ALATO OIL
TRADE COMPANY
LIMITED LIABILITY PARTNERSHIP ALATO OIL TRADE COMPANY
Kazakhstan, Almaty city, Medeu district, AL-FARABI
Avenue, building 116/22, n.p. 24, postal code 050044
Email: info@alatooiltradecompany.kz
Telephone: +77072169067 BIN: 190540027482 | KATO: 751710000

REF NO: ALATO/SCO190540027KZ
ISSUE DATE: 17/06/2026 VALID TILL: 29/12/2026

SOFT CORPORATE OFFER

We **LIMITED LIABILITY PARTNERSHIP "ALATO OIL TRADE COMPANY"**, with legal responsibility under penalty of perjury hereby confirm the Availability and Capability to Supply the under-list products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specification and pass through the stringent requirement of SGS or its Equivalent. A financial Statement from the Buyer's bank clarifying the buyer's financial capability will be required to consider the buyer's negotiations. Only direct negotiations from the end buyer's representative and mandates will be considered.

PRODUCTS LIST & ORIGINS

ULTRA-LOWSULPHUR DIESEL EN590 10PPM
Minimum Quantity: 20,000 Metric tons Per Month.
Maximum Quantity: 500,000 Metric tons Per Monthly.
CIF price: Gross $510.00 MT/$500.00MT Net
FOB Price: Gross $500.00 MT/ $490.00 MT Net
Commission: $5/$5

JET FUEL A1/JP54
Minimum Quantity: 500,000 Barrels per Month.
Maximum Quantity: 5,000,000 Barrels per Monthly.
CIF Price: Gross $80.00bbl / $78.00 bbl. Net
FOB Price: Gross $78.00 bbl. / $76.00 bbl. Net
Commission: 1$/$1

VIRGIN FUEL OIL D6
Minimum Quantity: 400,000,000 Gallons per Month.
Maximum quantity: 800,000,000 Gallons per Monthly.
CIF Price: Gross $0.80 gal/ $0.76 gal Net

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FOB Price: Gross $ 0.76 gal/ $0.72 gal Net
Commission: $2/$2

LIQUEFIED PETROLEUM GAS (LPG)
Minimum Quantity: 10,000 Metric Tons per Month.
Maximum Quantity: 1,000,000 Metric tons per Monthly.
CIF Price: Gross $390.00 MT/ $380.00 MT Net
FOB Price: Gross $ 380.00 MT / $ 370.00 MT Net
Commission: 5$/$5

LIQUEFIED NATURAL GAS (LNG)
Minimum Quantity: 100,000 Metric tons Per Month.
Maximum Quantity: 400,000 Metric Tons Per Monthly
CIF Price: Gross $ 400.00 MT / $ 390.00 MT Net
FOB Price: Gross $ 390.00 MT / $ 380.00 MT Net
Commission: $5/$5

SULFUR GRANULAR
Minimum Quantity: 10,000 Metric tons per month.
Maximum Quantity: 400,000 Metric tons per monthly.
CIF Price: Gross $500 MT/ $490 MT Net
Commission: $5/$5

DIESEL GAS D2 OIL
Minimum Quantity: 10,000 Metric tons per Month.
Maximum quantity: 500,000 Metric tons per Monthly.
CIF Price: Gross $ 430.00 MT/ $ 420.00 MT Net
FOB Price: Gross $ 420.00 MT/ $ 410.00 MT Net
Commission: $5/$5

MAZUT M100
Minimum Quantity: 10,000 Metric tons per Month.
Maximum quantity: 400,000 Metric tons per Monthly.
CIF Price: Gross $370.00 MT/ $ 360.00 MT Net.
FOB Price: Gross $360.00 MT / $350.00 MT Net.

