

# LIMITED LIABILITY COMPANY "YUGRA-SP"

410015 , Saratov region , city of Saratov , st. Im Ordzhonikidze G.K., 11a, office 1  
Email: llc-yugra@mail.ru Telephone: +79636782506 OGRN: 1086451003000  
INN: 6451422817 KPP: 645101001 OKATO: 63401368000 OKPO: 89323150



**ISSUED DATE: 31<sup>ST</sup> JULY 2023**

**Valid for 3 months**

**REF NO: LLC/SP-28910/2023**

## SOFT COOPERATE OFFER

WE ARE REGISTERED MANDATE COMPANY WORKING DIRECTLY WITH MAJOR REFINERIES/SELLERS OF PETROLEUM PRODUCTS IN KAZAKHSTAN. WE ALWAYS EMPHASIS ON PROVIDING QUALITY SERVICES TO OUR VALUED PARTNERS/CUSTOMERS, THIS IS THE CORE REASON FOR OUR RAPID GROWTH AND SUCCESS.

## PRODUCTS

### KAZAKHSTAN MAZUT M100 10585/75

Quantity: Minimum: 50,000 MT Trial Shipment / Maximum: 500,000 MT Monthly.  
CIF Price: \$240 Gross / \$230 Net  
Commission: \$5 / \$5

### AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Quantity: Minimum: 1,000,000 BBLs Trial Shipment / Maximum: 5,000,000 BBLs Monthly  
CIF Price: \$44 GROSS / \$40 NET  
Commission: \$2 / \$2

### AVIATION FUEL FOR GAS TURBINE ENGINES (JETA1)

Quantity: Minimum 1,000,000 BBLs Trial Shipment / Maximum: 5,000,000 BBLs Monthly  
CIF Price: \$42 Gross / \$40 Net  
Commission: \$1 / \$1

### VIRGIN D6 FUEL OIL

Quantity: Minimum: 10,000,000 Gallon Trial Shipment /Maximum: 30,000,000Gallon Monthly.  
CIF Price: \$0.90 / \$0.88  
Commission: \$0.2

### LIQUEFIED NATURAL GAS (LNG)

Quantity: Minimum 50,000 MT Trial Shipment / Maximum: 500,000 MT Monthly  
CIF Price: \$250 Gross / \$240 Net

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Commission: \$5 / \$5

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

Quantity: Minimum 50,000 MT Trial Shipment / Maximum: 500,000  
MT Monthly  
CIF Price: \$220 Gross / \$210 Net  
Commission: \$5 / \$5

## **VIRGIN D2 FUEL OIL**

Quantity: Minimum: 10,000,000 MT Trial Shipment / Maximum: 30,000,000  
MT Monthly.  
CIF Price: \$USD 220/ \$210 PER MT  
Commission: \$5/\$5

## **KAZAKHSTAN BITUMEN PG-76**

Quantity: Minimum 50,000 MT Trial Shipment / Maximum 400,000  
MT Monthly  
CIF Price: \$230 Gross / \$220 Net  
Commission: \$5 / \$5

## **ESPO GRADE KAZAKHSTAN CRUDEOIL**

Quantity: Minimum 1,000,000 BBLs Trial Shipment / Maximum: 5,000,000  
BBLs Monthly  
CIF Price: \$42 Gross / \$40 Net  
Commission: \$1 / \$1

## **PETROLUEM COKE (PETCOKE)**

Quantity: Minimum 50,000 MT Trial Shipment / Maximum 400,000  
MT Monthly  
CIF Price: \$60 Gross / \$55 Net  
Commission: \$2.5 / \$2.5

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

Quantity: Minimum 50,000 MT Trial Shipment / Maximum: 500,000  
MT Monthly  
CIF Price: \$260 Gross / \$250 Net  
Commission: \$5 / \$5

## **EN590 GOST 52368-2005**

Quantity: Minimum 50,000 MT Trial Shipment / Maximum: 500,000  
MT Monthly  
CIF Price: \$245 Gross / \$235 Net  
Commission: \$5 / \$5

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## STANDARD WORKING PROCEDURES CIF - ASWP & PAYMENT TERMS

1. Buyer issues LOI / ICPO must be with buyer company letterhead.
2. Seller issues Draft Contract (open for any amendments) to Buyer. Buyer signs, seals and returns the Draft Contract to Seller for final endorsement. Seller gives Partial proof of products.
  - (A) Seller Irrevocable Commitment to Supply
  - (B) Statement of availability of product
  - (C) Certificate of origin- Ministry Certificate
  - (D) Commercial invoice for the first value shipment.
  - (E) Allocation Certificate - Ministry Certificate
  - (F) ATSC -Authorization to Sell & Collect
  - (G) Commercial Invoice for the First shipment
3. Buyer issue the Financial Guarantee as pre advice LC (DLC MT700) or (SBLC MT760) to cover the first shipment to Seller's bank according as per the Seller Verbiage in Five (5) bank working days. Upon the buyer (DLC MT700) or (SBLC MT760) seller will issue 2% Performance Bond (PB) to buyer bank within 3 days.
4. Within 5 banking days, if buyer fails to issue payment instrument, Buyer will make cash deposit of \$320,000 USD by TT wire transfer for security guarantee to enable seller charter vessel and commence shipment, and this payment will be deducted from the total cost of product after inspection at discharge port, or legal action will be taken against buyer for default.
5. Seller's Bank Issues Full POP Documents to the Buyer's Bank alongside with 2% Performance Bond (PB2%).
  - a) Copy of license to export, issued by the department of the Ministry of Energy, KAZAKHSTAN.
  - b) Copy of Approval to Export, issued by the Ministry of Justice, KAZAKHSTAN.
  - c) Copy of statement of availability of the product.
  - d) Copy of the refinery commitment to produce the product.
  - e) Copy of Transnet contract to transport the product to the loading port.
  - f) Copy of the port storage agreement.
  - g) Copy of the charter party agreement to transport the product to Discharge port.

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h) Copy of Vessel Questionnaire 88.

i) Copy of Bill of Lading.

j) SGS Report at loading port.

k) Dip test Authorization (DTA) & ATB I) NOR /ETA m) Certificate of Ownership Transfer n) Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy

6. 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.

7. Seller issue to Buyer Full DTA for immediate proceeding of inspection by Buyer's SGS/CIQ Agent injection commence to the buyer's logistics.

8. 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.

9. Upon confirmation of the payment, Seller issues to the Buyer the title of ownership and all Exporting documents.

10. Seller Pays commission to all intermediary involved as per signed NCNDA IMFPA.

**THANKS.**



Pletnev Semyon Olegovich  
Director

ЮГРА-СП