



TEPKE TOO KAZAKHSTAN

ADDRESS: 30000, MANGYSTAU REGION, AKTAU CITY,
MICRODISTRICT. 12, BUILDING. 79/1, 203
KAZAKHSTAN

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DATE OF ISSUED: TODAY, 2026

EXPIRY DATE: 30.12.2026

TO: WHOM IT MAY CONCERN,

BUYER'S OFFICIAL ICPO SHOULD BE ISSUED & ADDRESSED AS FOLLOWS:

TO: PGNIG TERMIKA ENERGETYKA PRZEMYSŁOWA SA

VIA: TEPKE TOO KAZAKHSTAN

REFINERY SALES REPRESENTATIVE

MR. KARAMURZIE .B. KULKASHEVICH (DIRECTOR)

WE TEPKE TOO KAZAKHSTAN WITH ADDRESS: 30000, MANGYSTAU REGION, AKTAU CITY, MICRO DISTRICT. 12, BUILDING. 79/1, 203 IN COOPERATION WITH POLISH REFINERY, WITH LEGAL RESPONSIBILITY UNDER PENALTY OF PERJURY HEREBY CONFIRM THE CAPABILITY TO NEGOTIATE FOR THE SALES AND SUPPLY OF THE UNDER LISTED PRODUCTS FOR IMMEDIATE SPOT AND CONTRACT DEAL.

ONLY DIRECT NEGOTIATIONS FROM BUYER'S REPRESENTATIVE SHALL BE CONSIDERED.

COUNTRY OF ORIGIN	TRADING MODE	
POLAND	FOB	
PAYMENT	LOADING PORT	
MT103, TT-WIRE AND USDT	ROTTERDAM, JURONG, FUJAIH, QINGDAO, NINGBO, HOUSTON	
COMMISSION PER BBL	COMMISSION PER MT	COMMISSION PER GAL
SELLER SIDE & BUYER SIDE - \$ 2.00 USD PER BARREL	SELLER'S SIDE - \$5.00 & BUYER'S SIDE - \$ 5.00 USD PER METRIC TON.	SELLER SIDE & BUYER SIDE - \$0.03 USD PER GALLON

PRODUCT LIST AND DESCRIPTION

EN590

QUANTITY: MINIMUM 50,000 MT TRIAL SHIPMENTS / MAXIMUM 500,000 MT MONTHLY

FOB PRICE: \$400 GROSS / \$390 NET

COMMISSION: \$5 / \$5

LNG

QUANTITY: MINIMUM: 50,000 MT TRIAL SHIPMENTS / MAXIMUM: 500,000 MT MONTHLY.

FOB PRICE: \$330 GROSS / \$320

COMMISSION: \$5 / \$5

VIRGIN D6 FUEL OIL

QUANTITY: MINIMUM: 100,000,000 GALLON TRIAL SHIPMENT / MAXIMUM: 800,000,000 GALLON MONTHLY.

FOB PRICE: \$0.90 / \$0.87

COMMISSION: \$0.03



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JET FUEL A1

QUANTITY: 1,000,000 BBLs TRIAL SHIPMENT / MAXIMUM: 10,000,000 BBLs MONTHLY

FOB PRICE: \$70/66 PER BARREL.

