



DATE ISSUE: 02/04/2024  
VALID TILL: 01 /05/2025  
ATTN: End Buyer/Buyer's Mandate.

### **SOFT CORPORATE OFFER**

We "SAMAL OIL ",  
on behalf of our end Seller/Refinery, with full legal responsibility under penalty of perjury hereby  
issue this Soft Corporate Offer with given terms and conditions as stated in this offer to confirm  
our readiness and to execute a Sales and Purchase Agreement with the end buyer, with the ability  
to supply the following commodities according to the terms and conditions stipulated in this soft  
Corporate offer.

Біз «САМАЛ Мұнай», жұмыс істейді

Біздің түпкілікті Сатушы/Мұнай өңдеу зауыты атынан, осы арқылы жалған куәлік бергені үшін толық заңды  
жауапкершілікпен

растау үшін осы ұсыныста көрсетілген шарттар мен шарттармен жұмсақ корпоративтік ұсынысты шығарыңыз  
қабілеті бар соңғы сатып алушымен сату-сатып алу келісінмін жасауға дайындығымыз және

осы шартта көзделген шарттарға сәйкес келесі тауарларды жеткізуге

Корпоративтік ұсыныс.

### **TERMS OF NEGOTIATION:**

Delivery: CIF/FOB

Payment Term: SBLC MT760 and TT Wire Transfer MT103

Performance Bond: 2% operative PB will be issued from Seller's bank to the buyer bank.

Quality: Q&Q test report will be conducted at the loading port by SGS or Equivalent at the expense of Seller.

Products Origin: Kazakhstan Federation.



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**AVIATION KEROSENE COLONIAL GRADE "54" (GOST 10227-86)**

ORIGIN: KAZAKHSTAN/GEORGIA

QUANTITY: TWO MILLION (2,000,000) BARRELS WITH R&E INTO YEARLY CONTRACT

FOB PRICE: USD \$84.00 GROSS / USD \$82.00 NET PER BARREL

CIF PRICE: USD \$88.00 GROSS / USD \$86.00 NET PER BARREL

**AVIATION TURBINE JET A-1**

ORIGIN: KAZAKHSTAN/GEORGIA

QUANTITY: ONE MILLION (1,000,000) BARRELS WITH R&E INTO YEARLY CONTRACT

FOB PRICE: USD \$84.00 GROSS / USD \$82.00 NET PER BARREL

CIF PRICE: USD \$88.00 GROSS / USD \$86.00 NET PER BARREL

**DIESEL GASOIL L-0.2-62 (GOST 305-82)**

ORIGIN: KAZAKHSTAN/GEORGIA

QUANTITY: FIFTY THOUSAND (50.000) METRIC TONS WITH R&E INTO YEARLY CONTRACT

CIF PRICE: USD \$375.00 GROSS / USD \$365.00 NET PER MT

**DIESEL D2 L-0.05 (PPM-500)**

ORIGIN: KAZAKHSTAN/GEORGIA /

QUANTITY: FIFTY THOUSAND (50.000) METRIC TONS WITH R&E INTO YEARLY CONTRACT

CIF PRICE: USD \$ 375.00 GROSS / USD \$365.00 NET PER MT



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### VIRGIN D6 FUEL OIL

ORIGIN: KAZAKHSTAN/GEORGIA

QUANTITY: ONE HUNDRED MILLION (100,000,000) GALLONS WITH R&E INTO YEARLY CONTRACT

FOB PRICE: USD \$0.94 GROSS / USD \$0.90 NET PER GALLON

CIF PRICE: USD \$0.99 GROSS / USD \$0.95 NET PER GALLON

### ULTRA LOW SULPHUR DIESEL FUEL (EN590)

ORIGIN: KAZAKHSTAN /OMAN/ GEORGIA

QUANTITY: ONE HUNDRED THOUSAND (100,000) METRIC TONS WITH R&E INTO YEARLY CONTRACT

FOB PRICE: USD \$380.00 GROSS / USD \$370,00 NET PER METRIC TON

CIF PRICE: USD \$400.00 GROSS / USD \$390,00 NET PER METRIC TON

### EASTERN SIBERIA PACIFIC OCEAN CRUDE OIL (ESPO)

ORIGIN: KAZAKHSTAN /GEORGIA

QUANTITY: ONE HUNDRED THOUSAND (100.000) BERREL WITH R&E INTO YEARLY CONTRACT

CIF PRICE: USD \$71.00 GROSS / USD \$68.00 NET PER BERREL

### MAZUT M100 (GOST 10585-75)

ORIGIN: KAZAKHSTAN/GEORGIA

QUANTITY: FIFTY THOUSAND (50.000) METRIC TONS WITH R&E INTO YEARLY CONTRACT

CIF PRICE: USD \$ 295.00 GROSS / USD \$285.00 NET PER MT



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### LIQUIDIFIED NATURAL GAS (LNG) GOST 5542-87

