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ASIA OIL PRODUCTS  
COMPANY LLP



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Ref: AOPCLLP/SCO39/0058153

Date of Issue: 20-04-2026

Expiring Date: 20 -06-2026

ATTN: Principal Buyer's / Buyer's Mandate.

**SOFT COOPERATE OFFER**

We "ASIA OIL PRODUCTS COMPANY, LLP." in Collaboration with our Business partners, hereby issue this binding offer with full corporate responsibility; we confirm and certify that Seller has the intention and capacity to supply the commodities according to the terms and conditions herein stipulated. We Confirm and Certify that. We have the intention and Capacity to Supply the product listed below according to the non-negotiable procedure terms and Condition.

**JET A1-JPA1 COLONIAL GRADE**

Minimum Quantity: 500.000BBL – 2,000,000BBL - Per Month

Price FOB/CIF: Gross \$ 94 – Net \$ 92

Quality: SGS or similar Inspection

Commission: \$ 2 seller side (open), \$ 1 Buyer side (open) \$1

Payment Terms: MT103

**D6 VIRGIN FUEL OIL**

Minimum Quantity: 10.000,000 – 400,000,000 GALLON - Per Month

Price FOB/CIF: Gross \$ 0.98 – Net \$ 0.96

Quality: SGS or similar Inspection

Commission: \$ 0.04 seller side (open), \$ 0.02 Buyer side (open)\$0.02

Payment Terms: MT103

**LCO - LIGHT CYCLE OIL**

Minimum Quantity: 10.000MT – 300,000MT - Per Month

Price FOB/CIF: Gross \$ 260 – Net \$ 250

Quality: SGS or similar Inspection

Commission: \$ 10 seller side (open), \$ 5 Buyer side (open) \$5

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Payment Terms: MT103

### **DIESEL-GAS OIL (Diesel D2)**

Minimum Quantity: 10.000MT – 100,000MT - Per Month

Price FOB/CIF: Gross \$ 550 – Net \$ 540

Quality: SGS or similar Inspection

Commission: \$ 10 seller side (open), \$ 5 Buyer side (open) \$5

Payment Terms: MT103

### **ESPO CRUDE OIL**

Minimum Quantity: 1,000,000BBL – 5,000,000BBL- Per Month

Price FOB/CIF: Gross \$ 70 – Net \$ 68

Quality: SGS or similar Inspection

Commission: \$ 2 seller side (open), \$ 1 Buyer side (open) \$1

Payment Terms: MT103

### **DIESEL FUEL EN590 10PPM**

Minimum Quantity: 10.000MT – 200,000MT - Per Month

Price FOB/CIF: Gross \$ 520 – Net \$ 510

Quality: SGS or similar Inspection

Commission: \$ 10 seller side (open), \$ 5 Buyer side (open) \$5

Payment Terms: MT103

### **AGO**


Minimum Quantity: 10.000MT – 200,000MT - Per Month


Price FOB/CIF: Gross \$ 250 – Net \$ 240


Quality: SGS or similar Inspection

Commission: \$ 10 seller side (open), \$ 5 Buyer side (open) \$5

Payment Terms: MT103

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

Minimum Quantity: 10.000MT – 200,000MT - Per Month

Price FOB/CIF: Gross \$ 580 – Net \$ 570

Quality: SGS or similar Inspection

Commission: \$ 10 seller side (open), \$ 5 Buyer side (open) \$5

Payment Terms: MT103

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

Minimum Quantity: 10.000MT – 200,000MT - Per Month

Price FOB/CIF: Gross \$ 580 – Net \$ 570

Quality: SGS or similar Inspection

Commission: \$ 10 seller side (open), \$ 5 Buyer side (open) \$5

Payment Terms: MT103

### **UREA 46**

Minimum Quantity: 10.000MT – 200,000MT - Per Month

Price FOB/CIF: Gross \$ 250 – Net \$ 240

Quality: SGS or similar Inspection

Commission: \$ 10 seller side (open), \$ 5 Buyer side (open) \$5

Payment Terms: MT103

### **TERMS OF NEGOTIATION**

**Products Origin:** Kazakhstan Origin.

**Delivering port:** ASWP

**Incoterms:** FOB/CIF

**Loading Port:** Aktau Port/ Fujairah, Vladivostok, Nakhodka, Rotterdam, Houston, & AWSP

**Payment Terms:** MT103 T/T.

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**Inspection:** SGS or Similar

