **LIQUEFIED PETROLEUM GAS (LPG)**

Minimum Quantity: 10,000 Metric Tons per Month.

Maximum Quantity: 1,000,000 Metric tons per Monthly.



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CIF Price: Gross \$350.00 MT/ \$340.00 MT Net

FOB Price: Gross \$ 340.00 MT / \$ 330.00 MT Net

Commission: 5\$/5

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

Minimum Quantity: 100,000 Metric tons Per Month.

Maximum Quantity: 400,000 Metric Tons Per Monthly

CIF Price: Gross \$ 400.00 MT / \$ 390.00 MT Net

FOB Price: Gross \$ 390.00 MT / \$ 380.00 MT Net

Commission: \$5/\$5

#### **SULFUR GRANULAR**

Minimum Quantity: 50,000 Metric tons per month.

Maximum Quantity: 400,000 Metric tons per monthly.

CIF Price: Gross \$250 MT/ \$240 MT Net

Commission: \$5/\$5

#### **DIESEL GAS D2 OIL**

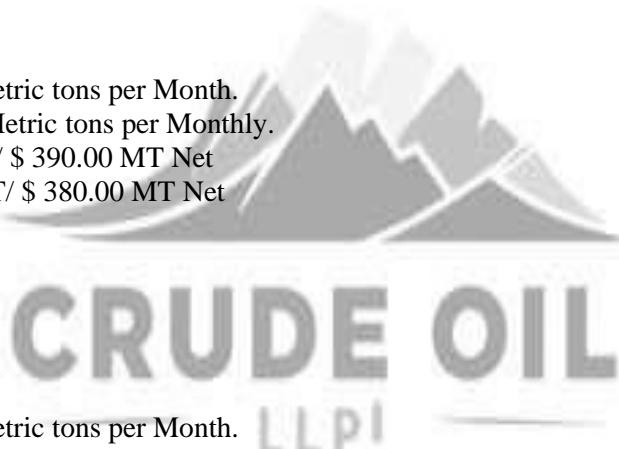
Minimum Quantity: 10,000 Metric tons per Month.

Maximum quantity: 500,000 Metric tons per Monthly.

CIF Price: Gross \$ 400.00 MT/ \$ 390.00 MT Net

FOB Price: Gross \$ 390.00 MT/ \$ 380.00 MT Net

Commission: \$5/\$5



#### **MAZUT M100**

Minimum Quantity: 10,000 Metric tons per Month.

Maximum quantity: 400,000 Metric tons per Monthly.

CIF Price: Gross \$370.00 MT/ \$ 360.00 MT Net.

FOB Price: Gross \$360.00 MT / \$350.00 MT Net.

Commission: \$5/\$5

#### **AUTOMOTIVE GAS OIL (AGO)**

Minimum Quantity: 50,000 Metric tons per month.

Maximum Quantity: 500,000 Metric tons per monthly.

CIF Price: Gross \$ 310.00 MT/ \$300.00 MT Net.

FOB Price: Gross \$ 300.00 MT/ \$290.00 MT Net.

Commission: \$5/\$5

#### **PETROLEUM COKE**

Minimum Quantity: 50,000 Metric tons per Month.



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Maximum Quantity: 400,000 Metric tons per Monthly.

CIF Price: Gross \$ 250.00 MT/ \$ 240.00 MT Net.

Commission: \$5/\$5

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Minimum Quantity: 20,000 Metric tons per Month.

Maximum Quantity: 300,000 Metric tons per Monthly.

CIF Price: Gross \$ 310.00 MT/ \$ 300.00 MT Net.

Commission: \$5/\$5

DIAMMONIUM PHOSPHATE (DAP)

Minimum Quantity: 20,000 Metric tons per Month.

Maximum Quantity: 300,000 Metric tons per Monthly.

CIF Price: Gross \$ 450.00 MT/ \$ 440.00 MT Net.

Commission: \$5/\$5

## **FOB - TANK TO TANK TRANSACTION PROCEDURES 1**

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
  - K. ATV – For Physical Verification.
  - 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.