ORIGIN: KAZAKHSTAN/GEORGIA

QUANTITY: ONE HUNDRED THOUSAND (100.000) METRIC TONS WITH R&E INTO YEARLY CONTRACT

CIF PRICE: USD \$ 345.00 GROSS / USD \$335.00 NET PER MT

### EXPORT BLEND CRUDE OIL GOST 51 858-2002 /9965-76

ORIGIN: KAZAKHSTAN/GEORGIA

Minimum Quantity: 1,000,000 Barrels per month

Maximum Quantity: 5,000,000 Barrels per month

Price on FOB: \$100.00 USD GROSS / \$98.00 USD NET

Price on CIF: \$120.00 USD GROSS / \$118.00 USD NET

### HSD2 GAS OIL L-0.2-62 GOST 305-82 AGO (AUTOMATIC GASOIL)

ORIGIN: KAZAKHSTAN/GEORGIA

Minimum Quantity: 50,000 Metric Tons per

Month Maximum Quantity: 500,000 Metric Tons per month

Price on FOB: \$360.00 USD GROSS / \$350.00 USDNET

Price on CIF: \$450.00 USD GROSS / \$440.00 USD NET

### PETROLEUM COKE (PET COKE)

KAZAKHSTAN/GEORGIA

MINIMUM LIFTABLE QUANTITY: 50,000 METRIC TONS.

MAXIMUM LIFTABLE QUANTITY: 400,000 METRIC TONS ON MONTH BASIS.



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PRICE BASED ON CIF: GROSS USD \$160.00/NET USD \$150.00 PER METRIC TON.

Commission: Seller's Side \$5.00USD/ Buyer's Side \$5.00USD Per MT

### LCO - LIGHT CYCLE OIL

Origin: KAZAKHSTAN/GEORGIA

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

### Di Ammonium Phosphate (DAP)

Origin: KAZAKHSTAN/GEORGIA

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

### UREA 46%

Origin: KAZAKHSTAN/GEORGIA

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

### URALS CRUDE OIL

Also known as RUSSIAN EXPORT BLEND CRUDE OIL (REBCO)

Origin: KAZAKHSTAN/GEORGIA

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



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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

### **GASOLINE OCTANE 72, 76, 91, 93, 95**

Origin: KAZAKHSTAN/GEORGIA

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

### **ULTRA LOW SULFUR FUEL OIL (ULSFO) 0.1%**

Origin: KAZAKHSTAN/GEORGIA

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

### **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.

### **LOW SULFUR FUEL OIL (LSFO) 1.0%**

Origin: KAZAKHSTAN/GEORGIA

Quantity: 10,000 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 290 Gross / USD 280 Net/ FOB: USD 270 Gross / USD 260 Net /  
per Metric Tons

## **BITUMEN**

Origin: KAZAKHSTAN/GEORGIA

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

## **TERMS OF NEGOTIATION:**

**Delivery:** CIF/FOB

**Payment Term:** SBLC MT760 and TT Wire Transfer MT103

**Performance Bond:** 2% operative PB will be issued from Seller's bank to the buyer bank.

**Quality:** Q&Q test report will be conducted at the loading port by SGS or Equivalent at the expense of Seller.

## **FOB WORKING PROCEDURE**

1. Buyer issues ICPO + CP upon acceptance of seller's procedure.
2. Seller issues, Product Passport (product analysis report), Injection Report, Attestation of product allocation



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certificate, certificate of origin, commercial invoice (CI) which must be sign by buyer alongside with buyer tank

storage

agreement (TSA).

3. Seller verifies and approve buyers tank farm and request for 5 days TSR to commence injection, buyer

pay for two (2) days' tank lease along with Seller pay for three (3) days' tank lease to buyers' tank farm and provide

buyer/buyer storage company with payment slip, upon confirmation of buyer/ seller payments buyer

provides seller with TSR+ATI.

