



SEL TORG

Add: North-Kazakhstan region, Petropavlovsk city, Petropavlovsk city, Ulyanov street, 49

BIN 230340041024

Cell: +79801674103 whatsapp:+79801674103

Email: llc.sel-torg72@mail.ru

SOFT CORPORATE OFFER (SCO)

Date 15 May, 2023

REF:ST /SELT116

End 1 Dec, 2023

We, SEL TORG COMPANY with reliable Seller / Refinery; hereby issue this Soft Corporate Offer with full corporate responsibility. We confirm and certify that our Seller / Refinery have the ability to supply the commodity in accordance with the terms and conditions herein. We negotiation with Buyer -Buyer -Mandate.

PRODUCT: JP54 AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Origin: Kazakhstan

Quantity: 700,000 Bbl - 2,000,000 Bbl Trial lift

Quantity: 3,000,000 Bbl – 5,000,000 Bbl per Month x 12 Months

Price: CIF: USD 48 Gross / USD 46 Net / FOB: USD 44 Gross / USD 40 Net.

Per Barrel

Loading port: Akta, Kuryk and [Öskemen](#)

Destination port: Any Safe World Port

Commission: USD2 Buyer side / USD2 Seller side

PRODUCT: JET FUEL JET A-1

Origin: Kazakhstan

Quantity: 700,000 Bbl - 2,000,000 Bbl Trial lift

Quantity: 2,000,000 Bbl – 5,000,000 Bbl per Month x 12 Months

Price: CIF: USD 48 Gross / USD 46 Net / FOB: USD 44 Gross / USD 40 Net. Barrel

Per



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Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port.

Commission: USD2 Buyer side / USD2 Seller side

PRODUCT: 10PPM DIESEL FUEL EN 590

Origin: Kazakhstan

Quantity: 5,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 340 Gross / USD 330 Net/ FOB: USD 310 Gross/ USD 300 Net per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side

PRODUCT: MAZUT M100 GOST 10585-75

Origin: Kazakhstan

Quantity: 5,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 220 Gross / USD 210 Net / FOB: USD 210 Gross / USD 200 per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side



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PRODUCT: D2 GAS OIL L-0.2-62 GOST 305-82

Origin: Kazakhstan

Quantity: 5,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 240 Gross / USD 230 Net / FOB: USD 210 Gross / USD 200 per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: LIQUEFIED NATURAL GAS (LNG)

Origin: Kazakhstan

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 230 Gross / USD 220 Net / FOB: USD 220 Gross / USD 210 per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: LIQUEFIED PETROLEUM GAS (LPG)

Origin: Kazakhstan

Quantity: 5,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF : USD 230 Gross / USD 220 Net / FOB: USD 220 Gross/ USD 200 per Metric Tons

Loading port: Akta, Kuryk and Öskemen



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Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: LCO - LIGHT CYCLE OIL

Origin: Kazakhstan

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons - 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 220 Gross / USD 210 Net / FOB: USD 210 Gross/ USD 200 per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side

PRODUCT: Di Ammonium Phosphate (DAP)

Origin: Kazakhstan

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons - 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 180 Gross / USD 170 Net / FOB: USD 170 Gross/ 150 Net per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side

PRODUCT: UREA 46%

Origin: Kazakhstan

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons - 300,000 Metric Tons per Month x 12 Months



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Price: CIF: USD 180 Gross / USD 170 Net/ FOB: USD 170 Gross/ 150 Net per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side

PRODUCT: PETCOKE

Origin: Kazakhstan

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 75 Gross / USD 65 Net / FOB: USD 70 Gross/ USD 65 Net per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side



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PRODUCT: ESPO CRUDE OIL

Origin: Kazakhstan

Quantity: 1,000,000 Bbl - 2,000,000 Bbl Trial lift

Quantity: 2,000,000 Bbl – 5,000,000 Bbl per Month x 12 Months

Price: CIF: USD 55 Gross / USD 53 Net FOB: USD 53 Gross/ USD 50 Net Per Barrel

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Commission: USD 2 Buyer side / USD 2 Seller side



