

LLP KO OIL PETROLEUM

КО ОЙЛ ПЕТРОЛЕУМ

Legal Adress: G. Almaty, Almalinsky District, Ulitsa Tole Bi, Building 66/2
Email Contact: Llpkooilpetroleum@gmail.com/Ko-oilpetroleum@outlook.com

VALIED TILL:21 JUNE 2026
REF. CODE:SCO/KO/999/92OIL
TO:BUYERMANDATE/ENDBUYER

SOFT CORPORATE OFFER

This Soft Corporate Offer is issued with full responsibility for and on behalf of the Seller Refinery Company. We hereby confirm and certify that the Seller have the intention and capacity to supply these commodities according to the Terms and Conditions herein stipulated. **NOTE: PRICE ARE NEGOTIABLE AND ALL COUNTRY CURRENCIES ARE ACCEPTABLE VIA MT103**

PRODUCT LIST AND PRICE

DIESEL GAS D2 OIL GOST 305-82

MINIMUM LIFTABLE QUANTITY: 50,000 MT

MAXIMUM QUANTITY: 500,000 MT MONTHLY

CIF PRICCE: GROSS USD \$400.00 PER MT/ NET USD \$390.00 PER MT

FOB PRICE: GROSS USD \$390.00 PER MT / NET USD \$380.00 PER MT

ORIGIN: KAZAKHSTAN

LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH

COMMISSION: \$5 USD BUYER SIDE/\$5 USD SELLER SIDE

ABBREVIATIONJET FUEL J-P54

MINIMUM LIFTABLE QUANTITY: 500,000 BBL.

MAXIMUM QUANTITY: 5,000,000 BBL. MONTHLY

CIF PRICCE: GROSS USD\$98.00/ NET USD \$94.00PER BBL

FOB PRICE: GROSS USD \$94.00 BBL/ NET USD \$90.00 PER BBL

ORIGIN: KAZAKHSTAN

LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/JEBEL ALI(DUBIA)

COMMISSION: \$2 USD BUYER SIDE / \$2 USD SELLER SIDE

AVIATION FUEL JET A-1

MINIMUM LIFTABLE QUANTITY: 500,000 BBL.

MAXIMUM QUANTITY: 5,000,000 BBL. MONTHLY

CIF PRICE: GROSS USD \$80.00/NET USD \$76.00 PER BBL

FOB PRICE: GROSS USD \$76.00 BBL/NET USD \$72.00 PER BBL

ORIGIN: KAZAKHSTAN

LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH

COMMISSION: \$2 USD BUYER SIDE/\$2 USD SELLER SIDE

D6 VIRGIN FUEL

MINIMUM LIFTABLE QUANTITY: 1,000,000 GALLONS,

MAXIMUM QUANTITY: 500,000,000 GALLONS MONTHLY

KATO: 751110000/БИН: 220540002821/SKYPE ID: live:.cid.7b2bc7c5c2d2bb0e

CIF PRICE: GROSS USD \$0.78.00/NET USD \$0.74.00 PER GALLONS
FOB PRICE: GROSS USD \$0.74.00/NET USD \$0.70.00 PER GALLONS
ORIGIN: KAZAKHSTAN
LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH
COMMISSION: \$0.2 USD BUYER SIDE / \$0.2 USD SELLER SIDE

EASTERN SIBERIA-PACIFIC OCEAN OIL (ESPO)

MINIMUM QUANTITY: 1,000,000 PER BARREL PER MONTH
MAXIMUM QUANTITY: 5,000,000 PER BARREL PER MONTH
FOB PRICE: \$76.00USD GROSS / \$70.00USD NET
COMMISSION: SELLER SIDE \$1.00USD BUYER SIDE \$1.00USD PER BBL.