COMMISSION: \$2 /\$ 2

◆ TABLE TOP MEETING (TTM) & PHYSICAL VERIFICATION JURONG, ROTTERDAM, SINGAPORE, FUJAIRAH, QINGDAO, HOUSTON ◆

1. **BUYER SUBMISSION OF ICPO & CIS:**
 - THE BUYER SUBMITS AN IRREVOCABLE CORPORATE PURCHASE ORDER (ICPO) AND CUSTOMER INFORMATION SHEET (CIS) ADDRESSED TO THE SELLER.
 - THE SUBMISSION MUST INCLUDE:
 - BUYER'S PASSPORT DATA PAGE
 - DETAILS OF AN INDIVIDUAL WHO WILL ATTEND THE TTM AND PRODUCT VERIFICATION.
2. **SELLER ISSUES A COMMERCIAL INVOICE (CI):**
 - THE SELLER PROVIDES A COMMERCIAL INVOICE (CI) TO THE BUYER, WHICH THE BUYER MUST SIGN AND RETURN.
 - ALONG WITH THE INVOICE, THE SELLER WILL PROVIDE:
 - PASSPORT PRODUCT DATA PAGE
 - CERTIFICATE OF ORIGIN
 - COMMITMENT TO SUPPLY
 - TANK STORAGE RECEIPT – TSR
 - ISSUANCE OF SERVICE FEE INVOICE AND TERMINAL ACCESS AUTHORIZATION - WHICH INCLUDE:
 - ON-GROUND TERMINAL INSPECTION FEES (AMSPEC OR SGS)
 - TERMINAL DIGITAL ACCESS CONTROL CARD
 - PORT/HARBOR OXIDATION/CONTAMINATION CONTROL UNIT FEES (EPA COMPLIANCE)
 - HANDLING AND LOGISTICS CHARGES
3. **TABLE TOP MEETING (TTM) & PHYSICAL VERIFICATION:**
 - THE SELLER SCHEDULES A TTM IN ALLOCATION PORT WITH THE BUYER AND THEIR TEAM.
 - DURING THIS MEETING, THE PHYSICAL VERIFICATION OF THE PRODUCT TAKES PLACE.
4. **PROOF OF PRODUCT (POP) & INITIAL PAYMENT:**
 - AFTER TTM AND VERIFICATION, THE SELLER PRESENTS A FRESH SGS INSPECTION REPORT TO THE BUYER.
 - THE BUYER THEN REMITS 10% OF THE PRODUCT VALUE TO THE SELLER'S ACCOUNT.
 - IN RETURN, THE SELLER PROVIDES:
 - SGS INSPECTION REPORT
 - TITLE OWNERSHIP OF THE PRODUCT
5. **INJECTION & DELIVERY:**
 - THE BUYER BEGINS INJECTION OF THE PRODUCT INTO THEIR DESIGNATED STORAGE TANK OR VESSEL.



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6. COMMISSION PAYMENT:

- THE SELLER PAYS COMMISSIONS TO ALL INVOLVED INTERMEDIARIES ACCORDING TO THE NON-CIRCUMVENTION, NON-DISCLOSURE AGREEMENT (NCNDA) TERMS.

◆ FOB (FREE ON BOARD) QINGDAO, CHINA BASIS ◆

1. BUYER ISSUES INITIAL DOCUMENTS

- BUYER PROVIDES AN IRREVOCABLE CORPORATE PURCHASE ORDER (ICPO), INCLUDING ACCEPTANCE OF THE SELLER'S PROCEDURE.
- BUYER SUBMITS A COMPANY REGISTRATION CERTIFICATE AND A COPY OF A VALID ID (DATA PAGE).

2. SELLER ISSUES PRELIMINARY DOCUMENTS

- SELLER PROVIDES A COMMERCIAL INVOICE (CI) FOR AVAILABLE PRODUCTS, ALONG WITH AN ICC WARNING LETTER.
- BUYER SIGNS AND RETURNS THE CI AND ICC WARNING LETTER.
- AFTER RECEIVING THE SIGNED DOCUMENTS, THE SELLER ISSUES:

- (A) EXPORT LICENSE
- (B) PRODUCT PASSPORT
- (C) COMMITMENT TO SUPPLY
- (D) CERTIFICATE OF ORIGIN
- (E) STATEMENT OF PRODUCT AVAILABILITY AT QINGDAO PORT
- (F) TANK STORAGE RECEIPT

3. BUYER SECURES ALLOCATION & ARRANGES LOGISTICS

- SELLER ISSUES A PAYMENT INVOICE FOR SECURING PRODUCT ALLOCATION.
- BUYER MAKES PAYMENT, AND UPON CONFIRMATION, THE SELLER PROVIDES:
- OWNERSHIP CERTIFICATE IN BUYER'S NAME
- TERMINAL ACCESS CODES & TANK HUB NUMBERS
- BUYER CONTACTS THE SELLER'S SHIPPING AGENT IN CHINA TO ARRANGE TRANSPORTATION.