**Commission:** Seller's Mandate on Seller Side 50% & Buyer's Mandate on Buyer Side – 50% accordingly.

**Insurance:** Paid by Seller, covering 100% of Shipment Value

### FOB(TTT) TRANSACTION PROCEDURES

1. Buyer issues ICPO along with the following documents. Buyers TSA, Company Certificate of Registration or Company Profile and buyers in accordance with seller's delivery transaction terms.

2. Seller issues Commercial Invoice and Tank to Tank Injection Agreement to be countersigned by the buyers and buyer logistic company.

3. Upon receipt of the countersigned Commercial Invoice and Tank to Tank Injection Agreement, seller provides the following documents for buyer to verify the product in seller's tank.

A. Fresh SGS Report, B. Tank Storage Receipt (TSR), C. Authority to Verify, D. Dip Test Authorization Letter (UDTA), E. Authorization to Sell & Collect, F. NCNDA/IMFPA, G. Certificate of Origin

H. Statement of Product Availability, I. Injection Report, J. Product Passport (Includes product analysis report, K. Export License.

4. NCNDA/IMFPA will be signed, buyer within 24 hours after successful dip test in seller's tanks provides tank storage receipt (TSR), seller proceed for tank-to-tank injection and provide buyer with the injection report of the product into buyer's tanks.

5. Buyer makes payment for total cost of the product injected into buyer's tanks via MT 103, 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 signing of contract with buyer

### REFINERY APPROVED FOB PROCEDURE - TANK TO VESSEL

1. Buyer issues ICPO in compliance with Seller's procedure along with Buyer's bank details, company information and passport copy.

2. Seller confirms Buyers ICPO and issues Commercial Invoice (CI) with product quantity in storage tank facility to Buyer for review and endorsement.

3. Buyer reviews and signs CI and return to Seller along with Buyer's Charter Party Agreement (CPA) from reliable logistics company for Seller's confirmation and approval.

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4. Seller confirms Buyer's CPA after which Seller issues Appointment Letter for SGS report inspection to be signed by Buyer and his logistics company. (Buyer should fill details of Q88 in appointment letter then get POP).

5. Upon receipt of the signed Appointment Letter for SGS report inspection, Seller releases the following Proof of Product (POP):

a. Fresh SGS report (Not older than 24 hours), b. Tank Injection Report., c. Tank Storage Receipt (TSR) with GPS coordinates., d. Unconditional Dip Test Authorization (UDTA).

e. Statement of Product Availability., f. Authority to Verify and inspect (physical inspection).

g. Authorization to sell and collect (ATSC).

6. Buyer conducts Dip Test in Seller's tank storage facility. Upon successful Dip Test, Seller commences product injection into Buyer's vessel upon presentation of Q88.

7. After product injection Buyer makes payment for the total product cost by TT Wire Transfer to Seller's nominated bank account.

8. Seller transfers title ownership documents to the Buyer.

9. Seller pays commissions according to the NCNDA/IMFPA agreement.

#### REFINERY WORKING PROCEDURES (FOB)

1. The buyer sends a company profile along with buyer passport and issued ICPO with TSA, seller verify and approved TSA.

2. Seller issue CI of the products in seller tank at the port, buyer sign and return CI with an acceptance letter and TSR of 2 days or more to known that buyer already have tank to lift the product.

3. Upon received and confirmation of buyer TSR with acceptance letter of proceeding without delay in the transaction, Seller sends the copy of SGS report (not older than 48 hours) strictly to the buyer company only without any third party only to verified the SGS.

4. Upon confirmation of a successful verification of the SGS report by the buyer, buyer proceed to rent his tank for the period of days that will be enough for injection of the product into buyer tank.