UREA 46% PRILLED & GRANULAR (KAZAKHSTANORIGIN)

MINIMUM QUANTITY: 10,000 METRIC TONS MONTHLY
MAXIMUM QUANTITY: 500,000 METRIC TONS MONTHLY
CIF PRICE: GROSS USD \$350.00 / NET USD \$340.00 PER MT
FOB PRICE: GROSS USD \$340.00 / NET USD \$330.00 PER MT
ORIGIN: KAZAKHSTAN
LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH
COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE

FUEL OIL CST-180

MINIMUM QUANTITY: 50,000 METRIC TONS PER MONTHLY,
MAXIMUM QUANTITY: 500,000 METRIC TONS PER MONTHLY
CIF PRICE: GROSS USD\$220.00/NET USD\$210.00 PER MT
FOB PRICE: GROSS USD \$210.00/NET USD \$200.00 PER MT
ORIGIN: KAZAKHSTAN
LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH
COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE

DIESEL FUEL EN-590 ULSD -10PPM/50PMM/500PMM GASOLINE

MINIMUM QUANTITY: 50,000 METRIC TONS MONTHLY
MAXIMUM QUANTITY: 5,000,000 METRIC TONS MONTHLY
CIF PRICE: GROSS USD \$480/NET USD \$470 PRT MT
FOB PRICE: GROSS USD \$460/NET USD \$450 PER MT
ORIGIN: KAZAKHSTAN
LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH
COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE

MAZUT M-100 GOST 10585-75/9

MINIMUM LIFTABLE QUANTITY: 50,000 MT
MAXIMUM QUANTITY: 500,000 MT MONTHLY
CIF PRICE: GROSS USD \$400.00/ NET USD \$390.00 PER MT
PRICE FOB: GROSS USD \$390.00/NET: USD \$380.00 PER MT
ORIGIN: KAZAKHSTAN
LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH

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COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE

AUTOMOTIVE GAS OIL-AGO

MINIMUM LIFTABLE QUANTITY: 50,000 MT
MAXIMUM QUANTITY: 500,000 MT MONTHLY
CIF PRICCE: GROSS USD \$350.00/ NETUSD \$340.00 PER MT
PRICE FOB: GROSS USD \$340.00/NETUSD \$330.00 PER MT
ORIGIN: KAZAKHSTAN
LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH
COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE

LIQUEFIED NATURAL GAS (LNG)

LIFTABLE QUANTITY: 50,000 MT
MAXIMUM QUANTITY: 500,000 MT MONTHLY
CIF PRICCE: GROSS USD \$375.00/NET USD \$365.00 PER MT
PRICE FOB: GROSS USD \$365.00/NET USD \$355.00 PER MT
ORIGIN: KAZAKHSTAN
LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH
COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE

LIQUEFIED PETROLEUM GAS (LPG)

LIFTABLE QUANTITY: 50,000 MT
MAXIMUM QUANTITY: 500,000 MT MONTHLY
CIF PRICCE: GROSS USD \$390.00/NET USD \$380.00 PER MT
PRICE FOB: GROSS USD \$380.00/NETUSD \$370.00 PER MT
ORIGIN: KAZAKHSTAN
LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/JEBEL ALI(DUBIA)
COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE

LIGHT CRUDE OIL (LCO)

LIFTABLE QUANTITY: 50,000 MT,
MAXIMUM QUANTITY: 500,000 MT MONTHLY
CIF PRICE: GROSS \$330 USD/NET USD \$320 PER MT
FOB PRICE: GROSS \$320 USD/NET USD \$310 PER MT
ORIGIN: KAZAKHSTAN
LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH
COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE

PETROLEUM COKE

MINIMUM LIFTABLE QUANTITY: 50,000 MT
MAXIMUM QUANTITY: 500,000MT MONTHLY
CIF PRICE: GROSS USD \$250.00/NET USD\$240 PER MT
FOB PRICE: GROSS USD \$240.00/NET USD\$230 PRT MT
ORIGIN: KAZAKHSTAN
LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIRAH
COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE

BITUMEN: 60-70/ CSS1/ CRS2**MINIMUM LIFTABLE QUANTITY: 50,000 MT****MAXIMUM QUANTITY: 500,000 MT MONTHLY****CIF PRICE: GROSS USD \$390.00/NET USD\$380 PER MT****FOB PRICE: GROSS USD \$380.00/NET USD\$370 PRT MT****ORIGIN: KAZAKHSTAN****LOADING PORT: ROTTERDAM/HOUSTON/AKTAU/FUJAIH****COMMISSION: \$5 USD BUYER SIDE / \$5 USD SELLER SIDE****FOB PROCEDURE FOR ALL PORT**

1) BUYER ISSUES ICPO WITH HIS INTERNATIONAL PASSPORT COPY (DATA PAGE) AND TSA, TO SELLER. FOR SELLER'S VERIFICATION

2) SELLER ISSUES COMMERCIAL INVOICE (CI) FOR THE AVAILABLE QUANTITY IN THE SELLER'S STORAGE RESERVOIR TO BUYER, BUYER SIGNS AND RETURNS THE CI TO SELLER, AND THEN SELLER RETURNS THE SIGNED COMMERCIAL INVOICE & INSPECTION LETTER TO BE SIGNED BY BUYER TANK FARMS BEFORE RELEASING THE FULL PPOP DOCUMENT WITH FRESH SGS REPORT.