4. SELLER ISSUES PRE-INJECTION DOCUMENTS

BEFORE INJECTION, THE SELLER PROVIDES:

- (A) UNCONDITIONAL DIP TEST AUTHORIZATION (DTA)
- (B) FRESH SGS REPORT (INSPECTION AT QINGDAO SHORE TANKS)
- (C) AUTHORIZATION FOR PHYSICAL VERIFICATION OF PRODUCT (ATV)
- (D) INJECTION REPORT FROM QINGDAO PORT
- (E) TITLE TRANSFER CERTIFICATE
- (F) ATPCC (PASSPORT CODE CERTIFICATE OF ENERGY DISTRIBUTION TRANSACTION)
- (G) NOTARIZED & ENDORSED NCNDA/IMFPA (BY SELLER & THEIR BANK)
- (H) CIQ ANALYSIS TEST REPORT (CHINA INSPECTION & QUARANTINE)
- (I) SHIP QUESTIONNAIRE 88 COPY
- (J) IMMERSION TEST & AUTHORIZATION (DTB)



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5. BUYER CONDUCTS DIP TEST & QUALITY VERIFICATION

- BUYER PERFORMS PHYSICAL VERIFICATION AND PARTIAL PROOF OF PRODUCT (PPOP) CONFIRMATION.
- BUYER ORDERS AN INDEPENDENT SGS DIP TEST AT THEIR EXPENSE.
- SGS ISSUES A QUALITY & QUANTITY (Q&Q) CERTIFICATE IN THE BUYER'S NAME.

6. SELLER INITIATES INJECTION & TRANSFERS OWNERSHIP

- SELLER BEGINS INJECTION INTO THE BUYER'S TANK.
- SELLER ISSUES A TITLE OF OWNERSHIP CERTIFICATE AND COMPLETES ALL EXPORT DOCUMENTATION.

7. BUYER MAKES FINAL PAYMENT & PRODUCT IS LIFTED

- BUYER MAKES FULL PAYMENT VIA MT103/TT WIRE TRANSFER.
- UPON PAYMENT, THE SELLER RELEASES THE PRODUCT FOR LIFTING.
- SELLER PAYS ALL INTERMEDIARIES.
- MONTHLY SHIPMENTS CONTINUE UNDER THE COMMERCIAL INVOICE TERMS.
- A 12-MONTH CONTRACT MAY BE EXTENDED FOR CONTINUED TRANSACTIONS.

🚧 FOB PROCEDURE - JURONG / ROTTERDAM / QINGDAO / NINGBO / HOUSTON / FUJIAIRAH 🚧

STEP 1: BUYER ISSUES ICPO

- BUYER SUBMITS AN IRREVOCABLE CORPORATE PURCHASE ORDER (ICPO), WHICH INCLUDES:
- SELLER'S WORKING PROCEDURES AND BANKING DETAILS
- SCANNED COPY OF THE BUYER'S PASSPORT
- TANK STORAGE AGREEMENT (TSA)

STEP 2: SELLER ISSUES COMMERCIAL INVOICE

- SELLER PROVIDES A COMMERCIAL INVOICE (CI) FOR THE PRODUCT IN TANKS.
- BUYER AND BUYER'S LOGISTICS TEAM SIGN AND RETURN THE CI TO THE SELLER.

STEP 3: SELLER PROVIDES PPOP (PROOF OF PRODUCT)

SELLER ISSUES THE FOLLOWING DOCUMENTS TO THE BUYER:

- GPS COORDINATES & TANK STORAGE RECEIPT (TSR)
- INJECTION REPORT
- UNCONDITIONAL DIP TEST AUTHORIZATION (DTA)
- AUTHORIZATION TO SELL AND COLLECT (ATSC)
- AUTHORIZATION TO VERIFY (ATV)
- FRESH SGS REPORT FROM THE SELLER'S TANK

STEP 4: NCNDA/IMFPA ISSUANCE

- SELLER PROVIDES A NON-CIRCUMVENTION, NON-DISCLOSURE AGREEMENT (NCNDA) AND IRREVOCABLE MASTER FEE PROTECTION AGREEMENT (IMFPA) TO ALL INTERMEDIARIES AND THE BUYER FOR SIGNING.



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STEP 5: BUYER CONDUCTS DIP TEST

- BUYER CARRIES OUT A DIP TEST VIA SGS (AT BUYER'S EXPENSE) AND SUBMITS THE TANK STORAGE RECEIPT (TSR) TO THE SELLER.