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

1. The Buyer sends ICPO Along with Passport data page & company registration certificate
2. The Seller Issues Commercial invoice (CI) for the Buyer's review and signatory.
3. The Buyer signs and returns the CI to the Seller
4. The Seller issues the product ATV, to Buyer
5. The Buyer contacts the Seller Tank Administrator to register at the Tank Farm Terminal to execute the Quality & Quantity prior to the inspection (This process involves the acquisition of the Access Code Certificate).
6. seller issue:
  - a) UDTA,
  - b) PRODUCT PASSPORT,
  - c) ATSC,
  - d) INJECTION REPORT,
  - f) SGS Report (not less than 48 hours)
7. Upon the Successful Dip Test Inspection in the Seller's Tank, the Buyer Submits NOR from his Shipping Company and Seller Injects the product into the Buyer Vessel or Tanks.
8. The Buyer issues 100% payment for the total product by MT103/TT Wire Transfer to the Seller
9. The Seller transfers the product title with the complete POP Documents to the Buyer and pays the commission to Seller and Buyer Sides Intermediaries as per Master Fee Agreement
10. The Seller issues an annual (12 months) delivery contract for review.

## **FOB TANK TO TANK TRANSACTION PROCEDURE 2**

1. The Buyer issues an Irrevocable Corporate Purchase Order (ICPO) containing the Seller's procedure, along with the following documents:
  - ~ Banking details
  - ~ Copy of international passport (Data Page)
  - ~ Buyer's company registration certificate
  - ~ Buyer's Corporate Profile (CP)
2. Seller acknowledged the buyer ICPO and issue the commercial invoice within 48 hours and email to the buyer for review and signatory before expiration date on the (CI)
3. Buyer sign and return the commercial invoice back to the seller via email within the time given to complete the signatory.
4. Upon receipt of the signed Commercial Invoice (CI), the Seller issues following documents to the buyer:
  - (a) Copy of statement of product availability in the tank at the port.
  - b) Authorization to Sell and Collect
5. The Buyer contacts the Seller's tank farm for extension of (1) day tank lease in order to have a one-day valid (TSR) in buyer company's name to enable the seller tank farm register the buyer information's to the port



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entrance data base.

6. Upon confirmation of buyer's payment by the Seller's tank farm for the (1) day tank lease, Seller provides the Buyer with the following pop documents in less than 48 hours:

- (a) Product Passport
- (b) Commitment to Supply
- (c) SGS Report
- (d) Injection Report
- (e) Unconditional Dip Test Authorization (UDTA)
- (f) Port Entrance Access Permit
- (g) GPS coordinates of the tank
- (h) Tank numbers
- (i) Product Certificate of origin.

7. Upon receiving the above documents, the buyer commences the Dip Test into the Seller's tank within 48 hours.

8. After buyer successfully Dip Test into the Seller's tank, the Seller's commence injection of the product into the buyer's tank within the time schedule for the injection of the product into the buyer's tank.

9. Upon completion of the product injection into buyers' tank, Buyer shall make payment for the total cost of the product injected into the Buyer's tanks or vessel via MT103 within 72 hours.

10. The Seller transfer the title ownership to the buyer along with all exportation documents required for the transaction.

11. An NCNDA/IMFPA will be signed by all intermediaries involved in the transaction.

12. Upon conclusion of the first lift transaction, the Seller pays all intermediaries involved in the transaction and proceeds with the signing of the contract with the Buyer.

## **CIF ALLOCATION TRANSACTION PROCEDURES**

1. Buyer Issue Irrevocable Corporate Purchase Order (ICPO) Directly seller's Mandate company or Refinery with buyer's company letterhead indicating company profile and Company registration Certificate along-side with banking information and buyer's international passport, page must be attached

2. Seller acknowledge Buyer's ICPO and seller sent payment invoice to buyer USD\$ 55,500 for Sales and export Registration of product allocation to the Kazakhstan Ministry of Energy, upon a successful of product allocation registration from the Ministry of Energy. Seller send allocation codes, serial number for the sales and export product allocation along-side with the acceptance letter to be sign by buyer for seller's endorsement  
(B) The reason for the payment of product allocation is this, before the production of the product commences, seller is expected receive the fees from the purchasing company and register the Product allocation from the Ministry of Energy Kazakhstan.

