



АДРЕС: Astana, Yesil District, Dostyk street, 13/3  
ТЕЛЕФОН: +77751162954  
Э-Пошта: [contact@atriatrading-llc.com](mailto:contact@atriatrading-llc.com) ; [info@atriatrading-llc.com](mailto:info@atriatrading-llc.com)  
БСН: 221040043833

To: End Buyers/Buyer's Representatives  
Valid till: 27.11.2026

### SOFT CORPORATE OFFER

We, "ATRIA TRADING" LLC with legal responsibility under penalty of perjury hereby, confirm the availability and capability to supply the underlisted products for immediate Spot and Contract sales. The supply is guaranteed to meet the specification and pass through the stringent requirement 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 buyer's representatives and mandates will be considered.

**ORIGIN: KAZAKHSTAN**

**DELIVERING PORT: CIF/FOB/TTO/TTV/TTT TRANSACTION**

**INCOTERMS: COST INSURANCE & FREIGHT**

**LOADING PORT: AKTAU/SEMEY/ROTTERDAM/HOUSTON PORTS**

**PAYMENT TERMS: MT103 / USD / USDT / (SBLC/DLC)**

**INSPECTION: SGS**

**INSURANCE: PAID BY SELLER COVERING 110% OF THE SHIPMENT VALUE**

#### **JET A1 FUEL**

Minimum Quantity: 2,000,000 Barrels/Month

Maximum Quantity: 5,000,000 Barrels/Month

CIF Price: Gross USD \$74.00BBL NET/USD \$70.00 NET

FOB Price: Gross USD \$70.00BBL NET/USD \$66.00 NET

COMMISSION: \$2 / \$2

#### **AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL**

Minimum Quantity: 2,000,000 Barrels/Month

Maximum Quantity: 5,000,000 Barrels/Month

CIF PRICE: \$78 GROSS / \$76 NET

FOB PRICE: \$69 GROSS / \$67 NET

COMMISSION: \$1 / \$1

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

Minimum Quantity: 100,000 metric tons

Maximum Quantity: 500,000 metric tons

CIF PRICE: \$500/490 USD/METRIC TON CIF, ASWP

FOB PRICE: \$490/480 USD/METRIC TON FOB, ROTTERDAM.

COMMISSION: \$5 / \$5

#### **UREA 46% PRILLED & GRANULAR**

Minimum Quantity: 100,000 Metric Tons/Month

Maximum Quantity: 500,000 Metric Tons/Month

PRICE: \$390/380 USD/METRIC TON CIF, ASWP

PRICE: \$350/340 USD/METRIC TON FOB, ROTTERDAM.

COMMISSION: \$5 / \$5



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#### **VIRGIN FUEL OIL D6**

Minimum Quantity: 4,000,000,000 Gallons/Month  
Maximum Quantity: 800,000,000 Gallons/Month  
CIF Price: Gross USD \$0.70 / USD \$0.65 NET  
FOB Price: Gross USD \$0.65 / USD \$0.60 NET  
COMMISSION: \$0.2.5/ \$0.2.5

#### **LIQUIDIFIED PETROLEUM GAS**

Minimum Quantity: 10,000 Metric Tons/Month  
Maximum Quantity: 500,000 Metric Tons/Month  
CIF PRICE: \$410 GROSS / \$390 NET  
FOB PRICE: \$360 GROSS / \$350 NET  
COMMISSION: \$5 / \$5

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

Minimum Quantity: 100,000Metric Tons/Month  
Maximum Quantity: 500,000Metric Tons/Month  
CIF PRICE: \$420 GROSS / \$410 NET  
FOB PRICE: \$410 GROSS / \$400 NET  
COMMISSION: \$5 / \$5

#### **DIESEL GAS D2 OIL**

Minimum Quantity: 100,000 Metric Tons per Month  
Maximum Quantity: 500,000 Metric Tons per Month  
CIF PRICE: \$420/410 USD per Metric Ton CIF, ASWP  
FOB PRICE: \$410/400 USD PER METRIC TON FOB, ROTTERDAM.  
COMMISSION: \$5 / \$5

