



Office Address



Abay region, Urzhar district, Urzhar S.O., S.Urzhar, street Aldiyar,



Email Address

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Tele / WhatsApp

+7 (702) 444 02-26

DATE: 19th DEC, 2026.

DUE DATE: 19th DEC, 2027.

REF: 447268-TFE

TO: BUYER/BUYER MANDATE

TRANSACTION TERMS OF DELIVERY.

Delivery Term: CIF ASWP, FOB, TTO.

Origin: Kazakhstan and non-Kazakhstan.

Loading ports: Port of Aktau/Port of Atyrau/Rotterdam/Fujairah.

COMMISSION STRUCTURE FOR MANDATE / REPRESENTATIVES.

\$5 USD per MT Seller's side / \$5 USD per MT Buyer's side. Payment terms: MT103-T/T Wire Transfer for IMMEDIATE QUANTITY. INSPECTION: SGS or Similar

We, "ALEM TRANS OIL" Hereby Confirm our Availability and Capability to Supply the under listed products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the specifications and pass through the stringent requirements of SGS or Equivalent. Financial Statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiations. Only direct negotiations from end buyers, representative and mandates will be considered.

PRODUCT PRICE LIST.

LCO - LIGHT CYCLE OIL

Min. Quantity: 10,000 Metric Tons

Max. Quantity: 300,000 Metric Tons per Month

CIF Price: USD 580/MT Gross USD 570/MT Net

FOB Price: USD 540/MT Gross USD 530/MT Net

Commission: USD 5 Buyer side - USD 5 Seller side

MAZUT FUEL OIL 100 (Mazut M100)

Quantity: 50,000 Metric Tons – 500,000MT

Available Delivery: FOB AWSP

CIF Price: USD Gross \$580. Net \$570 per Metric Ton,

FOB Price: \$560 USD Gross \$550 USD Net,

Commission: USD 5 seller side, USD 5 Buyer side Per Metric Ton

JET A1-JPA1 COLONIAL GRADE

Quantity: MINIMUM 500.000 – MAXIMUM 5.000.000 Barrels x 12 months

Delivery: CIF / FOB-Spot.

CIF Price: USD Gross \$65 Net \$63 per Barrel,

FOB Price: Gross \$68 Net \$66 USD per Barrel

Commission: USD 1.00 seller side, USD 1.00 Buyer side Per Barrel



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BIN 160540024581 | VAT number 18001-0569750



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JET FUEL AVIATION KEROSENE

(JP54)

Quantity: MINIMUM 500.000 – MAXIMUM 10.000.000 Barrels x 12 months

Delivery: CIF / FOB-Spot.

CIF Price: USD Gross \$64 Net \$62 per Barrel,

FOB Price: Gross \$68/Net \$66 USD per Barrel,

Commission: USD 1.00 seller side, USD 1.00 Buyer side Per Barrel

COLONIAL GRADE 54

DIESEL-GAS OIL (Diesel D2)

Quantity: MINIMUM 50.000MT

MAXIMUM 900.000 MT x 12 months

Delivery: CIF / FOB (AWSP)

CIF Price: Gross \$580.00 Net \$570.00 USD per Metric Ton,

FOB Price: USD Gross \$570 Net \$560 per Metric Ton,

Commission: USD 5.00 seller side, USD 5.00 Buyer side Per Metric Ton

LIQUEFIED NATURAL GAS (LNG)

Min. Quantity: 10,000 Metric Tons

Max. Quantity: 300,000 Metric Tons per Month

CIF Price: USD 490/MT Gross USD 480/MT Net

FOB Price: USD 460/MT Gross USD 450/MT Net

Commission: USD5 Buyer side - USD5 Seller side

D6 VIRGIN FUEL OIL)

Quantity: 50,000,000 – 100,000,000 GLN

CIF Price: Gross \$0.62 Net \$0.60 USD

FOB Price: Gross \$0.66 Net \$0.64 USD per GLN,

Commission: USD 0.01 seller side, USD 0.01 Buyer side Per GLN

ESPO CRUDE OIL

Min. Quantity: 2,000,000 Barrel

Max. Quantity: 5,000,000 Barrel per Month

CIF Price: USD 65/Bbl. Gross USD 63/Bbl. Net

FOB Price: USD 68/Bbl. Gross USD 66/Bbl. Net

Commission: USD 1 Buyer side - USD 1 Seller side

10PPM DIESEL FUEL EN 590

Min. Quantity: 10,000 Metric Tons

Max. Quantity: 300,000 Metric Tons per Month

CIF Price: USD 580/MT Gross USD 570/MT Net

FOB Price: USD 540/MT Gross USD 530/MT Net

Comission: usd 5 buyer side usd 5 seller side



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LIQUEFIED PETROLEUM GAS (LPG)

Min. Quantity: 10,000 Metric Tons

Max. Quantity: 300,000 Metric Tons per Month

CIF Price: USD 480/MT Gross USD 470/MT Net

FOB Price: USD 440/MT Gross USD 430/MT Net

Commission: USD5 Buyer side - USD5 Seller side

FOB (SGS) PROCEDURE.