5. Seller issue the following POP document to the buyer for buyer conducts dip test on the products at his own

expenses. –

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Authorization to verify physically the products in the seller tank

TSR

UDTA

Product Passport

Injection Reports

Fresh SGS Report

Certificate of origin

Export license

Allocation Certificate


A TSC


6. Seller inject the fuel into buyer leased storage tank Following the completion of the dip test, then buyer make 100% payment by MT103 TT wire transfer for the total products.


7. After payment seller returns the title deeds to buyer and seller pays all the intermediaries Commission on the seller side with the buyer side.

### TANK TO TANK FOB 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 four (4) day buyer tank storage as a commitment to supply and upon confirmation of seller payment by buyer tank operator buyer immediately pay additional 1 day 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

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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

### TRANSACTION PROCEDURE FOR CIF-ASWP

1. The buyer submits an ICPO, Company Profile, and Copy of Identification documents of the signatory (International Passport).

2. The seller issues a Sales & Purchase Agreement (SPA). The buyer reviews the draft contract, signs, and returns a copy to the seller along with a Letter of Readiness within five (5) days.

3. The seller provides partial POP documents to the buyer via email, including a Commitment to Supply, Product Availability, Certificate of Origin, and Product Passport.


4. The seller provides the buyer with shipping company details. The buyer contacts the shipping company to finalize Charter Party Agreement (CPA) fees, with both parties sharing the first-month freight fee equally. The buyer's share is deducted from the first beach delivery upon confirmation of Quality and Quantity (Q/Q) at the unloading port.


5. All parties sign a Non-Circumvention, Non-Disclosure, and Irrevocable Master Fee Protection Agreement (NCNDA/IMFPA) to protect commissions.


6. The seller's bank issues full POP documents to the buyer, including approvals, Bill of Lading, Fresh SGS Reports, Dip Test Authorization (DTA), loading schedules, refinery commitments, transportation contracts, Allocation Transaction Passport Code Certificate (ATPCC), licenses, charter party agreements, Notice of Readiness (NOR), Certificate of Ownership Transfer, Vessel Questionnaire 88, and storage agreements.

7. Shipment begins as per the signed contract delivery schedule. The shipment is expected to arrive at the buyer's discharge port within 5-24 days. The seller bears the cost of SGS inspection at the loading port, while the buyer bears the cost at the unloading port.

8. Upon vessel arrival at the discharge port, the seller issues an Authorization to Berth (ATB) to the buyer. The buyer conducts a Dip Test in the vessel tanker to confirm Quality and Quantity (Q&Q).

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9. The buyer makes payment via MT103 or TT Wire transfer for the total product. The seller pays all intermediaries as per the executed paymaster agreement and changes the title of ownership to the buyer's name.

### PROCEDURE TITLE TAKE OVER (TTO)

- 1 Buyer issues official ICPO with banking details and company registration certificate.
- 2 Seller issues MOU for both parties to sign within 24 hours, buyer signs and send back with guarantee letter to fulfil the contractual agreement.
- 3 Seller issue POP documents which were issued in the initial buyer company's name as listed below:
  - A) Certificate of Origin
  - B) Product quality passport
  - C) Bill of Lading
  - D) Freight cargo Manifest
  - E) Vessel NOR
  - F) Vessel Q88
  - G) Vessel ETA
  - H) Invoice for security guarantee deposit
4. Upon buyer receipt of documents, buyer verifies the availability of the product on high sea and makes payment by cash deposit of 3% of the total cost of product value within 24 hours for the title takeover of the tanker/transaction guarantee.
5. Upon seller's receipt of the title takeover payment, seller transfers the title to the potential buyer company's name and also re-issues all other outstanding documents to the potential buyer company's name and send via swift from seller's bank to buyer's bank to full prove the product.
6. Vessel Changes Route and arrives the discharge port and buyer carry out the CIQ/SGS inspection and upon a successful inspection; buyer makes the remaining balance payment of 97% by MT103 T/T to complete the full product to the seller after CIQ / SGS at the discharge port.
7. Seller pays all intermediary involved in the transaction within 48 hours
8. Seller and buyer sign yearly contract



Yours Sincerely

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Tel: +77073258875.

Thank you for considering ASIA OIL PRODUCTS COMPANY LLP.

Mr. Kanafin Kasym Alibekovich

Seller Official Mandate

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