STEP 6: PRODUCT INJECTION & PAYMENT

- UPON A SUCCESSFUL DIP TEST, THE PRODUCT IS INJECTED INTO THE BUYER'S TANKS.
- BUYER MAKES FULL PAYMENT VIA MT103 (BANK WIRE TRANSFER).
- SELLER TRANSFERS TITLE OWNERSHIP TO THE BUYER.

STEP 7: COMMISSION DISTRIBUTION

- SELLER DISTRIBUTES ALL AGREED COMMISSIONS TO INTERMEDIARIES WITHIN 72 HOURS OF RECEIVING THE BUYER'S PAYMENT.

STEP 8: FINALIZING CONTRACT FOR FUTURE DELIVERIES

- BUYER AND SELLER ESTABLISH A LONG-TERM CONTRACT FOR ONGOING FUEL DELIVERIES.

◆ FOB PROCEDURE – ROTTERDAM/HOUSTON/JURONG/QINGDAO/NINGBO/FUJIAIRAH ◆

STEP 1: BUYER ISSUES ICPO

- BUYER SUBMITS AN IRREVOCABLE CORPORATE PURCHASE ORDER (ICPO), WHICH INCLUDES:
- SELLER'S WORKING PROCEDURES AND BANKING DETAILS.
- BUYER'S TSA (TANK STORAGE AGREEMENT).
- COMPANY REGISTRATION CERTIFICATE.
- BUYER'S PASSPORT DATA PAGE.

STEP 2: SELLER ISSUES CI AND ICC WARNING LETTER

- SELLER PROVIDES A COMMERCIAL INVOICE (CI) FOR THE AVAILABLE PRODUCT, ALONG WITH AN ICC (INTERNATIONAL CHAMBER OF COMMERCE) WARNING LETTER.
- BUYER SIGNS AND RETURNS THE CI AND ICC WARNING LETTER.

STEP 3: SELLER SUBMITS FRESH SGS REPORT

- SELLER PROVIDES A FRESH SGS INSPECTION REPORT (NOT OLDER THAN 24 HOURS) DIRECTLY TO THE BUYER'S TANK FARM COMPANY FOR VERIFICATION.

STEP 4: VERIFICATION OF SGS REPORT

- BUYER'S TANK FARM CONFIRMS SUCCESSFUL VERIFICATION OF THE SGS REPORT.

STEP 5: BUYER REQUESTS PAYMENT INVOICE FOR TANK STORAGE

- BUYER REQUESTS AN INVOICE FOR TANK STORAGE PAYMENT.
- BOTH BUYER AND SELLER EACH PAY FOR THREE (3) DAYS OF TANK STORAGE AT THE BUYER'S TANK FARM.
- ONCE THE TANK FARM CONFIRMS PAYMENT, THEY ISSUE A TANK STORAGE RECEIPT (TSR) VALID FOR SIX (6) DAYS IN THE NAMES OF BOTH THE BUYER AND SELLER.



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STEP 6: SELLER ISSUES PPOP DOCUMENTS

UPON TSR ISSUANCE, SELLER PROVIDES THE FOLLOWING PROOF OF PRODUCT (PPOP) DOCUMENTS:

- FRESH Q&Q REPORT (QUALITY & QUANTITY REPORT).
- INJECTION REPORT.
- UNCONDITIONAL DIP TEST AUTHORIZATION LETTER (DTA).
- AUTHORIZATION TO SELL AND COLLECT (ATSC).
- FRESH SGS REPORT.
- AUTHORIZATION TO VERIFY THE PRODUCT IN SELLER'S TANK (ATV).
- NCNDA/IMFPA (NON-CIRCUMVENTION, NON-DISCLOSURE & INTERNATIONAL MASTER FEE PROTECTION AGREEMENT).

STEP 7: BUYER CONDUCTS DIP TEST & MAKES PAYMENT

- BUYER PERFORMS A DIP TEST ON THE PRODUCT.
- UPON SUCCESSFUL DIP TEST, BUYER PAYS THE TOTAL VALUE OF THE INJECTED PRODUCT VIA MT103-TT (TELEGRAPHIC TRANSFER).