1. Buyer Issues An Icpo Containing The Seller's Working Procedure And Banking Details Along With Buyer's Nominated Tsa, Company Registration Certificate And Data Page Of Buyer's Passport.
2. Seller Issues Commercial Invoice (C.I.), Buyer Signs And Returns Commercial Invoice Along With An Acceptance Letter.
3. Seller Issues A Copy Of Sgs Report To Buyer's Tank Farm Company Only To Verify Sgs Report With A Confidentiality & Non-Circumvent Letter
4. Upon Confirmation Of Sgs Report By Buyer's Tank Farm Company, Seller Request To Lease And Pay The Buyer's Tank For 3 Days, And Buyer Pays His Tank Farm Company For 2 Days After Tank Farm Company Confirmed The Payment From Seller. A Total (5) Days Operational Tsr Will be issued on seller/Buyers Name For A Minimum Of Xxxx To Xxxx Gals / Bbls/Mt
5. Seller Issues Following Pop Documents To Buyer: A) Q&Q Report.
B) Pre Injection Report (From Refinery Reservoir To Leased Tanks). C) Unconditional Dip Test Authorization Letter (Dta)
D) Authorization To Sell.
E) Fresh Update Sgs Report.
F) Certificate Of Origin
G) Authorization To Verify Physically The Product In Seller's Tank(Atv).
6. Buyer and His Testing Teams Conduct A Dip Test On The Product Injection Commencing From Seller's Tank To Buyer's Tank.
7. Upon Completion of Injection, Seller Issues Full Injection Report Buyer And Buyer Makes 100% Payment Via Mt103 For The Total Value Product Injected Into The Tanks.
8. Seller Pays All Intermediaries Involved in The Transaction And Subsequently Monthly Shipments Continue As Per Terms And Conditions Of The Sales And Purchase Agreement Contract Between Buyer And Seller.
9. The Subsequent Delivery Shall Commence According To The Terms And Conditions Of The Contract.

FOB (ROTTERDAM) PROCEDURE AND HOUSTON.

1. Buyer sends ICPO to Seller on receipt of Seller's Soft Corporate Offer.





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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 fresh
 - SGS Report,
 - Tank receipt,
 - Injection Report,
 - Certificate of Origin,
 - 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 provides 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.

FOB (ROTTERDAM) PROCEDURE.

1. Buyer issues ICPO & Tank storage agreement TSA
2. Seller issue commercial invoice C.I. to the buyer, buyer sign and return commercial invoice 3. Seller lodge the finalized Commercial Invoice with the bank and seller proceeds to verify and pay two (2) days buyer tank storage as a commitment to supply and upon confirmation of seller payment by buyer tank operator buyer immediately pay additional 3 days to obtain the total of 5 days tank storage receipt needed for the transaction issued in buyer name.
4. Seller inject the product into buyer tanks and provide buyer with the below POP documents
 - a. 48 hours fresh SGS report (Analysis report Q&Q of the product)
 - b. Injection Report
 - c. DTA (Dip Test Authorization)
 - d. Certificate of Origin
 - e. ATSC (Authorization to Sell and Collect)
 - f. Statement of Availability of Product
 - g. ATV (Authorization to Verify)
5. NCNDA/IMFPA will be signed by all intermediaries involved with seller bank endorsement.
6. After confirmation of the above POP documents and product in tanks, buyer make payment for total cost of product value via MT103 and seller transfer to buyer the product title and one (1) year contract.
7. Seller pays all intermediaries involved in the transaction according to the signed NCNDA/ IMFPA

REFINERY TANK TO VESSEL (TTV) FOB PROCEDURE.

1. Buyer issues ICPO must be with buyer company letterhead containing the seller's working procedure with banking details scanned copy of buyer's Passport data page Buyer's for seller's validation.





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2. Seller issues a commercial invoice of the product in tanks at the port, and the buyer signs and returns a Commercial Invoice to the seller.
3. Upon return of the endorsed CI, the Seller release to the buyer the following Partial PPOP documents;
 - a) Commitment Letter to Supply
 - b) Certificate of Origin
 - c) Statement of Product Availability
 - d) Authorization to sell/collect
4. Buyer leased the seller tank for 3 days tank extension payment to enable tank clearance and for the buyer to gain a port legal access permit to execute a dip test for quantity and quality inspection and fresh inspection/report by SGS in seller Tank.
5. Upon confirmation of the buyer securing tank clearance and port legal access permit to the product. The seller issues DTA for the buyer to proceed with the dip test and the buyer and his SGS Inspection team conduct a dip test on the product in the seller tank.
6. Upon the satisfactory result of the dip test, the Seller's storage Company issues the buyer, the Notice of Readiness (NOR) to inject the product.
7. The buyer provides Q88 and ATI from his logistics/Shipping Company and makes the Vessel available for the injection process to commence as scheduled.
8. Upon completion of the Injection, the Seller releases to the buyer the below POP documents. a) Product SGS Report.
 - b) Pipeline Injection Report.
 - c) Authority to Sell and Collect (ATSC)
 - d) Product passport (analysis test report).
 - e) NCNDA/IMFPA to all intermediaries involved in the Transaction and to the buyer. •Endorsed NCNDA/IMFPA.
9. Upon confirmation of the above pop document by the buyers and the Endorsement of NCNDA/IMFPA the Buyer immediately pays for the total cost of the product value injected into the Ship/vessel through MT103 TT wire transfer. The seller pays all intermediaries involved in the transaction upon receipt of the payment within 24hrs and Transfers the Title of Ownership certificate of the product to the buyer.
10. Buyer and seller agree to roll over to a one-year contract to continue the transaction, with monthly deliveries x 12 months (plus rolls and extensions if agreed) Note: The amount paid for 3 days tank extension to secure tank clearance and port legal access permit will be deducted when the buyer is paying for the full product.