3) SELLER ISSUES THE PARTIAL POP DOCUMENTS AS BELOW AND SENDS THEM TO BUYER.

(I) Fresh SGS (Not Older Than 48 Hours)

(Ii) Certificate Of Origin

(Iii) Authorization To Verify (ATV)

(Iv) Unconditional DTA

(V) Commitment To Supply

(Vi) Tank Storage Receipt (TSR)

(Vii) ATSC

(Viii) Injection Report.

4) BUYER CONDUCTS INSPECTION BY SGS ON BUYER'S EXPENSE.

5) SELLER ISSUES THE NCNDA/IMFPA TO ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND FOR ENDORSEMENT.

6) UPON SUCCESSFUL DIP TEST OF THE PRODUCT, SELLER COMMENCES INJECTION TO BUYER'S TANK OR VESSEL, BUYER MAKES PAYMENT OF THE PRODUCT VIA MT 103 AND SELLER TRANSFERS TITLE.

FOB PROCEDURE

1. BUYER ACCEPTS SELLER PROCEDURE AND ISSUES ICPO WITH THE FOLLOWING: BANKINGDETAILS, COMPANY PROFILE, PASSPORT COPY. BUYER ALSO ISSUES CPA/Q88 AND BCL (FROM BANK TOBANK) OR RWA.

2. SELLER SENDS FOLLOWING DRAFT CI (COMMERCIAL INVOICE), DRAFT DPST (DELIVERYPROCESSING SCHEDULE TABLE).

3. BUYER AND VESSEL OPERATOR ENDORSE AND APPROVE CI & DPST RESPECTIVELY ANDRETURN TO SELLER. SELLER SIGNS CI AND ISSUES FINAL COPY.

4. SELLER PROGRAMS INJECTION AND ISSUES TO BUYER THE FOLLOWING DOCUMENTS:

A. FRESH SGS REPORT (LESS THAN 72 HOURS OLD);

B. INJECTION REPORT;

C. CERTIFICATE OF ORIGIN;

D. AUTHORIZATION TO SELL AND COLLECT (ATSC);

E. TANK STORAGE RECEIPT (TSR);

F. NCNDA/IMFPA.

5. BUYER VERIFIES POP WITHIN 24 TO 48 HOURS.(BUYER HAS OPTIONAL DIP TESTINSPECTION ON THE PRODUCT IN SUPPLIER/SELLER STORAGE TANKS VIA SGS AT BUYER'SEXPENSE.

6. UPON SUCCESSFUL DIP TEST INSPECTION (IF NECESSARY), BUYER PROVIDES NOR(INJECTION NOTICE OF READINESS) TO SELLER AND SELLER IMMEDIATELY COMMENCESINJECTION OF THE PRODUCT INTO BUYER'S CPA CHARTERED VESSEL THEN BUYER MAKESPAYMENT FOR THE TOTAL PRODUCT VALUE BY MT103/TT UPON INJECTION OF COMPLETION.

7. SELLER IMMEDIATELY TRANSFERS THE TITLE OF PRODUCT OWNERSHIP TO BUYER WITH ALLEXPORT DOCUMENTS.
8. SELLER PAYS COMMISSION TO SELLER'S SIDE AND BUYER PAYS COMMISSION TO BUYER'S SIDE INTERMEDIARIES, AS PER EXECUTED NCNDA/IMFPA FOR THIS TRANSACTION, WITHIN 72 HOURS OF RECEIPT OF PAYMENT FROM BUYER.
9. BUYER AND SELLER EXECUTE SPA FOR 12 MONTHS. THE PROCEEDING SHIPMENTS SHALL CONTINUE IN ACCORDANCE WITH THE SAME PROCEDURES INDICATED ABOVE.