Commission: $5/$5

AUTOMOTIVE GAS OIL (AGO)
Minimum Quantity: 50,000 Metric tons per month.
Maximum Quantity: 500,000 Metric tons per monthly.
CIF Price: Gross $ 470.00 MT/ $460.00 MT Net.
FOB Price: Gross $ 460.00 MT/ $450.00 MT Net.
Commission: $5/$5

PETROLEUM COKE
Minimum Quantity: 50,000 Metric tons per Month.
Maximum Quantity: 400,000 Metric tons per Monthly.
CIF Price: Gross $ 280.00 MT/ $ 270.00 MT Net.
Commission: $5/$5

UREA46%
Minimum Quantity: 20,000 Metric tons per Month.
Maximum Quantity: 300,000 Metric tons per Monthly.
CIF Price: Gross $ 520.00 MT/ $ 510.00 MT Net.
Commission: $5/$5

DIAMMONIUM PHOSPHATE (DAP)
Minimum Quantity: 20,000 Metric tons per Month.
Maximum Quantity: 300,000 Metric tons per Monthly.
CIF Price: Gross $ 560.00 MT/ $ 550.00 MT Net.
Commission: $5/$5

FOB - TANK TO TANK TRANSACTION PROCEDURES 1

1. Buyer issues ICPO and Company Registration Certificate or any I.D. With TSA for Seller's Verification
2. Seller issue Draft Commercial Invoice, Buyer signs and returns to Seller with his Tank Storage Agreement.
3. Seller pays the Buyer's tank for 2 days for the Injection Process; Buyer pays 3 days and only after his Tank Farm Company has received the payment from Seller and the Buyer Company. Seller issue NCNDA/IMFPA to the intermediary to sign.

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4. Seller provides Buyer with Full POP Documents:
A. Fresh SGS Report less than 48 hours
B. Product certificate of origin.
C. Dip Test Authorization-Unconditional
D. Injection Report
E. Tank Storage Receipt with GPS Coordinates
F. Tank Farm Bar-code Information
G. Letter of Commitment to Supply.
H. Registration Certificate & Export License Copy
I. Authority to Sell & Collect (ATSC
J. ATV – For Physical Verification.
K. Irrevocable Commitment to Supply for Spot and 12 months Contract.
L. Injection Schedule signed by Buyer & Buyer's tank farm.
5. Buyer conducts Dip-Test in Seller's tank, via SGS on Buyer's expense, Seller injects the fuel to Buyer's tank and Buyer makes payment based on Q&Q by MT103 wire transfer / TT According to the final Commercial Invoice.
6. Seller transfers the title of ownership as per Buyer's instruction. Buyer lifts the product.
7. Seller pays all intermediaries involved in the transaction and subsequently monthly contract Shipment continues as per terms and conditions of the sales and purchase agreement contract between Buyer and Seller.

FOB - TANK TO VESSEL DIP/PAY TRANSACTION PROCEDURES

1. The Buyer sends ICPO Along with Passport data page & company registration certificate
2. The Seller Issues Commercial invoice (CI) for the Buyer's review and signatory.
3. The Buyer signs and returns the CI to the Seller
4. The Seller issues the product ATV, to Buyer
5. The Buyer contacts the Seller Tank Administrator to register at the Tank Farm Terminal to execute the Quality & Quantity prior to the inspection (This process involves the acquisition of the Access Code Certificate).
6. seller issue:
a) UDTA,
b) PRODUCT PASSPORT,
c) ATSC,

d) INJECTION REPORT,

f) SGS Report (not less than 48 hours)

7. Upon the Successful Dip Test Inspection in the Seller's Tank, the Buyer Submits NOR from his Shipping Company and Seller Injects the product into the Buyer Vessel or Tanks.
8. The Buyer issues 100% payment for the total product by MT103/TT Wire Transfer to the Seller
9. The Seller transfers the product title with the complete POP Documents to the Buyer and pays the commission to Seller and Buyer Sides Intermediaries as per Master Fee Agreement
10. The Seller issues an annual (12 months) delivery contract for review.

FOB - TANK TO TANK TRANSACTION PROCEDURES 2

1. buyer issues Icpo along with cis to seller's company via seller mandate representative.
2. seller issues allocation commercial invoice (ci) to be signed by buyer and returns to seller within 24 hr.
3. seller uses official email to provide the buyer ppop documents:

a. tsr - tank storage receipt
b. certificate of product origin.
c. authorization to sell and collect (atsc)

4. buyer contact seller's tank company & extend the seller’s tank for 1 day to enable dip test conduction.
5. seller issues the following documents to buyer:

a. tsr- tank storage receipt (updated)
b. unconditional dta
c. fresh sgs less than 48hrs
d. product passport analysis
e. company certificate
f. export license

6. buyer takes over seller's tank and performs 2nd dip test at buyer's cost, and upon satisfactory sgs inspection result, buyer pays the seller via mt103 or tt of the total product value.

