

Date of Issue: 5th January 2026

Expires: 30th December 2026

TO BUYER/BUYER'S REPRESENTATIVES

CIF/FOB ROTTERDAM, /HOUSTON/RUSSIAN PORT.

“PRIVATE COMPANY ATRIA LTD” is a legal and official representative to a reputable/reliable refinery willing and ready to supply to you the below listed petroleum products in Kazakhstan and Rotterdam/Houston ports.

EASTERN SIBERIA PACIFIC OCEAN OIL (ESPO)

Minimum Quantity: 500,000 Barrels per Month

Maximum Quantity: 5,000,000 Barrels per Month

CIF Price: Gross USD \$ 54.00BBL NET/ USD \$50.00 NET on CIF

FOB Price: Gross USD \$ 50.00BBL NET / USD \$46.00 NET on FOB

DIESEL GAS D2 OIL GOST 305-82

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

CIF Price: Gross USD \$ 330.00MT NET / USD \$ 320.00MT on CIF

FOB Price: Gross USD \$ 320.00MT NET / USD \$ 310.00MT on FOB





MAZUT M100 GOST -10585/75/99

Minimum Quantity: 10,000 Metric Tons per Month
Maximum Quantity: 500,000 Metric Tons per Month
CIF Price: Gross USD \$290.00/ USD \$ 280.00 NET on CIF
FOB Price: Gross USD \$280.00 / USD 270.00 NET on FOB

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Minimum Quantity: 500,000 Barrels per Month
Maximum Quantity: 5,000,000 Barrels per Month
CIF Price: Gross USD \$ 84.00BBL NET/ USD \$80.00 NET on CIF
FOB Price: Gross USD \$ 80.00BBL NET / USD \$76.00 NET on FOB

VIRGIN FUEL OIL D6

Minimum Quantity: 400,000,000 Gallons per Month
Maximum Quantity: 800,000,000 Gallons per Month
CIF Price: Gross USD \$ 0.80 / USD \$ 0.78 NET on CIF
FOB Price: Gross USD \$ 0.78 / USD \$0.76 NET on FOB

CRUDE GOST 51 858-2002 / GOST 9965-76

Minimum Quantity: 10,000 Barrels per Month
Maximum Quantity: 3,000,000 Barrels per Month
CIF Price: Gross USD \$56.00 / USD \$ 54.00 NET on CIF
FOB Price: Gross USD \$54.00 / USD \$ 52.00 NET





LIQUIDIFIED PETROLEUM GAS. GOST 20448-90

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 1,000,000 Metric Tons per Month

CIF Price: Gross USD \$ 300.00MT / USD \$ 290.00MT NET on CIF

FOB Price: Gross USD \$ 290.00MT / USD \$ 280.00MT NET on FOB

LIQUEFIED NATURAL GAS (LNG) LIFTABLE QUANTITY

Minimum Quantity: 100,000Metric Tons Per Month

Maximum Quantity: 400,000Metric Tons Per Month

CIF Price: Gross USD \$ 280.00MT / USD \$ 270.00MT NET on CIF

FOB Price: Gross USD \$ 270.00MT / USD \$ 260.00MT NET on FOB

FUEL OIL CST-180

Minimum Quantity: 10,000 Metric Tons per Month Maximum Quantity:
500,000 Metric Tons per Month

CIF Price: Gross USD\$260.00/ USD\$250.00 NET on CIF

FOB Price: Gross USD \$250.00/ USD \$240.00 NET on FOB

UREA 46% PRILLED & GRANULAR

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 50,000 Metric Tons Month

CIF Price: Gross USD \$ 240.00 / NET USD \$ 230.00 on CIF

FOB Price: Gross USD \$ 230.00 / NET USD \$ 220.00

FOB/Novorossiysk/Rotterdam.

JET A1 FUEL

Minimum Quantity: 500,000 Barrels per Month

Maximum Quantity: 5,000,000 Barrels per Month

CIF Price: Gross USD \$ 84.00BBL NET/ USD \$80.00 NET on CIF

FOB Price: Gross USD \$ 80.00BBL NET / USD \$76.00 NET on FOB



CRUDE OIL REBCO 51 GOST 8582002

Minimum 500,000 Bbl Trial Shipment
Maximum: 3.000,000 Bbl Monthly
CIF: \$40.00 USD Gross/\$36.00 USD Net Per Bbl
FOB: \$36.00 Gross/\$32 Net
COMMISSION: \$2 Buyer side and \$2 Seller Side

DI-AMMONIUM PHOSPHATE (DAP)

Minimum Quantity: 5,000 MT
Maximum Quantity 100,000 MT
FOB Price: Gross 330 USD Net 320 USD
CIF Price: Gross 350 USD Net 340 USD Commission 5 USD Seller side, 5 USD Buyer side.

DIESEL GAS OIL ULTRA-LOW SULPHUR DIESEL (EN590)

Minimum Quantity: 20,000 metric tons
Maximum Quantity: 300,000 metric tons
CIF price: GROSS USD \$440.00 MT NET: USD \$ 430.00 MT
FOB Price: GROSS USD \$ 430.00 MT NET: USD \$ 420.00 MT

BASE OIL

SN 100 - \$320 Gross / 310 Net
BS 150 - \$330 Gross / 320 Net
SN150 - \$300 Gross / 290 Net
SN 300 - \$320 Gross / 310 Net
SN 500 - \$330 Gross / 320 Net
COMMISSION STRUCTURE: \$5 USD seller side and \$5 USD buyer side





GASOLINE RON95

Minimum 50,000 MT Trial Shipment Maximum 500,000 MT Monthly

CIF: \$320 Gross / \$310 Net Per MT

FOB: \$310 GROSS/\$300 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 2% 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 transfers 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 Russian Standard GOST R 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 remain 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 R
- 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, 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.