TANK TO VESSEL TRANSACTION PROCEDURES FOB DELIVERY IN SELLER'S TANK

1. Buyer issues ICPO along the following documents, Buyer's Company Certificate of Registration or Company's Profile with Buyer's CPA in accordance to Seller's delivery transaction terms.
2. Seller issues Commercial Invoice and Tank to Vessel Injection Agreement to be countersign by the Buyer and its Logistics Shipping Company, Buyer Provide its nominated Vessel Q88 alongside with Safety Management Certificate of the Ship.





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Seller provides the following documents for Buyer to verify the product in Seller's Tank. (a) Fresh SGS Report.

(b) Tank Storage Receipt.

(c) Authorization to Verify.

(d) Dip-test Authorization Letter.

(e) Authorization to Sell & Collect.

NCNDA/IMFPA.

(f) Statement of Product Availability.

3. Buyer conduct Dip-test Inspection of the Product in Seller's Tank at Buyer's own expense and upon satisfactory Dip Test Inspection carried out by the buyer, Buyer Makes Payments via MT103T/T within 48-72 hours to Seller's Beneficiary Account for the Total Cost of Product and lifting commences with Title Ownership Certificate and any other Exportation Documents is handed Over to Buyer.

5. Seller within 48 hours pays Commission to all Intermediaries Involve in the Transaction as Per signed NCNDA/IMFPA.

CIF TRANSACTING PROCEDURE

1. Buyer issues CP, ICPO inserting seller's terms and procedures.

2. Seller issues draft contract/SPA which is open for amendments.

3. Buyer returns the signed draft contract with NCNDA/IMFPA and a letter of guarantee to perform.

4. Seller submits the signed SPA for registration and legalization with the appropriate authorities.

5. Seller sends the below listed partial pop documents to buyer via mail.

A. statement of availability of product

B. commitment to supply the product

C. certificate of origin D. Product Passport

6. Buyer within 7 banking days issues DLC swift MT700 or SBLC swift MT760 according to Seller's fiduciary bank verbiage to seller nominated fiduciary offshore bank account for first month shipment, and whereby buyer fail to issue payment instrument within 7 banking days, buyer will make cash deposit of \$290, 000 by TT wire transfer for allocation and security guarantee to enable seller charter vessel and commence shipment, and this payment shall be deducted from the total cost of product after inspection at discharge port.

7. Seller bank issues the full set of proof of product (pop) and shipping document with 2%pb (performance bond) to buyer's bank. QQ Certificate & Product passport docs, all will be issued on time.

8. Shipment commences immediately as scheduled in the contract.

9. Buyer pays for the total product value via TT/MT103 to the seller's bank after successful SGS/CIQ inspection at discharge port and tittle of product ownership transferred to buyer. 10. Seller pays all intermediaries involved in transaction as per signed NCNDA/IMFPA within 72 hours.

TTO TRANSACTION PROCEDURE.

1. Buyer issues ICPO according to the seller's working procedure along with buyer's company certificate of registration or profile with copy of buyer's passport.





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2. Seller issues the Title Take-Over

addendum for review and endorsement by all parties.

Contract (TTO/MOU)

3. Seller issues Proof of Product and Shipping documents as listed below;

Product Passport (Quantity

Certificate of Origin

Bill of Lading

Tanker Vessel Q88

(N.O.R) Notice of Readiness

Ullage Report

Cargo Manifest

Invoice for title transfer

4. Upon the receipt of the documents, buyer verifies the availability of the product on high sea and immediately make \$380,000USD security guarantee payment of the total cost of the product which serves as a Title Take-Over Fee

5. Upon seller receipt of the title takeover payment, seller orders for re-rout to buyer's desired port, transfers the title to the potential buyer's company's name and also re-issue all other outstanding documents to the potential buyer's company's and via swift from seller bank the full prove of product. Vessel arrives the discharge port and buyer carries out the CIQ/SGS inspection and upon a successful inspection, buyer pays by MT103 T/T for the full product to the seller.



SUPERVISOR: ZHUMADILOV DUMAN TLEUKENOVICH