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PRODUCT: VIRGIN D6 FUEL OIL

Origin: Kazakhstan

Quantity: 25,000,000 Gallons - 100,000,000 Gallons Trial lift

Quantity: 100,000,000 Gallons – 400,000,000 Gallons per week x 52 weeks

Price: CIF: USD 0.80 Gross / USD 0.78 Net FOB: USD 0.78 Gross/ USD 0.75Per
Gallon

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Commission: USD 0.2 Buyer side / USD 0.2 Seller side

PRODUCT: URALS CRUDE OIL

RUSSIAN EXPORT BLEND CRUDE OIL (REBCO)

Origin: Kazakhstan

Quantity: 1,000,000 Bbl - 2,000,000 Bbl Trial lift

Quantity: 2,000,000 Bbl – 5,000,000 Bbl per Month x 12 Months

Price: CIF: USD 55 Gross / USD 53 Net / FOB: USD 53 Gross/ USD 50 Net Per Barrel

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Commission: USD 2 Buyer side / USD 2 Seller side



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PRODUCT: AUTOMOTIVE GAS OIL (AGO)

Origin: Kazakhstan

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 240 Gross / USD 230 Net / FOB: USD 230 Gross/ USD 210 Net per
Metric Tons

Loading port: Akta, Kuryk and Öskemen



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Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side

PRODUCT: GASOLINE OCTANE 72, 76, 91, 93, 95

Origin: Kazakhstan

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 250 Gross / USD 240 Net / FOB: USD 240 Gross/ USD 230 Net per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side

PRODUCT: ULTRA LOW SULFUR FUEL OIL (ULSFO) 0.1%

Origin: Kazakhstan

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 290 Gross / USD 280 Net / FOB: USD 270 Gross / USD 250 Net / per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: BASE OIL.

SN 100 - USD\$ 320 Gross / 310 Net CIF. SN150 - USD\$340 Gross / 330 NET CIF. SN

300 - USD\$340 Gross / 330 NETCIF. SN 500 - USD\$330 Gross / 320 NET CIF.



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COMMISSION STRUCTURE: \$5 USD seller side and \$5 USD buyer side.

PRODUCT: LOW SULFUR FUEL OIL(LSFO) 1.0%

Origin: Kazakhstan

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD 290 Gross / USD 280 Net/ FOB: USD 270 Gross / USD 250 Net / per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side

PRODUCT: BITUMEN

Origin: Kazakhstan

Quantity: 10,000 Metric Tons - 100,000 Metric Tons Trial lift

Quantity: 200,000 Metric Tons – 300,000 Metric Tons per Month x 12 Months

Price: CIF: USD \$ 180 Gross / USD 170 Net/ FOB: USD 170 Gross / USD 160 Net per Metric Tons

Loading port: Akta, Kuryk and Öskemen

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side

TRANSACTION PROCEDURES CIF (BANK GUARANTEE BASIS)

1 Buyer Company Issues Irrevocable Corporate Purchase Order (ICPO) on its official company letterhead with letter of acknowledgement, scanned copies of the buyer's company registration and international passport number of buyer to the seller.



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2. Seller Company Issue Draft Contract / Sales & Purchase Agreement (SPA Open for amendment if any).

3. Buyer within three (3) working days' signs SPA and returns to seller. Seller registers and legalizes contract officially with the appropriate authorities to facilitate booking of allocation and securing a legitimate approval for the Transfer of Ownership

Title/Allocation to buyer's Company name at seller's expense.

4. Seller releases to the Buyer the Partial POP Documents below.

- a) Copy of Tax Registration Certificate (Certificate of Incorporation),
- b) Copy of Certificate of origin
- c) Copy of Product Passport,
- d) Copy of Refinery commitment to supply
- e) Copy of Statement of availability of product.
- f) Copy of Proforma Invoice

5 Buyer issues their financial guarantee in the form of Letter of Credit (SBLC MT760 / DLC over the first shipment to seller's fiduciary bank within five (5) working days

6. If buyer fails to issue Letter of Credit (SBLC MT760 / DLC MT70) within five (5) working days, in alternative shall make security guarantee deposit of (\$320,000 USD) Three Hundred and Twenty Thousand United States Dollars Only via MT103 TT Wire Transfer to seller's fiduciary account to enable seller secure the service of the vessel to transport the product to the buyer's desired port

Note: Fee made by buyer will be deducted when making payment for the total cost of the product at the discharge port after a successful CIQ/SGS test at the discharge port.



