



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 Jan 2024

REF:ST /SELT116

End 11 Jun 2024

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 44 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

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

Origin: Kazakhstan

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



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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



SEL TORG

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 210 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: 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/ 160 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.

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



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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 60 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: 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

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



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Price: CIF: USD 0.80 Gross / USD 0.78 Net FOB: USD 0.78 Gross/ USD 0.75 Per 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 220 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: 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 260 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.

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



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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 260 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



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CIF PROCEDURE

1. Buyer issues an official ICPO with a company registration license.
2. Seller issues FCO to buyer for signing and returns with a letter of acceptance stating to adhere to seller's sales transaction terms and procedure accordingly.



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3. Seller issues draft contract (SPA) open for an amendment for buyer's review, signing and returns two signed copies to seller in word format and PDF within 5 working days.

4. Seller reviews and countersigns the draft contract (SPA), converts to PDF and sends a copy to buyer with a guarantee letter to supply.

5. Seller submits signed contract (SPA) to the government authorities in charge for registration, legalization and notarization at seller's expense.

6. Seller sends to buyer the below listed soft performance guarantee partial POP documents:

- a) Commitment letter to supply product
- b) Availability letter of product
- c) Commercial invoice
- d) Product passport
- e) Company registration license



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7. Buyer issues payment instrument via SBLC-BG swift MT760 or DLC swift MT700 for the first shipment total product value to the seller's fiduciary bank coordinate in a format acceptable to seller/seller's bank within 7 banking days of buyer receiving the soft performance guarantee partial POP documents to enable the seller commence trans-loading of product with the shipping company.

Please note: should buyer fails to issue the payment instrument within 7 banking days, alternatively within 72 hours buyer pays 5% of the first shipment total product value equivalent in USD/EURO/RMB/HKD via



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MT103/TT to the seller's fiduciary bank coordinate as a provisional guarantee performance and the said amount will be deducted from the first shipment total product value.

8. Within 5 banking days of the seller's fiduciary bank receiving the buyer's bank payment instrument, the seller's fiduciary bank issues 2%PB to the buyer's bank (Please note: 2% PB will not be issued by the seller for alternative provisional guarantee performance payment of 5%).

9. Seller commence loading of the product within 7 days and issues full POP/Shipping documents with the legalized contract (SPA) to buyer via bank to bank and scanned copies via email; buyer shall notify the seller by official written notice of his bank receiving seller's full POP/Shipping documents.



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10. Shipment commences as scheduled in the signed contract (SPA) and upon arrival of the product tanker at the discharge port, seller discharges the product into buyer's storage facilities and buyer's inspection team carry out SGS/CIQ or Equivalent Inspection to ascertain quality and quantity of the product.

11. Upon successful SGS/CIQ Inspection by the buyer's team, buyer pays for the total product value deducting (5% part payment) via MT03/TT in USD/EURO/RMB/HKD to the seller's fiduciary bank coordinate and the title of product ownership will be transferred to buyer.

12. Seller pays all intermediaries involved in the transaction as per signed NCNDA/IMFPA within 72 hours



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13. Subsequently monthly shipment continues as per signed contract (SPA) and product payment will be made against successful SGS/CIQ or equivalent inspection via TT/MT103.

TTO PROCEDURES

1. Buyer issues an official ICPO with company registration license
2. Seller issues draft MOU agreement to buyer, buyer counter-signs and returns back to seller with a guarantee letter to perform.
3. Seller reviews the signed MOU and submits copy for legalization by Russian Ministry departments and within 48-72hrs; seller releases the legalized MOU copies to buyer.
4. Buyer confirms the receipt of the legalized MOU and reverts back immediately with an official letter of readiness to take over the cargo and making the 5% part payment which stands as the product allocation security & guarantee deposit to perform on receipt and confirmation of the product documents as listed on 4.1.

4.1. Seller sends to buyer directly the below listed documents for buyer's review and confirmation via the vessel captain/shipping company:

- A. Bill Of Lading-(in the name of Buyer as Consignee)
- B. Vessel Tanker Details
- C. Product Passport-Dip-Test Report
- D. Certificate of Origin



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- E. Pro-forma Invoice
- F. 5% Payment deposit Invoice
- G. Cargo Manifest
- H. Ullage Report
- I. Vessel Q88

5. Buyer within 3 days of confirming the product documents makes 5% part payment of the total on-board product quantity which stands as the product allocation security & guarantee payment to the seller nominated bank via T/T Wire Transfer; this payment shall be deducted from the total product payment value.

6. Seller issues to buyer the conducted SGS Test Report of the product, Product approval to export, Letter of entrustment, Authorization to board-ATB and Dip-Test Authorization-DTA to enable buyer's SGS inspection team to re-conduct Q&Q conformity analysis inspection upon product vessel arrival at the discharge port.

7. Upon the successful completion of Dip-test inspection, buyer makes the balance 95% payment via TT/MT103 wire transfer of the total product value, Seller transfers title of ownership certificate to buyer as the legitimate owner of the product and commence trans-loading.

8. Trans-loading commences immediately.

9. Seller will release payments to the intermediaries involved within 48 hours of receiving the Payment for the product from the Buyer's bank.



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FOB PROCEDURE (TANK TO TANK)

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)



SEL TORG

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).
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:



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- 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.
- 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 PPOP 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



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5. Buyer sends copy of endorsed DTA to Seller within 48hrs. Upon receipt of endorsed DTA, seller issues the following PPOP documents to the buyer and NCNDA & IMFPA will be signed and endorsed for the protection of all intermediaries involved in the transaction:

- 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.



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

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



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Signed by Managing Director
EPANESHNIKOVA IRINA ALEXANDROVNA

