



**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**

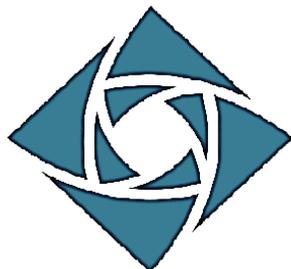
## **SOFT CORPORATE OFFER (SCO)**

**Date 19th Feb, 2024**

**REF:ST /SELT116**

**End 15th Aug, 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.



**SEL TORG**

**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

Destination port: Any Safe World Port

Commission: USD2 Buyer side / USD2 Seller side



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**PRODUCT: JET FUEL JET A-1**

Origin: Kazakhstan

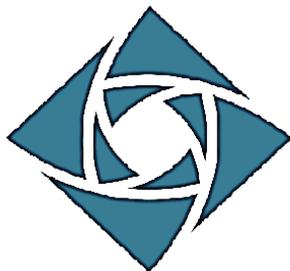
Quantity: 700,000 Bbl - 2,000,000 Bbl Trial lift

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

Destination port: Any Safe World Port.

Commission: USD2 Buyer side / USD2 Seller side



**SEL TORG**

**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

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side



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**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

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side



**SEL TORG**

**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

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side



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**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

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

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

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side



**SEL TORG**

**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

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side



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**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

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side



**SEL TORG**

**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

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

Destination port: Any Safe World Port

Commission: USD 2 Buyer side / USD 2 Seller side



**SEL TORG**

**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

Destination port: Any Safe World Port

Commission: USD 0.2 Buyer side / USD 0.2 Seller side



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**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

Destination port: Any Safe World Port

Commission: USD 2 Buyer side / USD 2 Seller side



**SEL TORG**

**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

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

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD 5 Seller side



**SEL TORG**

**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

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side



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**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.



**SEL TORG**

**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

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side



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**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

Destination port: Any Safe World Port

Commission: USD 5 Buyer side / USD5 Seller side

**LOADING PORTS: HOUSTON, ROTTERDAM, FUJAIRAH AND SINGAPORE PORTS.**



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**CIF TRANSACTION PROCEDURE**

1. Buyer issues the ICPO and scanned copies of the buyer's company registration and international passport and Seller issues Draft Contract and sends it to the Buyer, Buyer returns the countersigned Contract to Seller Company.



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2. Seller reviews signed contract, seal and return a copy of the signed and sealed contract.

3. A. Certificate of origin

B. Product Passport,

C. Refinery commitment to supply

D. Statement of availability of product.

E. Proforma Invoice.



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4. Upon Buyer's confirmation of the documents, Buyer MUST within Seven (7) bank working days, send SBLC to Seller Bank account. OR on the eight day of buyer failure to issue any of the mentioned guarantee the Seller shall issue the invoice to Buyer to deposit a Security Guarantee fee of \$280,000 in seller nominated bank account by TT Wire Transfer to facilitate the product delivery from the refinery to the loading port and from the loading port to the destination port. This payment (Security Guarantee fees) is not an extra cost, rather it would be deducted from the total cost of the products before Buyer established the final payment of the product, OR legal action shall be taken against the Buyer for default



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5. Seller issues 2% Performance Bond (PB) to Buyer as guarantee of monthly shipment, alongside the full POP/SHIPPING Documents, customs formalities to Buyer's Bank, including the SGS based on international analytical report/Bill of Lading.

6. All parties finalized the signing of the NCNDA/IMFPA. Seller would invite buyer for the witnessing of the product loading (At Buyers Expense, Maximum of five (5) Personals /Representatives) optional.

7. Seller clears vessels from the commercial's terminal (Kazakhstan Shore), Buyer confirmed shipping Documents with ship master while Seller effects delivery to Buyer destination according to contract schedule.



8. Upon arrival of cargo at discharge port, and the conclusion of CIQ/SGS/Q&Q at discharge port, Buyer's Bank release to Seller's Bank, payment by TT/MT103, within seven (7) bank working days. Seller release payment to all intermediaries in accordance with the signed NCNDA/IMFPA within 48 hours of receiving the payment for the product from the Buyer's bank.



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## CIF TRANSACTION PROCEDURE

1. Buyer Issue ICPO
2. Seller Issues Draft of SPA for amendment and countersigning.
3. Seller sends partial POP to Buyer via email:
  - (a) Statement of Availability of Product
  - (b) Commitment to Supply
  - (c) Product Passport
  - (d) Company Registration Certificate
  - (e) Export License



4. Seller appoints and signs charter Party Agreement with the buyer and the Shipping Company. Buyer pays 3% of total product value to seller designated fiduciary account for transporting the product to buyer's final discharge port. Note: This fee will be deducted from the total product value.
5. Buyer will pay 3% to Seller's fiduciary account against Proforma Invoice when receiving Seller's full POP documents after the trial shipments.
6. Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port and after SGS/CIQ or Equivalent inspection immediately Buyer will pay the balance of the Total value of the shipping by T/T or MT103 to Seller's Bank Account within 72 hours (three banking days).



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7. Buyer / Seller pays all intermediaries involved in transaction as per NCNDA/IMFPA within 72 hours.