4. Seller inject the full product to the buyer tank from seller storage reservoir and issue buyer the below

pop documents.

- Irrevocable Commitment Letter to Supplier
- DTA+RESERVOIR TO TANK INJECTION CONFIRMATION (RTTIC).
- Fresh SGS Report
- ATSC

5. Buyer dip test the product to confirm the Q&Q of the product along with SGS team.

6. Buyer make payment for total cost of product injected into buyer tanks via MT103, Seller transfer title

of ownership to buyer with all exportation documents required of buyer for the transaction.

7. Seller and buyer sign one-year contract Upon conclusion of first lift transactions,

8. Seller pays the commission according to the sign NCNDA+IMFPA.

#### FOB ROTTERDAM / HOUSTON STANDARD PROCEDURE:



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1, BUYER SENDS ICPO (PASSPORT COPY, COMPANY CERTIFICATE) ON RECEIPT OF SELLER'S FULL CORPORATE OFFER.

2, SELLER ISSUES COMMERCIAL INVOICE & LETTER OF INTENTION TO PURCHASE FOR AVAILABLE QUANTITY IN THE

STORAGE TANK TO BUYER, BUYER SIGNS AND RETURN TO SELLER TOGETHER LETTER OF INTENTION TO PURCHASE.

3. AFTER RECEIPT OF THE SIGNED COMMERCIAL INVOICE & LETTER FROM BUYER, SELLER ISSUES THE FOLLOWING TO

BUYER:

A. EXPORT LICENSE

B. CERTIFICATE OF ORIGIN

C. CERTIFICATE OF ANALYSIS (PRODUCT PASSPORT)

D. STATEMENT OF AVAILABILITY OF PRODUCT

E. SGS REPORT CONDUCTED T THE LOADING PORT

F. ATV TO VERIFY PRODUCT.

4, BUYER SUBMIT ATV TO SELLER TANK FAR FOR VERIFICATION OF PRODUCT EXISTENCE AND SELLER TANK FARM

CONFIRM PRODUCT AVAILABILITY AND SEND A PICTURE OF THE LOGISTICS DIRECTOR WHILE RECEIVING THE FRESH SGS

REPORT TO BUYER

5. OBTAINS TANK TERMINAL ENTRY PERMIT AND CONFIRMATION OF AFFIDAVIT CERTIFICATE FROM SELLER IN ORDER TO

GAIN ACCESS TO TANK TERMINAL FOR INSPECTION OF PRODUCT & TO CONDUCT DIP-TEST.

6, AFTER BUYER OBTAINS THE AFFI ST AND IMMEDIATELY INJECTS THE PRODUCT INTO A RENTED STORAGE OR VESSEL:

A. FRESH SGS REPORT IN BUYER'S DAVIT CERTIFICATE, SELLER ISSUES THE DOCUMENTS LISTED BELOW BEFORE

BUYER PROCEEDS WITH DIP TE

NAME

B. TANK STORAGE RECEIPT (TSR)

C. INJECTION REPORT



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D. AUTHORIZATION TO SELL AND COLLECT (ATSC)

E. UNCONDITIONAL DIP-TEST AUTHORIZATION LETTER (UDTA)

7, UPON SUCCESSFUL DIP TEST AND CONFIRMATION OF THE PRODUCT IN TANKS, BUYER MAKE PAYMENT FOR THE TOTAL

COST OF PRODUCT VIA MT103 AND SELLER TRANSFER TITLE OWNERSHIP TO BUYER AND BUYER LIFT PRODUCT INTO VESSEL

OR COMPLETELY TAKE OVER SELLER TANKS FOR FURTHER PRODUCT STORAGE.

8, BUYER REVERTS BACK TO SELLER WITH NCNDA/IMFPA SIGNED BY ALL GROUPS WITH COMMISSION STRUCTURES SO ALL

PARTIES CAN RECEIVE THEIR COMMISSIONS IMMEDIATELY.

9, SELLER ISSUES FINAL AGREEMENT TO BUYER COMPANY TO REVIEW CONTRACT ON R/E MONTHLY DELIVERIES.