FOB TTT 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)
 - C. CERTIFICATE OF ORIGIN
 - D. ATSC (AUTHORIZATION TO SELL AND COLLECT)
 - E. STATEMENT OF AVAILABILITY OF PRODUCT
 - F. 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 DONE (1) YEAR CONTRACT.
7. SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION ACCORDING TO THE SIGNED NCNDA/IMFPA

TANK TAKE OVER / ZHOUSHAN PORT

1. BUYER'S SUBMISSION OF INTENT DOCUMENTS.
THE BUYER SHALL SUBMIT TO THE SELLER THE FOLLOWING DOCUMENTS THROUGH THE SELLER'S AUTHORIZED MANDATE REPRESENTATIVE:
 - A) IRREVOCABLE CORPORATE PURCHASE ORDER (ICPO)
 - B) COMPANY INFORMATION SHEET (CIS)
2. ISSUANCE OF COMMERCIAL INVOICE (CI).
UPON SUCCESSFUL VERIFICATION OF THE BUYER'S INTENT AND CAPABILITY, THE SELLER ISSUES A COMMERCIAL INVOICE (CI) FOR THE AVAILABLE ALLOCATION. THE BUYER COUNTERSIGNS AND RETURNS THE SIGNED CI TO THE SELLER WITHIN TWENTY-FOUR (24) HOURS.
3. PROVISION OF PARTIAL PROOF OF PRODUCT (PPOP).
THE SELLER PROVIDES TO THE BUYER THE FOLLOWING PARTIAL PROOF OF PRODUCT (PPOP) DOCUMENTS:
 - A) CERTIFICATE OF PRODUCT ORIGIN
 - B) PRODUCT AVAILABILITY STATEMENT
 - C) COMMITMENT LETTER TO SUPPLY THE PRODUCT
 - D) AUTHORIZATION TO SELL AND COLLECT (ATSC)
4. BUYER'S TANK PAYMENT.

THE BUYER PAYS THE SELLER'S NOMINATED TANK FARM FOR THREE (3) DAYS OF STORAGE TO FACILITATE THE TRANSFER, INSPECTION, AND VERIFICATION OF THE PRODUCT.

5. FULL PROOF OF PRODUCT (POP).

UPON CONFIRMATION OF THE TANK PAYMENT, THE SELLER PROVIDES THE BUYER WITH THE FULL PROOF OF PRODUCT (POP) PACKAGE:

- A) SGS OR Q&Q INSPECTION REPORT
- B) INJECTION REPORT
- C) TANK STORAGE RECEIPT (TSR)
- D) PRODUCT PASSPORT ANALYSIS
- E) COMPANY CERTIFICATE
- F) EXPORT LICENSE
- G) NCNDA/IMPFA

6. VERIFICATION OF POP DOCUMENTS.

THE BUYER SHALL IMMEDIATELY VERIFY ALL POP DOCUMENTS THROUGH THE RESPECTIVE AUTHORITIES, TANK FARM, AND/OR SGS REPRESENTATIVES TO CONFIRM AUTHENTICITY AND PRODUCT READINESS.

7. PAYMENT FOR THE PRODUCT.

AFTER SUCCESSFUL VERIFICATION OF THE PROVIDED POP DOCUMENTS, THE BUYER PAYS FOR THE TOTAL PRODUCT VALUE VIA MT103 (SWIFT WIRE TRANSFER) DIRECTLY TO THE SELLER'S NOMINATED BANK ACCOUNT.

8. INTERMEDIARIES' COMMISSION PAYMENT.

UPON RECEIPT OF THE BUYER'S PAYMENT, THE SELLER SHALL RELEASE ALL COMMISSIONS TO THE INTERMEDIARIES WITHIN TWENTY-FOUR (24) HOURS, STRICTLY IN ACCORDANCE WITH THE DULY EXECUTED NCNDA/IMPFA AGREEMENT.

9. TRANSFER OF TITLE OWNERSHIP.

THE SELLER TRANSFERS THE TITLE OWNERSHIP OF THE PRODUCT TO THE BUYER'S NAME.

10. LONG-TERM SUPPLY CONTRACT.

BOTH PARTIES AGREE TO ENTER INTO A TWELVE (12) MONTHS RENEWABLE CONTRACT FOR THE CONTINUOUS SUPPLY OF THE PRODUCT UNDER MUTUALLY ACCEPTED TERMS AND CONDITIONS.