3. Seller issues SPA to Buyer (SPA IS OPENED FOR AMENDMENT) Buyer signs seal and returns the SPA to seller, by electronic email. Upon receipt Seller send NCNDA/IMFPA to all intermediaries for signing. Seller legalized & Notarized Partial proof of products, PPOP authentication/approval legalized by the (authority) Ministry of Energy oversees by seller's expense s. upon receipt, seller send POP Documents to buyer

\* Certificate of Origin.

\* Statement of Product Availability.

\* Product Quality Passport.



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\* Refinery Commitment to Produce / Supply.

\* Refinery Legalized Draft Contract SPA from the Ministry of Energy & Notary

\* Commercial Invoice for the first lift

4. Upon confirmation of Seller's legalized & notarized Partial Proof of Products.

5. Buyer will make cash deposit \$USD\$310,000 by TT wire transfer for security guarantee deposit. Seller Alternatively bears responds with 2% performance bond. This Payment security guarantee deposit will be deducted from the total cost of product after arrival of the product after SGS inspection at buyer's discharge port. Upon Confirmation of the security guarantee deposit by seller's bank. Seller at its own expense commerce charter shipping/Logistic and alert buyer on shipments ordered graphic/schedule accompanies with the submission of nominated vessel details to buyer.

6. Seller's bank responds with contractual operative 2% PB and send full pop to buyer's bank within seventy-two (72) hours. Within 5-7 working days seller commencing loading activities for the transportation of the product to the Buyer nominated unloading port.

7. Seller will provide the below documents to Buyer via courier service, the original Bill of Lading, and any necessary shipping documents to enable buyer handling advance customs clearance upon vessel at the discharge port, seller will also release the full documents to Buyer via email and buyer visits Aktua loading port Kazakhstan

**DOCUMENTS TO BE GIVEN TO BUYER ON LOADING ON BOARD:**

\* Copy of the Charter Party Agreement(S) to Transport the Product to Discharge.

\* Copy of License to Export Issued by the Department of the Ministry of Energy

\* Copy of Export Product Allocation Quota Certificate Issued on Buyer's Name by the Kazakhstan Ministry of Energy

\* Copy of Approval to Export Issued by the Department of the Ministry of Justice.

\* Copy of the Port Storage Agreement

\* Statement of Availability of the Product

\* Refinery Commitment to Supply the Product

\* The Authorization to Board (ATB) the Vessel for inspection

\* Copy of the Resource Certificate

\* Copy of Allocation Number

\* Terminal Service Receipt (TSR)

\* Certificate of Origin

\* Bill of Lading and Manifest

\* SGS report of Quality and Quantity

\* Vessel Q88

\* Certificate of Insurance, issued by the internationally recognized insurance company for a minimum of 110% of the CIF value of Goods on Board each Vessel

\* Signed Commercial Invoice

\* Unconditional Test Authorization (UDTA) & ATB NOR/ETA

\* Allocation Transaction Passport Code Certificate (ATPCC) by the Ministry of Energy

\* Title of Ownership Certificate

\* Authorization to Sale and Collect (ATSC)

8. Upon the vessel's arrival at the Buyer's discharge port, the previously paid amounts of USD 55,500 and USD 310,000 will be deducted from the total payment. The Buyer's Bank will then transfer the remaining balance for the delivered quantity and quality via TT or MT103 to the Seller's Bank. This payment will be made after the SGS inspection at the port of discharge is completed by the Buyer and after all required documents have been



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submitted to the Buyer's Bank. Following this, the Seller will issue the Title of Ownership Certificate to the Buyer.

9. For each shipment, following the SGS weight inspection at the discharge port, the Buyer shall release 100% payment of the shipment value in the agreed currency (USD or equivalent) via Telegraphic Transfer (international remittance) or MT103 to the Seller's designated bank account within three (3) working days.

10. Upon receipt of payment from the Buyer, the Seller shall promptly remunerate intermediaries in accordance with the terms of the NCNDA/IMFPA agreements. Both parties will then proceed with monthly shipments as stipulated in the signed and legalized contract.