#### **PETROLEUM COKE**

Minimum Quantity: 100,000MT per Month  
Maximum Quantity: 500,000MT per Month  
CIF Price: USD \$ 90.00MT/USD \$ 80.00 NET  
COMMISSION: \$5 / \$5

#### **LIGHT CYCLE OIL (LCO)**

Minimum Quantity: 100,000 MT per Month  
Maximum Quantity: 500,000 MT per Month  
CIF Price: USD \$ 270.00MT/USD \$ 260.00 NET  
COMMISSION: \$5 / \$5

#### **BITUMEN GRADE60/70 AND 80/100**

Minimum Quantity: 100,000 MT per Month  
Maximum Quantity: 500,000 MT per Month  
CIF PRICE: \$400/390 USD PER METRIC TON CIF, ASWP  
FOB PRICE: \$400/380 USD PER METRIC TON FOB, ROTTERDAM.



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**NOTE: ALL PRICES ARE NEGOTIABLE. SELLER'S PROCEDURES ARE NON-NEGOTIABLE... (EXCEPT IN CASES WHERE THERE'S A MUTUAL AGREEMENT BETWEEN THE SELLER AND BUYER).**

### **TTO TRANSACTION PROCEDURE**

1. Buyer Issues Irrevocable Corporate Purchase Order (ICPO) with Guaranteed Letter to take over Title of the Product.
2. Seller issues Draft (MOU/TTO) agreement to Buyer to Countersign and return to the Seller.
3. Buyers countersign the original MOU and forward back.
4. Upon the receipt of countersign original MOU from the Buyer, Seller issues the buyer the following documents:
  - \*Statement availability of the product from the ministry of energy
  - \*Guarantee and commitment letter to supply
  - \*Payment invoice of \$105,000 USD for the product allocation procurement.

And once the payment is confirmed then the Seller emails to Buyer the listed document issued in the name of the initial Buyer as stated below via email:

- A) Product passport (Quantity & Quality Dip Test Analysis Report)
- B) Certificate of Origin
- C) Bill of Lading
- D) Tanker Vessel Q88 Document
- E) ETA (Estimated Time of Arrival) Of Vessel
- F) Vessel (NOR.) Notice of Readiness
- G) Ullage Report
- H) Cargo Manifest
- I) Invoice for the Title Transfer Payment (3% of total product value)

5. Upon receiving the documents above, the Buyer verifies the product's availability on the high sea and pays the TITLE TAKEOVER/RE-ROUTING Amount within 48 hours via MT 103 T/T to Seller's Nominated Bank as transaction guarantee. The Seller has the right to provide his fiduciary bank account.
6. Upon Seller receipt of the title takeover payment, Seller Order for Re-Routing to Buyer's Desired Port, Transfers the title to the Potential Buyer's Company's name.
7. Vessel arrives at the discharge port. Buyer carries out the CIQ/SGS inspection, and upon successful inspection, Buyer pays by MT 103. T/T for the total product cost to the Seller.
8. Seller pays commission to Agents, Brokers, and intermediaries involved in the transaction, and negotiations continue for the 12 months' contract to sign with the Buyer based on this contract terms.



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### **CIF TRANSACTION PROCEDURE**

1. Buyer issues Purchase Order upon receipt in acceptance of seller's Soft Offer.
2. Seller issues Draft Sales and Purchase Agreement Contract for buyer's review and signing.
3. Seller send's partial POP to Buyer via email:
  - (a) Statement of Availability of Product
  - (b) Commitment to Supply
  - (c) Product Passport
  - (d) Certificate of Origin
4. Seller appoints and signs charter Party Agreement with the buyer and the shipping Company. Buyer and Seller pay to the shipping company for transporting of the product to buyer's final discharge port.
5. Seller swift the full POP and 2% Performance Bond to buyer's bank. Buyer's Bank swift in return, the Irrevocable Non-Transferable Documentary Letter of Credit to the Seller's Bank.
6. Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port and after SGS/Q&Q or Equivalent inspection immediately Buyer's Bank releases the Total value of the shipping to Seller's Bank within 48hours (two banking days) By MT103.
7. Buyer / Seller pays all intermediaries involved in transaction as per IMFPA within 48 hours.