VESSEL TO TANK PROCEDURE

1. BUYER SENDS ICPO ON RECEIPT OF SELLER'S SOFT OFFER ALONG WITH BUYER'S CP AND TANK STORAGE AGREEMENT (TSA).

2. SELLER ISSUES COMMERCIAL INVOICE (CI) FOR THE AVAILABLE QUANTITY IN THE STORAGE TANK TO BUYER. BUYER SIGNS AND RETURNS TO SELLER THE COMMERCIAL INVOICE AND A SCAN COPY OF THE BUYER'S PASSPORT.)

3. SELLER RECEIVES THE SIGNED (CI) AND ISSUES TO BUYER THE PPOP DOCUMENTS:

- A. BILL OF LADING
- B. VESSEL DETAILS
- C. CARGO MANIFEST
- D. PRODUCT PASSPORT
- E. (ANALYSIS REPORT).

4. BUYER CONTACTS THEIR TANK FARM TO OBTAIN THE BOOKING CONFIRMATION LETTER AND NOR FROM THERE TANK FARM CONFIRMING 5 DAYS' TANK LEASE AND THEIR READINESS TO RECEIVE THE PRODUCT IN THEIR STORAGE TANK AND SEND TO THE SELLER.

5. SELLER DISCHARGES THE PRODUCT INTO THE SHORE TANK AND ISSUE DTA FOR BUYER AND ITS SGS AGENTS TO PROCEEDS WITH THE DIP TEST INSPECTION PROCESS ON SELLER'S TANK.

6. UPON SUCCESSFUL DIP TEST, SELLER PROCEEDS WITH THE VESSEL-TO-TANK TRANSFER OF THE PRODUCT TO THE BUYERS SECURED SHORE TANK AT THE LOADING PORT.

7. BUYER MAKES 100% PAYMENT BY MT103 TT WIRE TRANSFER FOR THE TOTAL PRODUCT INJECTED INTO THE TANK.

8. SELLER PAYS ALL INTERMEDIARY INVOLVED IN THE TRANSACTION, AND SUBSEQUENTLY MONTHLY SHIPMENT CONTINUES AS PER TERMS AND CONDITIONS OF THE SALES AND PURCHASE AGREEMENT CONTRACT BETWEEN BUYER AND SELLER.

9. SELLER ISSUES DRAFT CONTRACT TO BUYER TO REVIEW FOR R&E MONTHLY DELIVERIES

TTO/TTT/TTVSINGAPORE PORT PROCEDURE(FOB)

1. BUYER ISSUES ICPO ALONG WITH BUYER POF, CIS TO SELLER COMPANY VIA SELLER/BUYER MANDATE REPRESENTATIVE.

2. SELLER ISSUES ALLOCATION COMMERCIAL INVOICE (CI) TO BE SIGN BY BUYER AND RETURN TO SELLER WITHIN 24HR.
3. THE SELLER TO PROVIDE THE BUYER PPOP A. TSR
B. CERTIFICATE OF PRODUCT ORIGIN.
C. STATEMENT PRODUCT AVAILABILITY
D. COMMITMENT LETTER TO SUPPLY THE PRODUCT
E. AUTHORIZATION TO SELL AND COLLECT (ATSC)
F. ATV
4. THE BUYER CONTACTS THE SELLER'S TANK FARM COMPANY TO OBTAIN A 3-DAY PAYMENT INVOICE (BUYER MUST COMPLETE AND PAY WITHIN 2 WORKING DAYS - USED TO EXTEND THE SELLER'S TANK FOR 3 DAY) SO THAT THE DIP TEST CAN BE CONDUCT. (AFTER THE CONFIRMATION OF THE TSR FROM JURONG PORT VIA EMAIL)
5. SELLER ISSUES THE FOLLOWING DOCUMENTS TO BUYER: A. TSR- TANK STORAGE RECEIPT
B. FRESH SGS LESS THAN 48HRS
C. PRODUCT PASSPORT ANALYSIS
D. COMPANY CERTIFICATE
E. EXPORT LICENSE
6. THE BUYER MAY REQUEST 3 WORKING DAYS TO PERFORM 2ND DIP TEST, AND UPON SATISFACTORY SGS INSPECTION RESULT, BUYER PAYS THE SELLER VIA MT103 OF THE TOTAL PRODUCT VALUE AND SELLER PAY ALL THE INTERMEDIARIES INVOLVED SUCCESSFULLY AS PER NCNDA/IMFPA.
7. SELLER TRANSFERS PRODUCTS TITLE OWNERSHIP TO BUYER'S NAME OR INJECT THE PRODUCT
8. SELLER ISSUE CONTRACT AGREEMENT LETTER TO BUYER FOR ROLL OVER TO CONTRACT OF 12 MONTHS REFINERY WORKING PROCEDURES (FOB TTT)
 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)
 - C. CERTIFICATE OF ORIGIN
 - D. ATSC (AUTHORIZATION TO SELL AND COLLECT)
 - E. STATEMENT OF AVAILABILITY OF PRODUCT
 - F. 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.
 7. SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION ACCORDING TO THE SIGNED NCNDA/IMFPA