## **COST INSURANCE AND FREIGHT CIF TRANSACTION PROCEDURES**

1. Buyer issues ICPO with this procedure incorporated on the ICPO along with Buyer's company registration certificate, passport data page and banking details.
2. Seller Issues Sale & Purchase Agreement (SPA), Buyer review, amend (if necessary), sign, and return the copy of the signed (SPA) together with acceptance letter of the contract in pdf format back to the seller within 3 banking days.
3. after the seller acknowledges the final Sales and Purchase Agreement (SPA) and acceptance letter within 24 hours of receiving these documents from the end buyer, the seller then issues the following documents to the end buyer:
  - A. commitment letter to supply
  - B. statement of product availability
  - C. certificate of origin
  - D. product passport
4. The buyer confirms the receipt of the documents by mail within 24hrs of receiving the POP documents.
5. Seller arranges the chartered freight with a renowned shipping company for the transportation of the product to buyer designated discharge port, both Seller and Buyer sign the Charter Party Agreement (CPA) together with the shipping company (A three-party CPA) this is applicable only for 1st shipment. (Seller & Buyer) jointly pays CPA cost 50/50 via T/T wire transfer directly to the shipping company to obtain the QQ8. The fee would later be refunded /deducted when the Buyer is paying for the total product cost).
6. After completion of the above, Seller issues to Buyer product title transfer agreement, Buyer signs and returns.
7. Seller legalizes the Contract with the authorities in charge and sends to the buyer the legalized contract, the certificate of product title transfer and then proceeds with the port & custom clearance of product and all internal. routines operations accordingly.
8. Upon completion of the above and confirmation of this export approval by the Authority to Seller with the endorsement of the Charter Party Agreement (CPA) and the Shipping Schedule by the Port Authority, to enable Seller release the below Proof of Product Documents:
  - ~ Legalized Charter Party Agreement (CPA) with the Loading Port Authority.
  - ~ Injection Report
  - ~ Authorization to sell and collect (ATSC)
  - ~ Product Allocation Certificate.
  - ~ Allocation Title Transfer Certificate.
  - ~ Export License



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~ Export Approval

~ Tank Receipt.

~ Dip Test Authorization.

9. Seller issues the commercial invoice and sends to the Buyer. Seller to lodge and activate a 3% PB (Performance Bond/Performance Guarantee) in the favor of the Buyer. If Seller fails to supply the cargo/shipment of the product to the Buyer this 3% Performance Bond will be paid/forfeited to the Buyer.

10. The product SGS inspection charges will be borne by the Seller at the loading port. Seller invites buyer for visitation to witness the final inspection and TTM for negotiation of the future transaction (Optional to Buyer).

11. Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.

12. Loading & Shipment of the product commences as per schedule. Upon Vessel's arrival and finalization of SGS at the destination port, Buyer release payment via swift fund transfer within 3 to 5 banking days to Seller for the total.

## **ASWAP CIF TRANSACTION PROCEDURES**

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:-

\* Seller Irrevocable Commitment to Supply

\* Statement of Availability of Product

\* Commercial Invoice for the first Shipment

\* Certificate of Origin

\* Authority to Sell and Collect (ATSC)

\* Guarantee Letter of Performance and Refund (GLPR)

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

6. Seller's Bank issues the following Full (POP) Documents to the Buyer's Bank alongside with 2% Performance Bond (PB2%)

\* Copy of License to Export issued by the department of the Ministry of Energy Republic of Kazakhstan.

\* Copy of Approval to Export, issued by the Ministry of Justice Republic of Kazakhstan.

\* Copy of Statement of Availability of the Product.

\* Copy of the Refinery Commitment to produce the Product.

\* Copy of Transnet Contract to Transport the product to the loading Port.

\* Copy of the Port Storage Agreement

\* Copy of the Charter Party Agreement to Transport the to Discharge Port

\* Copy of Vessel Questionnaire 88

\* Copy of Bill of lading



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\* SGS Report at Loading Port

\* Dip Test Authorization (DTA) & (ATB)

\* 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

**SIGNED:**

Omar Aldiyar

**Assistant Director**

