



**KARA PETROLEUM TOO**

BIM: 230740033672

TELEPHONE: +77025737291

ADDRESS: ALMATY, MEDEU DISTRICT,  
CHAIKINOV STREET, BUILDING 14

EMAIL: karapetroleum.too12@gmail.com

Date: 17th January, 2026.  
Due Date: 30th January, 2027.  
To: Buyer/Buyer Mandate

## **SOFT CORPORATE OFFER**

The management of KARA PETROLEUM TOO, with legal responsibility under penalty of perjury hereby confirm the 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 requirements of SGS. "Only direct negotiations from buyers representative shall be considered".

### **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 / Houston / Jurong.

### **COMMISSION STRUCTURE FOR MANDATE / REPRESENTATIVES.**

50% Seller's side / 50% Buyer's side.

Payment terms: MT103-T/T Wire transfer for IMMEDIATE QUANTITY.

INSPECTION: SGS or Similar.

## **PRODUCT PRICE LIST.**

### **DIESEL GAS D2 OIL**

Minimum Quantity: 10,000MT – 100,000MT – Per Month Price: Gross \$ 530- Net \$ 520/ CIF ASWP  
Price: Gross \$ 510- Net \$ 500 /FOB Rotterdam Quality: SGS or similar inspection  
Commissions: \$5 Buy side (open) Seller side \$5 (open) Payment Term: SBLC/DLC/MT103

### **AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL (JP54)/JET A1**

Minimum Quantity: 500,000BBL 2,000,000BBL Per Month Price: Gross \$ 56 - Net \$ 54/CIF ASWP  
Price: Gross \$ 52- Net \$ 50 /FOB Rotterdam Quality: SGS or similar inspection  
Commissions: \$1 Buy side (open) Seller side \$1 (open) Payment Term: SBLC/DLC/MT103

### **D6 FUEL OIL**

Minimum Quantity: 10,000,000 – 400,000,000 Gallons Price: US\$ 0.63 Gross US\$ 0.69 Net / CIF ASWP Price: US\$ 0.58 Gross  
US\$ 0.54 Net /FOB Rotterdam Quality: SGS or similar inspection  
Commissions: 0.2 cent Buy side (open) Seller side 0.2 Cent (open) Payment Term: SBLC/DLC/MT103

### **DIESEL GAS OIL ULTRA – LOW SULPHUR DIESEL EN590-10PPM**

Quantity: Minimum 50,000 MT Trial Shipment/  
Maximum 500,000 MT Monthly CIF: \$450 Gross/ \$440 Net Per MT FOB: \$440 GROSS/\$430 NET  
Commission: \$5 Buyer side / \$5 Seller Side

### **PETCOKE**

Minimum Quantity: 5,000MT – 100,000MT – Per Month Price: Gross \$ 230- Net \$ 220/ CIF ASWP  
Price: Gross \$ 210- Net \$ 200 /FOB Rotterdam Quality: SGS or similar inspection  
Commissions: \$5 Buy side (open) Seller side \$5 (open) Payment Term: SBLC/DLC/MT103



### **SGS TRANSACTION PROCEDURE FOB**

#### SGS TRANSACTION PROCEDURE FOB

1. The Buyer submits an ICPO together with company registration documents and the passport copy of the authorized signatory.
2. The Seller provides a Commercial Invoice (CI) for the available product quantity in their leased tank. The Buyer signs the CI and returns it along with a formal Letter of Guarantee.
3. The Seller forwards a sanitized SGS the Buyer's designated tank farm.
4. The Buyer's tank farm verifies the sanitized SGS copy with SGS using the provided reference code. Upon successful verification, the Buyer secures tank storage for a minimum of eight (8) days.
5. Once confirmation of tank extension is received, the Seller issues the UDTA in the Buyer's name. SGS then transmits the final test report directly to the Buyer for review. After the Buyer confirms the report, the Seller proceeds with injection scheduling and programming.
6. Following a successful injection, the Buyer carries out the final quality test. Within 48 hours of satisfactory results, the Buyer completes a 100% TT wire payment for the total product value to the Seller's bank account. Upon confirmation of payment, the Seller transfers product ownership to the Buyer and releases all corresponding shipping documents.
7. The Seller compensates all intermediaries involved in the transaction. Subsequently, monthly deliveries continue in line with the agreed terms in the Commercial Invoice, extending into a 12-month supply contract.
8. The Seller issues the 12-month contract, to be signed by all relevant parties, accompanied by the NCNDA/IMFPA and allocation license.

### **REFINERY WORKING PROCEDURES (FOB ROTTERDAM & HOUSTON)**

- 1 Buyer sends ICPO to Seller on receipt of Seller's Soft Corporate Offer.
- 2 Seller issues commercial invoice CI, for the available quantity to the buyer,  
Buyer signs and returns to Seller with TSA and NCNDA/IMFPA signed by all buyer groups with commission structures.
- 3 Seller then issues, Dip Test Authorization letter sign by all parties including buyers tank farm.
- 4 Upon the signing 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 the 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 Commissions to all intermediaries.

### **REFINERY WORKING PROCEDURES (FOB ROTTERDAM & HOUSTON)**

- 1 The Buyer Issue an ICPO with his International Passport Copy (Data Page) to the Seller.
- 2 The Seller Issues Commercial Invoice (CI) for the available quantity in the Seller's Storage Reservoir to the Buyer, Buyer signs and returns the CI to the Seller with their signed Tank Storage Agreement (TSA) for the Seller's Verification, and then seller return the signed commercial Invoice & inspection letter to inspect buyer's tank farm before releasing the full PPOP Document with fresh SGS Report.
- 3 The Seller issues the Partial POP documents as below and sends them to the 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



(ix) Injection Report.

4 The Buyer conducts inspection by SGS on buyer's expense.

5 Seller issues the NCNDA/IMPFA 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 transfer Title.

#### **REFINERY WORKING PROCEDURES (FOB HOUSTON& ROTTERDAM)**

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 One day 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. –  
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.

#### **REFINERY WORKINNG PROCEDURE (FOB HOUSTON & ROTTERDAM)**

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 one (1) year contract.

7.Seller pays all intermediaries involved in the transaction according to the 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



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**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 \$200, 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 title of product ownership transferred to buyer.
10. Seller pays all intermediaries involved in transaction as per signed NCNDA/IMFPA within 72 hours.



Aitov Alibek Alikovich  
Head Of Sales  
WhatsApp: +7 702 5737291