10. BUYER REVIEW AND APPROVES CONTRACT.

11, BUYER PAYS AFTER SUCCESSFUL DIP TEST BY MT103 WIRE TRANSFER ON EACH MONTHLY

## **FOB - FRESH SGS REPORT PROCEDURES**

1) BUYER ISSUE ICPO CONTAINING SELLER WORKING PROCEDURE AND BANKING DETAILS ALONG WITH COMPANY

REGISTRATION CERTIFICATE, DATA PAGE OF BUYER'S PASSPORT & BUYER NOMINATED TSA FOR SELLER'S REVIEW AND

ACCEPTANCE.

2) SELLER ISSUES COMMERCIAL INVOICE OF THE PRODUCT IN TANKS AT THE PORT, SGS REPORT AT LOADING PORT,

ALONG WITH ICC LETTER OF WARNING, NOR UPON SELLER'S ACCEPTANCE OF THE BUYER'S TSA; BUYER SIGNS AND

RETURNS THE SIGNED COMMERCIAL INVOICE ALONG WITH VALID TSR FOR PRODUCT INJECTION.

3) SELLER ISSUES A COPY OF FRESH SGS REPORT (NOT LESS THAN 24 HOURS) DIRECTLY TO BUYER.



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4) SELLER ISSUES FOLLOWING POP DOCUMENTS TO BUYER, BUYER CONDUCTS DIP TEST ON THE PRODUCT AND MAKES

THE PAYMENT FOR THE TOTAL VALUE OF PRODUCT INJECTED INTO THE TANKS THROUGH THE MEANS OF MT103-TT. A)

FRESH Q&Q REPORT B) INJECTION REPORT

E) UNCONDITIONAL DIP TEST AUTHORIZATION LETTER (DTA)

D) AUTHORIZATION TO SELL

E) FRESH SGS REPORT.

T) AUTHORIZATION TO VERIFY THE PRODUCT IN SELLER'S TANK (ATV)

5) SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND SUBSEQUENTLY MONTHLY SHIPMENTS

CONTINUE AS PER TERMS AND CONDITIONS OF THE SALES AND PURCHASE CONTRACT BETWEEN BUYER AND SELLER.

6) BUYER MAKES PAYMENT BY MT103/TT WIRE TRANSFER FOR THE TOTAL PRODUCT & LINS THE PRODUCT.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 TRANSACTION BY ISSUING 12 MONTHS'

CONTRACT TO BUYER FOR PROCEEDING.

7. THE SUBSEQUENT DELIVERY SHALL COMMENCE ACCORDING TO THE TERMS AND CONDITIONS OF THE CONTRACT

AND SELLER PAYS COMMISSIONS TO ALL INTERMEDIARIES VIA MT103 ACCORDING TO MONTH

### **FREE ON BOARD (FOB) 1 TANK TO TANK**

1. BUYER ISSUES AN OFFICIAL ICPO ALONG WITH TANK STORAGE AGREEMENT (TSA)

ACCOMPANIED BY COMPANY CERTIFICATE OF REGISTRATION AND VALID MEANS OF IDENTIFICATION.



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2. SELLER ISSUES:

- COMMERCIAL INVOICE (CI), ICC LETTER OF WARNING FOR THE AVAILABLE QUANTITY IN THE STORAGE TANK
- PRODUCT PASSPORT (PRODUCT ANALYSIS REPORT),
- NOTARIZED STATEMENT OF AVAILABILITY OF PRODUCT
- AUTHORITY TO VERIFY (ATV) VIA EMAIL OR PHONE CALL.
- SGS REPORT AT LOADING PORT
- NOTICE OF READINESS (NOR)

3. BUYER RETURNS THE COMMERCIAL INVOICE AND NOR DULY SIGNED BY THE BUYER AND BUYER'S LOGISTIC COMPANY.

4. SELLER ISSUES TO THE BUYER THE LISTED BELOW DOCUMENTS:

- UNCONDITIONAL DIP TEST AUTHORIZATION (DTA)
- FRESH SGS INSPECTION REPORT
- INJECTION REPORT
- CERTIFICATE OF ORIGIN
- NOTARIZED AND ENDORSE NCNDA/IMFPA
- AUTHORIZATION TO SELL & COLLECT (ATSC)
- TANK STORAGE RECEIPT (TSR)
- COMMITMENT LETTER TO SUPPLY