### **FOB TRANSACTION 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 (CI), 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/buyer Only to Verify SGS Report with A Confidentiality & Non-Circumvent Letter.
4. Upon Confirmation of SGS Report by Buyer's Tank Farm Company/buyer, Seller Request to Lease and Pay the Buyer's Tank For 3 Days, And Buyer Pays His Tank Farm Company For 3 Days After Tank Farm Company Confirmed the Payment from Seller. A Total (6) Days Operational TSR Will Be issued on seller/Buyers Name for A Minimum of xxx to xx... Gals / Bbl./Mt
5. Seller program injection and inject product into paid tank storage and Issues Following Pop Documents to Buyer:
  - \* Q&Q Report.
  - \* Pre-Injection/Injection Report (From Refinery Reservoir to Leased Tanks).
  - \* Unconditional Dip Test Authorization Letter (DTA)
  - \* Authorization To Sell.



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- \* Certificate Of Origin
- \* Authorization To Verify Physically the Product in buyer's Tank (ATV).

6. Buyer and His Testing Teams Conduct a Dip Test on The Product Injected from Seller's Tank to Buyer's Tank along seller issued ATV.

7. Upon Completion of ATV, Seller Issues Full Injected Product Title transfer certificate Report to Buyer and Buyer Makes 100% product Payment Via Mt103 for The Total Value Product Injected into The Buyers' 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. The Subsequent Delivery Shall Commence According to The Terms and Conditions of The Contract.

### **REFINERY APPROVED FOB PROCEDURE - TANK TO TANK / TANK TO VESSEL**

1. Buyer issue icpo in compliance with seller's procedure along with buyer's bank details, Company information and passport copy.

2. Seller confirm buyer's icpo and issues commercial invoice CI with product quantity in Storage tank facility to buyer for review and endorsement.

3. Buyer review and sign commercial invoice CI and return to seller along with buyer's tsa or cpa from reliable logistics/storage company for seller's confirmation and approval.

4. Seller confirm buyer's tank storage agreement/chatter party agreement (cpa/tsa) after which seller issues appointment letter for sgs report inspection to be sign by buyer and his logistics company.

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 coordinate.
- D. Unconditional dip test authorization (dta)
- E. Statement of product availability.
- F. Authority to verify and inspect (physical inspection).
- G. Authority to sell & collect (atsc).

6. Buyer conduct dip test in seller's tank storage facility. Upon successful dip test. Seller commence product injection into buyer's tank upon presentation of tsr.

7. After product injection, buyer makes payment for the total product cost by tt wire Transfer to sellers nominated bank account.

8. Seller transfers title ownership documents to the buyer.

9. The seller pays commissions according to the ncnda/imfpa agreement.



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### **FOB ROTTERDAM/HOUSTON (DIP/PAY) TRANSACTION PROCEDURE OPTION (TTT)**

1. Buyer issues ICPO & Tank storage agreement TSA
2. Seller issue commercial invoice CI to the buyer, buyer sign and return commercial invoice
3. Seller lodge the finalized Commercial Invoice with the bank and seller proceeds to verify buyer tank farm and pay three (3) days buyer tank storage as a commitment to supply and upon confirmation of seller payment by buyer tank operator, buyer immediately pay additional two (2) days to obtain the total of five (5) days tank storage receipt needed for the transaction issued in buyer's 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



Turgambay Gauhar Omirkhanovyna  
GENERAL DIRECTOR