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7. On confirmation of the above clause, Seller Company releases copies of POP and Shipping documents to buyer Company

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- a) Copy of export license, issued by the ministry of Petroleum and Energy.
- b) Copy of approval to export, issued by the ministry of justice.
- c) Copy of statement of availability of the product.
- d) Copy of the refinery commitment.
- e) Copy of Transnet contract to transport the Product to the Port.
- f) Copy of the Port Storage agreement/ Insurance.
- g) Copy of charter party agreement.
- h) Copy of Customs clearance certificate.
- i) Copy of the tank receipt issued by the storage facilitator.
- j) Copy of SGS Report.

8. Shipment commences as per contract and upon arrival of the vessel tanker at the discharge port, buyer conducts SGS or CIQ Inspection.

9. Buyer makes operative payment for the full shipment via T/T Wire or MT103.



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10. Seller will release payments to the intermediaries involved within 48 hours of receiving the full Payment for the product from the Buyer's bank After successful delivery of the first monthly shipment of the Product,

11. Buyer transfers the full amount of the following month delivery to maintain the Letter of Credit 100% (SBLC MT760 / DLC MT700) and contract continues for subsequent Eleven (11) months subject to this Contract

FOB PROCEDURE (TANK TO TANK)



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1. Buyer issues ICPO containing the seller's procedure with banking details and scanned copy of buyer's passport along with (TSA) Tank Storage Agreement (TSA) from buyer's Logistic Company.

2. Seller issues Commercial Invoice (CI) for the available products in Tank at the Port, for Buyer's review and endorsement and return for legalization on seller's expenses

3. The Seller's verify the Tank Storage Agreement (TSA) provided by the buyer. Upon successful verification and approval of the authenticity and availability of the Storage Facility reserve in favor of the buyer. Seller release the below POP documents directly to end buyer's secure email.

- a) Copy of Legalized Commercial Invoice.
- b) Copy of Commitment to Supply
- c) Copy of Injection Report
- d) Copy of Fresh SGS (Not Older Than 48 hrs.)
- e) Copy of ATS -Authorization to Sell & Collect
- f) Copy of Authorization to Verify (ATV)
- g) Copy of Dip Test Authorization (DTA)
- h) Copy of Commitment Letter to Supply
- i) Copy of Export license.
- j) Copy of Statement of Product Availability.
- k) Copy of Tank Storage Receipt (TSR) with barcode and GPS Coordinate.
- l) Copy of NCNDA/IMFPA



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4. The Buyer Conducts Dip Test in the product in the Seller's reservoir.
5. Buyer provides Authority to Inject (ATI) from it Logistic Company to enable seller commence Injection of Product into the Buyer's Tank.
6. Within Twenty-Four (24) Hours upon completion of the Injection, buyer make payment for the total cost of the product injected into buyer's tank by TT wire transfer to seller's nominated bank account.
7. Buyer lifts products and all intermediaries are paid, Seller and Buyer consider and signs further contracts after successful Transaction

FOB PROCEDURE (TANK TO VESSEL)



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1. Buyer issues ICPO containing the seller's procedure with banking details and scanned copy of buyer's passport along with Charter Party Agreement (CPA), for Seller's validation.
2. Seller issues Commercial Invoice (CI) for the available products in Tank at the Port, for Buyer's review and endorsement and return along with Buyer's Charter Party Agreement (CPA).



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3. Seller issues to buyer Tank-to-Vessel Injection Agreement (TTVIA) to be endorsed by both Seller and Buyer's Logistic Company.

4. Upon returned of the endorsed TTVIA, Seller release to Buyer the following PPOP documents:

- a) Copy of Tank Storage Receipt (TSR).
- b) Copy of Commitment Letter to Supply
- c) Copy of Export License
- d) Copy of Authorization to Verify (ATV) (call or email)

5 Buyer contacts the Seller's Storage Company to verify the availability of the product and to obtain access to enable Buyer and his team conduct dip test on the product in the Tank.