CIF PROCEDURE

1. BUYER ISSUES ICPO / LOI WITH FULL BANKING DETAILS ALONG WITH PASSPORT COPY
2. SELLER ISSUE SALES AND PURCHASE AGREEMENT SPA
3. UPON SIGNING THE CONTRACT, THE SELLER WILL LEGALIZE AND REGISTER THE HARDCOPIES OF THE CONTRACT
4. SELLER TRANSFERS TITLE TO BUYER'S NAME AND BOTH PARTIES ENDORSES THE CHARTER PARTY AGREEMENT WITH THE SHIPPING COMPANY
5. SELLER SENDS TO BUYER THE LEGALIZED AND NOTARIZED HARD COPIES SPA ALONGSIDE THE SHIPPING DOCUMENTS AND (PPOP) AS LISTED BELOW VIA EMAIL
 - A. Partial Proof Of Product
 - B. Authorization To Sell (ATS)
 - C. Letter Of Commitment To Supply
 - D. Product Passport
 - E. Certificate Of Origin
 - F. Company Registration Certificate
 - G. Letter Of Conformity

6. UPON RECEIPT OF THE PPOP DOCUMENTS FROM THE SELLER, SELLER AND BUYER PAYS FOR THE FREIGHT COST TO THE SHIPPING COMPANY WILL BE DEDUCTED FROM THE PAYMENT OF THE PRODUCT
7. UPON CONFIRMATION OF THE PAYMENT TO THE SHIPPING COMPANY, SELLER BANK SENDS SHIPPING {BILL OF LADING & VESSEL'S Q88} AND POP DOCUMENTS TO THE BUYER'S BANK
8. SELLER ISSUES 2% PERFORMANCE BOND AND SSG REPORT AT LOADING PORT.
9. THE BUYER'S BANK WILL SWIFT TO SELLER BANK SBLC/ MT760 TO THE SELLER'S BANK.
10. SHIPMENT WILL COMMENCE WITHIN 10-14 DAYS UPON RECEIVING MT760 PAYMENT GUARANTEE FROM THE BUYER'S BANK AND UPON ARRIVAL OF THE CARGO AT THE DISCHARGE PORT, PAYMENT WILL BE MADE FOR THE PRODUCT BY THE BUYER VIA T/T WIRE TRANSFER AFTER CIQ/SGS INSPECTION AT DISCHARGE PORT.
11. SELLER WILL RELEASE PAYMENTS TO THE INTERMEDIARIES INVOLVED WITHIN 48 HOURS OF RECEIVING THE PAYMENT FOR THE PRODUCT FROM THE BUYER'S BANK.
12. UPON THE FIRST SHIPMENT DELIVERY AND RECEIPT OF PAYMENT, BUYER'S BANK WILL ISSUE AN IRDLC WHICH WILL BE REVOLVING FOR 11 MONTHS TO THE SELLER'S BANK AND PAYMENTS WILL BE MADE AT SIGHT AGAINST CIQ / SGS INSPECTION AT THE DISCHARGE PORT