STEP 8: SELLER PAYS INTERMEDIARIES & COMMENCES MONTHLY SHIPMENTS

- SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION.
- MONTHLY SHIPMENTS CONTINUE AS PER THE SALES & PURCHASE CONTRACT (SPA).

✦ NON-NEGOTIABLE TANK-TO-VESSEL - FOB - ROTTERDAM, HOUSTON, JURONG, QINGDAO, NINGBO, FUJAIRAH ✦

1. BUYER'S INITIAL SUBMISSION

- BUYER SUBMITS ICPO (IRREVOCABLE CORPORATE PURCHASE ORDER) AND CPA (CHARTER PARTY AGREEMENT) AFTER RECEIVING THE SELLER'S SOFT CORPORATE OFFER (SCO).

2. SELLER ISSUES COMMERCIAL INVOICE (CI)

- SELLER PROVIDES A COMMERCIAL INVOICE (CI).
- BUYER SIGNS AND RETURNS THE CI, ALONG WITH A SIGNED IMFPA/NCNDA (IRREVOCABLE MASTER FEE PROTECTION AGREEMENT / NON-CIRCUMVENTION, NON-DISCLOSURE AGREEMENT).

3. SELLER ISSUES DIP TEST AUTHORIZATION (DTA)

- SELLER PROVIDES A DIP TEST AUTHORIZATION (DTA).
- BUYER AND BUYER'S VESSEL OPERATOR (OR TTVIA) MUST ENDORSE THE DTA.

4. SELLER RELEASES PROOF OF PRODUCT (POP) DOCUMENTS

- WITHIN THREE (3) DAYS OF RECEIVING THE ENDORSED DTA, THE SELLER PROVIDES:
- TANK STORAGE RECEIPT (TSR) WITH FULL TERMINAL DETAILS, BARCODE & GPS
- INJECTION REPORT
- FRESH SGS REPORT (ISSUED WITHIN THE LAST 48 HOURS)
- UNCONDITIONAL DTA IN THE BUYER'S NAME
- AUTHORIZATION TO VERIFY (ATV)
- AUTHORIZATION TO SELL & COLLECT FUNDS (ATSC)
- COMMITMENT TO SUPPLY (CTS)



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- PRODUCT PASSPORT & ANALYTICAL REPORT (PP)
- CERTIFICATE OF ORIGIN (COO)
- ATTESTATION OF ALLOCATION (AOA)
- LEGALIZED COMMERCIAL INVOICE

5. BUYER VERIFIES POP & CONDUCTS DIP TEST

- BUYER VERIFIES AND CONFIRMS THE PROOF OF PRODUCT (POP) DOCUMENTS.
- BUYER ORDERS SGS INSPECTION FOR A DIP TEST IN THE SELLER'S TANKS.

6. SELLER ISSUES FULL INJECTION SCHEDULE

- UPON SUCCESSFUL DIP TEST, SELLER PROVIDES THE FULL INJECTION SCHEDULE TO THE BUYER.

7. BUYER MAKES PAYMENT

- BUYER PAYS THE TOTAL PRODUCT COST VIA MT103 WITHIN 48 HOURS AFTER A SUCCESSFUL DIP TEST.
- IF PAYMENT IS DELAYED, BUYER COVERS DAILY TANK STORAGE EXTENSION COSTS.

8. SELLER TRANSFERS OWNERSHIP & EXPORT DOCUMENTS

- UPON PAYMENT CONFIRMATION, SELLER TRANSFERS THE TITLE OF OWNERSHIP CERTIFICATE AND ALL EXPORT DOCUMENTATION TO THE BUYER.

9. INTERMEDIARY PAYMENTS

- SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION.

10. LONG-TERM CONTRACT AGREEMENT

- SELLER AND BUYER SIGN A ONE-YEAR SUPPLY CONTRACT FOR CONTINUED SHIPMENTS.

⚡ TANK-TAKE-OVER - NON-NEGOTIABLE - FOB – JURONG, QINGDAO, NINGBO, HOUSTON, ROTTERDAM, FUJAIRAH



1. BUYER ACTION:

BUYER SUBMITS ICPO, TANK STORAGE AGREEMENT (TSA), AND PROOF OF FUNDS (POF) AFTER RECEIVING SELLER'S SOFT CORPORATE OFFER (SCO).