7. seller transfers product title ownership to buyer’s name. buyer provides vessel details to inject fuel from seller tank to buyer vessel.
8. seller issues contract agreement letter to buyer for roll over to contract of 12 months.
9. seller pays all the intermediaries involved in the transaction and subsequently monthly shipments continue as per terms and conditions of the sales and purchase agreement between buyer and seller as per ncnda/imfpa.

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COST INSURANCE AND FREIGHT CIF TRANSACTION PROCEDURES

1. Buyer issues ICPO with this procedure incorporated on the ICPO along with Buyer's company registration certificate, passport data page and banking details.
2. Seller Issues Sale & Purchase Agreement (SPA), Buyer review, amend (if necessary), sign, and return the copy of the signed (SPA) together with acceptance letter of the contract in pdf format back to the seller within 3 banking days.
3. after the seller acknowledges the final Sales and Purchase Agreement (SPA) and acceptance letter within 24 hours of receiving these documents from the end buyer, the seller then issues the following documents to the end buyer:

A. commitment letter to supply
B. statement of product availability
C. certificate of origin
D. product passport

4. The buyer confirms the receipt of the documents by mail within 24hrs of receiving the POP documents.
5. Seller arranges the chartered freight with a renowned shipping company for the transportation of the product to buyer designated discharge port, both Seller and Buyer sign the Charter Party Agreement (CPA) together with the shipping company (A three-party CPA) this is applicable only for 1st shipment. (Seller & Buyer) jointly pays CPA cost 50/50 via T/T wire transfer directly to the shipping company to obtain the QQ8. The fee would later be refunded /deducted when the Buyer is paying for the total product cost).
6. After completion of the above, Seller issues to Buyer product title transfer agreement, Buyer signs and returns.
7. Seller legalizes the Contract with the authorities in charge and sends to the buyer the legalized contract, the certificate of product title transfer and then proceeds with the port &custom clearance of product and all internal. routines operations accordingly.
8. Upon completion of the above and confirmation of this export approval by the Authority to Seller with the endorsement of the Charter Party Agreement (CPA) and the Shipping Schedule by the Port Authority, to enable Seller release the below Proof of Product Documents:

~ Legalized Charter Party Agreement (CPA)with the Loading Port Authority.
~ Injection Report
~ Authorization to sell and collect (ATSC)
~ Product Allocation Certificate.
~ Allocation Title Transfer Certificate.
~ Export License
~ Export Approval

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~ Tank Receipt.
~ Dip Test Authorization.

9. Seller issues the commercial invoice and sends to the Buyer. Seller to lodge and activate a 3% PB (Performance Bond/Performance Guarantee) in the favor of the Buyer. If Seller fails to supply the cargo/shipment of the product to the Buyer this 3% Performance Bond will be paid/forfeited to the Buyer.
10. The product SGS inspection charges will be borne by the Seller at the loading port. Seller invites buyer for visitation to witness the final inspection and TTM for negotiation of the future transaction (Optional to Buyer).
11. Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.
12. Loading & Shipment of the product commences as per schedule. Upon Vessel's arrival and finalization of SGS at the destination port, Buyer release payment via swift fund transfer within 3 to 5 banking days to Seller for the total.