CIF AWSP PROCEDURES.

1. Buyer accepts sellers working procedures and issues ICPO with Passport copy of buyer.

2) Seller issues/ send draft copy of sales & purchase agreement to buyer, open for amendments.

3) Buyer returns to seller signed sales & purchase agreement with provision of Buyer's Vessel Charter Party Agreement (CPA) from Russian charter company for approval, (CPA must reflect Seller's refinery name as supplier). along with letter of acceptance.

4. Upon CPA verification and approval, Seller issues/ send the following PPOP documents to Buyer.

- A. Commitment to supply
- B. Availability of product





- C. Analysis Report issued by GOST R
- D. Certificate of Origin

5. Seller and buyer contact the shipping company and request for payment invoice for both seller and buyer to finalize the charges, and Both parties equally share cost of charter covering one month voyage for quantity of trial order. Buyer and Seller will receive the Q88/bill of lading/vessel tanker details.

6. Upon Vessel arrival at buyer Port of Destination, Seller issue ATB/DTA for buyer/buyer's inspection team to conduct CIQ or its equivalents.

7. Buyer pays for product amount via MT103 and Seller Transfer ownership Title / Full POP to buyer's name.

8. Buyer discharges the product and Seller pays commissions within 48 hours.

FOB PROCEDURES TANK TO VESSEL

1. Buyer issues ICPO addressed to Seller/Mandate with Seller's procedure incorporated on it, buyer's company details, banking details, passport copy with letter confirming readiness, wiliness and capability to carry out the transaction.

2. Seller issues commercial invoice (CI) for the available quantity of product in seller's leased tank to buyer.

3. Buyer signs and returns the Commercial Invoice along with Buyer's Charter Party Agreement (CPA).

4. Seller issues to buyer Tank-to-Vessel Injection Agreement (TTVIA) to be endorsed by both Seller, buyer and buyer's Logistic Company.

5. Upon returned of the endorsed TTVIA, Seller release to buyer the following PPOP documents; Commitment Letter to Supply





Export License

Tank Storage Receipt TSR.

Authorization to Verify ATV (Through call or email)

6. Buyer contact the seller's leased Storage Company to verify the availability of the product and to obtain access to enable buyer and his inspection team to conduct dip test on the product in the tank.

7. Seller issue DTA for buyer to proceed of the dip test upon confirmation of buyer securing legal access to the product.

8. Buyer and his SGS Inspection team conduct dip test on the product in the tank.

9. Upon satisfactory result of the dip test, Seller's storage Company issue to buyer, the Notice of Readiness (NOR) to inject the product.

10. Buyer provide Q88 and ATI from his Logistic Company and also make available the Vessel for the injection process to commence as schedule.

11. Upon completion of the Injection, Seller releases to buyer the below POP documents. Product SGS Report.

Pipeline Injection Report.

Authority to Sell and Collect (ATSC) Product passport (analysis test report).

Certificate of Origin

12. NCNDA/IMFPA is sign by intermediaries of both seller and buyer.

13. Buyer immediately pays for the total cost of the product value injected into the vessel through MT103 TT wire transfer.

14. Seller Upon receipt of the payment, pays all intermediaries involve in the transaction.

15. Seller issues title change/transfer of product to buyer.





OFFICIAL TRANSACTION PROCEDURES ON SPOT FOB ROTTERDAM PORT

1. The Buyer sends ICPO on receipt and acceptance of the Seller's Soft Offer.
2. Seller issues Commercial Invoice (CI), buyer's signs and returns to seller.
3. The Buyer signs and returns the CI to Seller with Copy of International Passport (Data Page)
4. The Seller issues the readiness to inject and UDTA, ATSC, the buyer extends seller tank for minimum of 5 days to enable the buyer to conduct Dip test in the seller tank.
5. Buyer makes 5days TSR invoice payment to the seller's Storage Facility via MT103.
6. Upon confirmation of payment via seller's Tank Administrator, The Buyer contacts the Seller Tank Administrator to execute the Quality & Quantity, and to register in the Tank Farm Terminal prior to the Inspection.
7. Upon the Successful Dip Test Inspection in the Sellers Tank, the Buyer Submits the TSR from his Tank Farm or NOR from his Shipping Company, and Seller Injects the product into the Buyer Tank or Vessel. or the Buyer takes over the seller's tanks.
8. The Seller releases the Complete POP Documents to the Buyer, including the following documents: • Resource Confirmation Letter (issued by the End-Refinery).
9. The Buyer issues 100% payment for the total product by MT103/TT Wire Transfer to the Seller.





10. The Seller transfers the product title with the complete POP Documents to the Buyer and pays the commission to the Intermediaries as per Master Fee Agreement

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.





NOTE: Prices are negotiable, and we seriously follow the above procedure.



PRIVATE COMPANY ATRIA LTD
Abisheva Ainura Nurlybekovna
General Director