2. SELLER ACTION:

SELLER ISSUES COMMERCIAL INVOICE (CI). BUYER SIGNS AND RETURNS CI ALONG WITH IMFPA/NCND.

3. DTA & PRODUCT PASSPORT:

SELLER PROVIDES DIP TEST AUTHORIZATION (DTA) AND PRODUCT PASSPORT. BUYER VERIFIES THE PRODUCT WITH THE SELLER STORAGE FACILITY AND PAYS FOR THREE (3) DAYS OF EXTENSION OF SELLER'S TANK FARM.

4. PROVISION OF FULL POP WITHIN 3 DAYS:

UPON CONFIRMATION OF TANK EXTENSION PAYMENT, SELLER RELEASES FULL PROOF OF PRODUCT (POP) DOCUMENTS:



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- TANK STORAGE RECEIPT (TSR) WITH TERMINAL INFO, BARCODE, GPS.
- INJECTION REPORT.
- FRESH SGS INSPECTION REPORT (NOT OLDER THAN 48 HOURS).
- UNCONDITIONAL DTA IN BUYER'S NAME.
- AUTHORIZATION TO VERIFY (ATV).
- AUTHORIZATION TO SELL AND COLLECT FUNDS (ATSC).
- COMMITMENT TO SUPPLY (CTS).
- CERTIFICATE OF ORIGIN (COO).
- ATTESTATION OF ALLOCATION (AOA).
- LEGALIZED COMMERCIAL INVOICE.

5. BUYER VERIFICATION:

BUYER VERIFIES POP DOCUMENTS AND ORDERS SGS TO CONDUCT A DIP TEST ON THE SELLER'S TANKS.

6. PAYMENT FOR PRODUCT:

UPON SUCCESSFUL DIP TEST, BUYER PAYS THE TOTAL PRODUCT COST VIA MT103 WITHIN 48 HOURS. DELAY BEYOND 48 HOURS WILL INCUR DAILY TANK EXTENSION FEES PAYABLE BY BUYER.

7. TRANSFER OF TITLE:

SELLER TRANSFERS TITLE OF OWNERSHIP CERTIFICATE AND FULL EXPORT DOCUMENTS TO BUYER.

8. INTERMEDIARY PAYMENTS:

SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION.

9. ANNUAL CONTRACT SIGNING:

SELLER AND BUYER EXECUTE A ONE-YEAR SUPPLY CONTRACT.

◆ FOB PROCEDURE (VESSEL TO TANK) – JURONG, ROTTERDAM, HOUSTON, FUJAIRAH, QINGDAO, NINGBO ◆

1. BUYER SUBMISSION

BUYER SUBMITS THE FOLLOWING DOCUMENTS TO THE SELLER UPON RECEIPT OF SELLER'S SOFT CORPORATE OFFER (SCO):

- * FULL IRREVOCABLE CORPORATE PURCHASE ORDER (ICPO)
- * COMPANY PROFILE
- * VALID TANK STORAGE AGREEMENT (TSA)
- * COMPANY REGISTRATION CERTIFICATE
- * BUYER'S INTERNATIONAL PASSPORT COPY

2. SELLER ISSUES COMMERCIAL INVOICE (CI)

SELLER ISSUES THE COMMERCIAL INVOICE FOR THE PRODUCT EN ROUTE TO JURONG PORT. BUYER SIGNS AND RETURNS THE CI.



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3. SELLER ISSUES VERIFICATION DOCUMENTS

SELLER PROVIDES THE FOLLOWING DOCUMENTS TO ALLOW BUYER TO VERIFY THE VESSEL AND CONFIRM PRODUCT AVAILABILITY:

- *BILL OF LADING
- *LOADING PORT INJECTION REPORT
- *AUTHORIZATION TO VERIFY
- * AUTHORITY TO SELL AND COLLECT (ATSC)
- * STATEMENT OF PRODUCT AVAILABILITY
- *CERTIFICATE OF ORIGIN
- * EXPORT LICENSE
- * INJECTION SCHEDULE
- * CHARTER PARTY AGREEMENT (CPA)

4. BUYER CONFIRMS TANK READINESS

UPON SUCCESSFUL VERIFICATION, BUYER PROVIDES:

- *TANK STORAGE RECEIPT (TSR)
- * SIGNED INJECTION SCHEDULE
- * NOTICE OF READINESS (NOR) TO RECEIVE THE PRODUCT IN THE LEASED EX-SHORE TANKS.