ASWAP CIF TRANSACTION PROCEDURES

1. Buyer issues Purchase Order (ICPO) order.
2. Seller issues Draft Sales and Purchase Agreement Contract for Buyer (open for any amendments) Buyer signs, seals & returns the draft. Buyer's bank issues Pre advice MT799 via bank swift communication for SBLC According to the seller's verbiage, While the seller's bank confirms the Pre-advice receipt.
3. Seller releases to Buyer the below listed Partial Proof of Products-:

* Seller Irrevocable Commitment to Supply
* Statement of Availability of Product
* Commercial Invoice for the first Shipment
* Certificate of Origin
* Authority to Sell and Collect (ATSC)
* Guarantee Letter of Performance and Refund (GLPR)

4. Buyer's bank issues SBLC MT760 or to cover the first Shipment to Seller's Bank according as per the Seller's verbiage in seven (7) Bank working days, upon the Buyer SBLC MT760 Seller will issue 2% Performance Bond (PB) to Buyer's Bank within 3 working days. If the buyer fails to issue the SBLC MT760 within 7 bank working days then buyer must deposit 5% of the total cost of product to enable the seller commence with the first month trial shipment.
5. Upon confirmation of the payment instrument or 5% deposit, Seller shall proceed
6. Seller's Bank issues the following Full (POP) Documents to the Buyer's Bank alongside with 2% Performance Bond (PB2%)

* Copy of License to Export issued by the department of the Ministry of Energy Republic of

Kazakhstan.

* Copy of Approval to Export, issued by the Ministry of Justice Republic of Kazakhstan.
* Copy of Statement of Availability of the Product.
* Copy of the Refinery Commitment to produce the Product.
* Copy of Transnet Contract to Transport the product to the loading Port.
* Copy of the Port Storage Agreement
* Copy of the Charter Party Agreement to Transport the to Discharge Port
* Copy of Vessel Questionnaire 88
* Copy of Bill of lading
* SGS Report at Loading Port
* Dip Test Authorization (DTA) & (ATB)
* NOR / ETA Certificate of Ownership Transfer Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy.

7. Upon receipt of full POP, Buyer provides Seller with logistic (TSR or Vessel Q88) facility coordinates and necessary requirements to enable Buyer's SGS/CIQ conduct Dip Test upon Vessel arrival at discharge port.
8. Seller issues to Buyer Full DTA for immediate proceeding of inspection by Buyer's SGS/CIQ Agent injection commence to the Buyer's logistics.
9. Seller's Bank issuing Full Proof of Product (Full POP/Current dated SGS Report) Buyer's Bank pays the 100% of total value of the product in Buyer's Logistics by wire transfer MT103 in accordance with the Seller's invoice and SGS/CIQ inspection report.
10. Seller pays commission to all intermediaries involved as per signed NCNDA / IMFPA

NON-NEGOTIABLE STS / TTO (TANKER TAKE OVER) WITH ESCROW TRANSACTION PROCEDURES:

1) Buyer issues official ICPO.
2) Seller issues original MOU.
3) Buyer countersign MOU and forward back to Seller Company.
4) Upon the receipt of countersign original MOU from the buyer, the Seller and the Buyer execute an Escrow Agreement with Seller Appointed Escrow entity, with both the Buyer and the Seller each depositing USD $800,000 into an escrow account, totaling USD $1,600,000. This is for the product in vessel and title transfer under the Buyer's company name.
5) Upon confirmation of the Escrow Deposit of 1,600,000 USD, seller emails to the buyer the listed document issued in the name of the initial buyer sanitize as stated below:
a. Product Passport Analysis test report
b. Certificate of Origin

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c. Bill of Lading
d. Vessel Notice
e. Cargo Manifest
f. Vessel Q88
g. ETA
h. Injection / SGS Inspection Report at the port of loading

6) Seller orders for re-route to buyer's desired port, transfers the title take over to the potential buyer's company's name and also re-issue all other outstanding documents to the potential buyer's company's name, such as:

a) Approval Export License certificate,
b) Authorization to board the vessel (ATB)
c) Dip test authorization (DTA)
d) Authorization to Sell and Collect (ATSC)
e) Title Transfer Ownership Certificate (TTOC)
f) Letter of Entrustment
g) Bill of Lading

7) After vessel arrives the discharge port and buyer carry's out the CIQ/SGS inspection and upon a successful inspection, buyer pays by MT103 T/T for the full product.

8) Seller pays commission to Brokers/intermediary as per signed NCNDA/IMFPA within 48 hrs. after Buyer payment for full product has been confirmation by seller, and seller commences the subsequent monthly shipments if buyer intend to continue contract.

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