5. (OPTIONAL) BUYER SGS TEAM RE-CONDUCTS DIP TEST INSPECTION ON THE PRODUCT IN SELLER STORAGE TANKS ON BUYER EXPENSE

6. UPON SUCCESSFUL DIP TEST INSPECTION, BUYER PAYS FOR THE TOTAL PRODUCT VALUE AND SELLER IMMEDIATELY

TRANSFER THE TITLE OF PRODUCT OWNERSHIP TO BUYER WITH ALL EXPORT DOCUMENTS



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7. SELLER IMMEDIATELY COMMENCES INJECTION OF THE PRODUCT INTO BUYER'S TANKS

8. SELLER PAYS INTERMEDIARIES.

### **F.O.B TRANSACTION PROCEDURE**

1. Buyer issue ICPO must be with buyer company letterhead containing the seller's working procedure  
With banking details scanned copy of buyer's Passport data page Buyer's for seller's validation.

2. Seller issue a commercial invoice of the product in tanks at the port and the buyer signs and returns a  
Commercial invoice to the seller.

3. Upon return of the endorsed CI, the seller release to the buyer the following partial PPOP documents

- \* Photo of the fresh SGS Report held by the tank farm operator.

- \* Company's export License.

- \* Company Profile.

- \* Certificate of Incorporation.

- \* Commitment Letter to Supply

- \* Tank Storage Receipt TSR.

- \* Statement of Product Availability

- \* Authority to Sell and Collect (ATSC)

4. Buyer contacts the seller's leased storage company through call or email for tank Extension payment to enable tank clearance and for the buyer to gain a port legal access permit to execute a dip test for quantity and quality inspection and fresh inspection report by SGS in seller tank.



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5. Upon confirmation of the buyer securing tank clearance and port legal access permit the product the seller issues Dip test authorization letter (DTA), act of transfer and allocation certificate for the buyer to proceed with the dip test and the buyer and his SGS inspection team conduct a dip test on the product in the seller tank.
6. Upon the satisfactory result of the dip test, buyer pays another two (2) day tank extension and the Seller's storage company issues the buyer, the notice of readiness (NOR) to inject the product.
7. The buyer provides Q88 and ATI from his logistic / Shipping Company and makes the Vessel available for the injection process to commence as scheduled.
8. Upon completion of the injection, the seller releases to the buyer the below POP document:
  - a. Product SGS
  - b. Pipeline Injection Report
  - c. Export License
9. Upon confirmation of the above POP document by the buyers and the endorsement of NCNDA/IMFPA the buyer immediately pays for the total cost of the product value injected into the ship / vessel through MT103TT wire transfer. The seller pays all intermediaries upon receipt of the payment within 24 hours and transfers the ownership certificate of the product to the payment within 24 hours and transfers the title of ownership certificate of the product to the buyer.
10. Buyer and seller agree to roll over to a one-year contract to continue the transaction with monthly deliveries x12 month (plus rolls and extension if agreed).



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## CIF OFFICIAL TRANSACTION PROCEDURE FOR THE REST OF THE PRODUCT

1. Seller sends the buyer their SCO.
2. Buyer sends ICPO on their letterhead, with
  - (a) Company profile, (b) Company's Registration copy (c) Buyers passport copy and
3. On receipt of above, in 2 – 3 working days, Seller issues Draft Contract (open for any Amendments) to Buyer, Buyer signs, seals and returns the Draft contract to Seller for final endorsement and notarization by the Ministry of Energy and Export Department, fee borne by the seller through MT 103 or any other TT methods.
4. Seller gives Partial proof of products:
  - a) Seller's Irrevocable Commitment to supply
  - b) Statement of availability of product
  - c) Certificate of Origin
  - d) Commercial invoice for the first value shipment.
5. Buyer issues SBLC MT 760 to the Seller nominated Bank Account for first month shipment within 7 (seven) bank working days (If Buyer fails to issue guarantee instrument within seven (7) banking days after receiving SPA / PPOP document, buyer must pay Allocation security guarantee deposit via TT WIRE / MT103/ USDT 3% OF THE TOTAL PRODUCT VALUE TO SELLERS NOMINATED BANK ACCOUNT CO-ORDINATES FOR THE FIRST TRIAL SHIPMENT OR BUYER AND SELLER PART JOINTLY SIGN CPA THAT WILL SHIP THE GOODS BUYERS DISCHARGE PORT WHICH



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WILL BE DEDUCTED FROM THE TOTAL COST OF THE GOODS UPON FINAL PAYMENT.