5. INJECTION COMMENCES

PRODUCT INJECTION INTO BUYER'S TANKS BEGINS. BUYER'S REPRESENTATIVES INVITE SGS (OR EQUIVALENT) FOR SAMPLE COLLECTION AND TESTING.

5A. SELLER PRESENTS FINAL DOCUMENTATION

SELLER SUBMITS THE FOLLOWING TO COMPLETE THE TRANSACTION:

- * CERTIFICATE OF QUANTITY AND QUALITY (Q&Q)
- * CHANGE OF OWNERSHIP CERTIFICATE
- * TITLEHOLDER CERTIFICATE
- * CARGO MANIFEST

6. BUYER MAKES PAYMENT

BUYER TRANSFERS 100% PAYMENT VIA MT103 OR T/T WIRE TRANSFER.

REFINERY RELEASES COMMISSION TO ALL INTERMEDIARIES INVOLVED WITHIN 72 BUSINESS BANKING HOURS OF PAYMENT CONFIRMATION.

7. SPA DRAFT ISSUANCE

REFINERY ISSUES A DRAFT SALES AND PURCHASE AGREEMENT (SPA) FOR BUYER REVIEW REGARDING ROLLOVER AND MONTHLY DELIVERY EXTENSION FOR ONE YEAR.

8. SUBSEQUENT DELIVERIES & COMMISSION PAYOUTS

MONTHLY DELIVERIES PROCEED AS PER THE SPA TERMS, AND ALL INTERMEDIARIES RECEIVE COMMISSION ACCORDINGLY.

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◆ FOB ROTTERDAM TRANSACTION PROCEDURE ◆

1. THE BUYER ISSUES ICPO (CONTENTS WITH SELLER'S PROCEDURE) ALONG WITH BANKING DETAILS, COPY OF INTERNATIONAL PASSPORT DATA PAGE, BUYER'S COMPANY REGISTRATION CERTIFICATE AND THE BUYER'S CP. KINDLY INSERT COMPANY INFORMATION, BANKING INFORMATION.
2. SELLER ISSUES COMMERCIAL INVOICE (CI) FOR THE AVAILABLE QUANTITY IN TANK IN PORT ALONG WITH FOLLOWING DOCUMENTS AFTER RECEIPT OF THE SIGNED CI.
(A) COPY OF STATEMENT PRODUCT AVAILABILITY IN THE TANK IN PORT.
(B) PRODUCT PASSPORT.
(C) COMMITMENT TO SUPPLY.
(D) TANK STORAGE RECEIPT (TSR).
3. SELLER ISSUES DIP TEST AUTHORIZATION FOR BUYER TO PROCEED WITH DIP TESTS BUYER CONTACT SELLER TANK TO ACQUIRE ENTRY PERMIT TO PROCEED FOR DIP TESTS
4. SELLER PROVIDES BUYER WITH SGS REPORT, INJECTION REPORT, UNCONDITIONAL DTA
5. NCNDA/IMFPA WILL BE SIGNED; BUYER WITHIN 24 HOURS AFTER SUCCESSFUL DIP TEST IN SELLER TANKS, BUYER MAKES PAYMENT FOR TOTAL COST OF PRODUCT INFECTED INTO THE BUYER'S TANKS OR VESSEL VIA MT103, SELLER TRANSFER TITLE OWNERSHIP TO BUYER WITH ALL EXPORTATION DOCUMENTS REQUIRED OF BUYER FOR THE TRANSACTION.
6. UPON CONCLUSION OF FIRST LIFT TRANSACTION SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND PROCEEDS WITH THE SIGNING OF CONTRACT WITH BUYER.

IF THE ABOVE NEGOTIATION TERMS AND WORKING PROCEDURES ARE ACCEPTABLE BY YOUR COMPANY KINDLY
ISSUE AN ICPO INSERTING THE ABOVE WORKING PROCEDURES IN THE ICPO IN ORDER FOR AN ACCEPTANCE

SIGNED
REFINERY AUTHORIZED REPRESENTATIVE
KARAMURZIE .B. KULKASHEVICH