CIF PROCEDURE

- 1 THE BUYER ISSUES THE ICPO TO THE SELLER.
- 2) THE SELLER ISSUES THE DRAFT CONTRACT SPA FOR THE BUYER TO SIGN AND RETURN.
- 3) THE SELLER SENDS COPY OF THE APPROVED, FINAL CONTRACT TO THE BUYER ALONG WITH BELOW PARTIAL - POP DOCUMENTS.
 - (A) Commitment To Supply.
 - (B) Certificate Of Origin
 - (C) Statement Of Product Availability
 - (D) Product Passport
 - (E) Proforma Invoice For The First Value Shipment.
- 4 WITHIN 7 BANKING DAYS, BUYER'S BANK SENDS IRREVOCABLE OPERATIVE SBLC VIA MT760 OR DLC VIA MT700 ACCORDING TO SELLER'S FIDUCIARY BANK VERBIAGE TO SELLER NOMINATED FIDUCIARY OFFSHORE BANK ACCOUNT FOR FIRST MONTH SHIPMENT. SHOULD BUYER FAIL TO ISSUE PAYMENT INSTRUMENT WITHIN 7 BANKING DAYS, THE BUYER WILL MAKE A DEPOSIT BASE ON MUTUAL AGREED BY BOTH PARTIES FOR SECURITY GUARANTEE TO ENABLE SELLER CHARTER VESSEL AND COMMENCE SHIPMENT, AND THIS PAYMENT WILL BE DEDUCTED FROM THE TOTAL COST OF THE PRODUCT AFTER INSPECTION AT THE DISCHARGE PORT,
- 5 SELLER'S BANK ISSUES FULL POP DOCUMENTS TO THE BUYER'S BANK ALONGSIDE WITH 2% PERFORMANCE BOND (PB2%).
 - A) Copy Of License To Export, Issued By The Department Of The Ministry Of Energy, Kazakhstan.
 - B) Copy Of Approval To Export, Issued By The Ministry Of Justice, Republic Of Kazakhstan
 - C) Copy Of Statement Of Availability Of The Product.
 - D) Copy Of The Refinery Commitment To Produce The Product.
 - E) Copy Of Transnet Contract To Transport The Product To The Loading Port.
 - F) Copy Of The Port Storage Agreement.
 - G) Copy Of The Charter Party Agreement To Transport The Product To Discharge Port
 - H) Copy Of Vessel Questionnaire 88
 - I) Copy Of Bill Of Lading.
 - J) SGS Report At Loading Port.
 - K) Dip Test Authorization (DTA) & ATBL) NOR /ETA
 - M) Certificate Of Ownership Transfer
 - N) Allocation Transaction Passport Code Certificate (ATPCC) By Ministry Of Energy.
- 6 SHIPMENT COMMENCES AS PER SIGNED CONTRACT DELIVERY SCHEDULE AND THE SHIPMENT SHOULD ARRIVE AT BUYER'S DISCHARGE PORT WITHIN 5-24 DAYS. THE SGS INSPECTION WILL BE BORNE BY THE SELLER AT THE LOADING SEAPORT AND THE BUYER AT THE UNLOADING SEAPORT.
7. UPON SUCCESSFUL PRODUCT CONFIRMATION AGAINST SGS/CIQ REPORT OF QUALITY AND QUANTITY AT DESTINATION PORT, THE BUYER MAKES PAYMENT BY MT103. SELLER WITHIN SEVENTY-TWO (72) HOURS, COMMISSIONS PAYS INTERMEDIARIES INVOLVED IN THE TRANSACTION.

LLP KO OIL PETROLEUM

КО ОЙЛ ПЕТРОЛЕУМ

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TTO PROCEDURE

1. BUYER ISSUE ICPO.
2. SELLER PROVIDES MOU AND CI TO BE SIGNED BY BUYER AND SELLER.
3. SELLER AND BUYER ENDORSE THE CI AND MOU.
4. SELLER PROVIDE FOLLOWING DOCUMENTS:
 - A) Bill Of Lading,
 - B) Vessel Q88,
 - C) Vessel Details,
 - D) Ullage Report,
 - E) Cargo Manifest,
 - F) Product Passport (Indigenous Dip Test),
 - G) Certificate Of Origin
 - H) Statement Of Product Availability.
5. BUYER PAYS THE NEGOTIATED DEPOSIT. THEN SELLER PROVIDES ATV ON BOARD AND PRODUCT TITLE TRANSFER CERTIFICATE ALONGWITH NCNDA/IMFPA
7. BUYER PAYS REMAINING BALANCE IN FULL AFTER CIQ/GSG TEST CONFIRMS Q&Q



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