### **TRANSACTION PROCEDURES FOR CIF DELIVERY**

1. Buyer issues ICPO alongside with letter of acceptance of seller's terms to seller.

2. Seller issues Sales Purchase Agreement, (SPA) and open for amendment, Buyer reviews draft agreement and then returns to seller sign in word format and PDF format, Seller acknowledged and submit the contract to the Ministry of Energy for legalization on seller expense



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3. The seller issues payment invoice for the product allocation. Upon executed by the buyer via TT WIRE TRANSFER and confirmation of the payment by the seller, the seller Issue the following PPOP documents.

(A) Seller Irrevocable Commitment to Supply

(B) Statement of availability of product(C) Certificate of origin

(D) Commercial invoice for the first value shipment

4. Upon the confirmation of the listed partial PPOP, Buyer bank issues irrevocable, Non-operative, non transferable, indivisible letter of credit (DLC/MT700) according to seller's fiduciary bank verbiage to seller



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nominated fiduciary offshore bank account for first month shipment. should buyer fail to issue payment instrument within 7 banking days, legal action will be taken against buyer for default.

5. Seller's bank replied with 2% PB to activate the letter of credit issued by the buyer bank. 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.
- 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 to produce the product.



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- 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. h) Copy of Vessel Questionnaire 88.
- I) Copy of Bill of Lading.
- J) SGS Report at loading port.
- K) Dip test Authorization (DTA) & ATB
- L) NOR /ETA
- M) Certificate of Ownership Transfer
- N) Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy



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6. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer' discharge port within 5-24 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport.

7. Buyer's bank upon arrival of the cargo at the discharge port, payment will be made for the Product by the buyer via MT103 100% after (Q& Q) or CIQ report Inspection at Discharge port.



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### **FOB PROCEDURE ( TANK TO TANK )**

1. Buyer issues ICPO, company registration certificate and data page of buyer's Passport.
2. Seller issues Commercial Invoice (CI) & Warning Letter to buyer, buyer signs and returns back to the seller with his TSA. Seller provides the below documents to the buyer.



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A. Product Quality Passport (Dip Test Result).

B. Statement of Product Availability

C. Certificate of Origin of the Product.

3. Seller logistics team verify the buyer's provided tank farm agreement and pay 4 days first on buyer's tank farm and after confirmation of the funds by buyer's tank farm, Buyer pays the remaining 1 days to his Tank Farm Company to obtain 5 Days TSR, to show both parties proof of readiness. GPS Coordinate-Tank storage receipt (TSR)

4. Seller issues following POP documents to Buyer:

A. Injection report

B. Dip test authorization letter (DTA) - Unconditional



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C. Authorization to sell

D. Fresh SGS Report or equivalent.

E. Authorization to verify the product in seller's tank (ATV)

5. Buyer conducts Dip test on the product and makes the payment for the total value of product to be injected into the tanks through the means of MT103- TT.

6. Product Injection to the buyer's tank proceed.



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7. Seller pays all intermediaries involved in the transaction and subsequently, monthly shipment continues as per terms and conditions of the Commercial Invoice and extension of the transaction by issuing 12 months contract to the buyer for proceeding.

### **FOB PROCEDURE (TANK TO VESSEL)**

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.



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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:

a) Copy of Tank Storage Receipt (TSR).



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- 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



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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.



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- 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

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.



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**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



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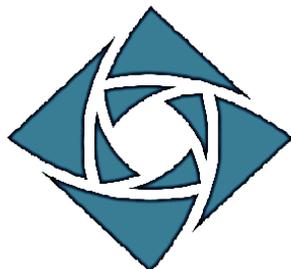
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with buyer's own/leased Tank Storage Agreement (TSA) from buyer's Logistic Company as a proof of buyer's availability of storage facility.

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



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- 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.



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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 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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## **TTO TERMS AND PROCEDURES**

1. Buyer issues Irrevocable Corporate Purchase Order ICPO with seller procedures.

2. Seller issues original MOU for Buyer's review and endorsement.

3. Upon the receipt of countersign MOU from Buyer, Seller emails to Buyer the listed below PPOP and Shipping documents:

- A. Copy of Certificate of Origin
- B. Copy of the Company License to Export
- C. Copy of Product Passport (Analysis Result)
- D. Copy of Ullage Report



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- E. Copy of Cargo Manifest
- F. Copy of Bill of Lading
- G. Copy of Vessel's Q88
- H. Copy of E.T.A (Estimated Time of Arrival) of Vessel
- I. Copy of Invoice for Title Transfer. (\$520.000 USD) Five Hundred and Twenty Thousand United State Dollars

4. Buyer verifies the availability of the product currently on the sea and within 24 hours makes payment of (\$520.000USD) Five Hundred and Twenty Thousand United State Dollars for Title Transfer of the consignment via MT103 T/T Wire Transfer to Seller's nominated account.



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

BIN 230340041024

Cell: +79801674103 whatsapp:+79801674103

Email: llc.sel-torg72@mail.ru

5. Seller upon confirmation of the Title Transfer Payment, **Seller** Orders for Re-route to buyer's desired port, issues the ACT of TRANSFER in Buyers Name, Title of Ownership Certificate, and all Export Documentation will be sent to the buyer alongside the SGS Report at the loading Port.

6. Vessel Captain hands over all the Original POP documents to the Buyer upon arrival at the discharge port.

7. Buyer carries out the CIQ/SGS inspection and upon successful inspection, T/T Wire Transfer the total contract, Seller within 24 hour release payments to all intermediaries by T/T Wire Transfer.



**SEL TORG**

Signed by Managing Director,  
EPANESHNIKOVA IRINA ALEXANDROVNA