6 Seller upon confirmation of Buyer securing legal access to the product, issues Dip Test Authorization (DTA) for Buyer to proceed for the dip test

7 Upon satisfactory result of the dip test on the product by the Buyer and his team, Seller's storage Company issue to Buyer the Notice of Readiness (NOR) to inject the product

8 Buyer issues Q88 and makes available the Vessel for the injection process to commence as schedule.

9 Upon completion of the Injection, Seller releases to buyer the below POP documents.

- a) Copy of Product SGS Report.
- b) Copy of Injection Report.



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c) Copy of Authority to Sell and Collect (ATSC)

d) Copy of Product passport (analysis test report)

e) Copy of Certificate of Origin

f) Copy of NCNDA/IMFPA

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10 Buyer immediately pays for the total cost of the product value injected into the vessel through MT103 TT wire transfer.

11 Seller Upon confirmation of the payment, pays all intermediaries involve in the transaction

TRANSACTION PROCEDURE: FOB CI DIP & PAY

1. Buyer issues ICPO, Company Registration Certificate and Data page of buyer's Passport copy.

2. Seller receives buyer's ICPO. Seller issues Commercial Invoice (CI) for the total product in seller's leased tank in port terminal for buyer's endorsement.

3. Buyer endorsed seller's Commercial Invoice (CI) and return CI, along with buyer's own/leased Tank Storage Agreement (TSA) from buyer's Logistic Company as a proof of buyer's availability of storage facility.

4. Seller acknowledged the endorsed CI as well verifies buyer's TSA. if well satisfied, Seller issues to buyer the following PRO documents;

a) Copy of DIP-TEST AUTHORIZATION - D.T.A. to buyer, to be endorsed by Buyer Tank farm.

b) Copy of Legalized Commercial Invoice.

c) Copy of Export License

d) Copy of Guarantee Letter to Supply

e) Copy of Statement of Availability of Product

5. Buyer sends copy of endorsed DTA to Seller within 48hrs. Upon



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- a) Copy of Certificate of Origin;
- b) Copy of Commitment to Supply;
- c) Copy of Authorization to Verify
- d) Copy of Authorization to Sell and Collect
- e) Copy of Accreditation certificate
- f) Copy of Product Allocation Certificate
- g) Copy of Product Passport
- h) Copy of Fresh SGS Report
- i) Copy of Injection Report
- j) Copy of Tank Storage Receipt/Reservoir Receipt
- k) Copy of GPS coordinates/ location of Seller tanks at loading port including tank details, tank farm contact person and telephone number.
- l) Copy of NCNDA & IMFPA document.

6. Buyer immediately orders his SGS inspection team to proceed for the dip test on the product in the tank at buyer's expense.

7. Upon successful and satisfactory Q&Q test. Buyer provides his TSR and ATI to enable seller inject the product into the buyer's tank.

8. Buyer pays for the total cost of the product in the tank or injected into the buyer's tank via MT103 to seller's nominated bank account.

9. Within 24 hours upon receipt of the payment, seller pays commission to mandates / intermediaries that are involved in the deal.

10. Seller issues title change/transfer of product to buyer and buyer fully takes over the tank and the product.

TTO TRANSACTION PROCEDURE:-



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1. Buyer issues IPO.
2. Seller Provides MOU and CI to be signed by buyer and seller.
3. Seller and Buyer endorse the CI and MOU.
4. Seller provide following documents.

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- A. BILL OF LADING,
 - B. VESSEL Q88,
 - C. VESSEL DETAILS,
 - D. ULLAGE REPORT,
 - E. CARGO MANIFEST,
 - F. PRODUCT PASSPORT (INDIGENOUS DIP TEST),
 - G. CERTIFICATE OF ORIGIN,
 - H. STATEMENT OF PRODUCT AVAILABILITY.
5. Buyer pays 5% deposit.
 6. Seller provides ATV on board and PRODUCT TITLE TRANSFER CERTIFICATE.
 7. Buyer pays remaining balance in full After CIQ/GSG test confirms Q&Q.
 8. Seller pays the commission to all intermediates and completes the deal.



SEL TORG

Signed by Managing Director,
ESPANESHNIKOVA IRINA ALEXANDROVNA