6. Seller's Bank Issues Full POP Documents to the Buyer's Bank alongside with the 2% Performance Bond.

- a) Copy of License to export, issued by Department of the Ministry of Energy
- b) Copy of Approval to Export, issued by Ministry of Justice
- c) Copy of Statement of availability of product.
- d) Copy of the refinery commitment to produce the product
- e) Copy of 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 the 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) and ATB
- l) NOR / ETA (Notice of Readiness and Estimated Time of Arrival)
- m) Certificate of Ownership transfer
- n) Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy.

7. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer's discharge port within 5-14 days. The SGS inspection will be borne by the Seller at the loading sea port and Buyer at the unloading sea port.

8. Seller pays all the intermediaries commission on seller side and buyer side accordingly.

## **COST INSURANCE AND FREIGHT (CIF) PROCEDURE.**

1. Buyer issues ICPO+CP upon acceptance of seller procedure.



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2. Seller Issues draft spa for all parties to review and endorse along with the NCNDA/IMFPA. Buyer signed and send contract back with letter of acceptance along with passport copy and company certificate.
3. Seller and Buyer sign signed CPA (Charter Party Agreement) from the shipping company for logistics transportation of the product to buyer destination port.
4. Seller register the contract with the ministry of energy for approval (seller expense) and send the scan copy of the approved draft contract via secure email to buyer including the below listed proof of product documents.
  - a. Copy of Commitment to Supply
  - b. Copy of Statement of Product Availability
  - c. Copy of Certificate of Origin
  - d. Commercial Invoice for the Lift-able quantity.
  - e. Charter Party Agreement (CPA)
5. Upon confirmation, Buyer/Seller within 3-4 banking days makes cash deposit each via MT103/TT wire transfer alongside with seller to the logistics company as security performance guarantee and shipping cost to guarantee the transaction. 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,
6. Upon confirmation of the Payment for shipping cost by the logistics company, within 3 working days' seller transfer title approved by the ministry of energy to identify the buyer's company name as the beneficiary owner of the product allocation.



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7. Seller provides following pop documents and trail shipments begin.

- a. Export License by Ministry Energy Kazakhstan
- b. Export Approval by Ministry Justice Kazakhstan
- c. SGS Report.
- d. Charter Party Agreement.
- e. Vessel details (Q88)
- f. Bill of Lading as "Freight Pre-paid" and other shipping documents Buyer company name
- g. Certificate of Q&Q issued by SGS or equivalent.

8. Upon successful product confirmation against the SGS/CIQ report of Quality and Quantity at the destination port, the Buyer makes payment by MT103 to seller fiduciary bank account because of the sanctions.

9. Seller and Buyer within seventy-two (72) hours, Seller pays commission to the Seller side/partner and the Buyer pays commission to Buyer side and all intermediaries involved in the transaction.

10. Seller and Buyer Signs Contract for 12 months' shipment

## **TRANSACTION PROCEDURE: 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.
  - Seller Irrevocable Commitment to Supply
  - Statement of availability of product
  - Certificate of origin
  - Commercial invoice for the first value shipment



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3. Within 5-7 banking days, Buyer's bank sends Irrevocable Operative SBLC(MT760) according to seller's fiduciary bank verbiage to seller nominated fiduciary offshore bank account for first month shipment. If buyer fails to issue payment instrument within 5-7 banking days, Buyer will make cash deposit 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. The amount will be agreed between seller and buyer \$320,000. The amount will be agreed between seller and buyer. Buyer can pay with BITCOIN/USD.

4. Seller's Bank Issues 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, Kazakhstan. Copy of Approval to Export, issued by the Ministry of Justice, Kazakhstan/Georgia.

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 product to Discharge port.

h) 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.

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



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seaport and Buyer at the unloading seaport.

6. Buyer releases payment to Seller by TT/MT103 upon receipt of the shipping documents and confirmation of the Q&Q by SGS/CIQ at destination port.

### **NON-NEGOTIABLE MEMORANDUM OF UNDERSTANDING FOR TITTLE TAKE OVER TTO PROCEDURE**

1. THE BUYER ISSUES AN OFFICIAL ICPO CONTAINING THE SELLER'S PROCEDURE ALONG WITH BUYER COMPANY CERTIFICATE OF INCORPORATION.

2. SELLER ISSUES ORIGINAL MOU.

3. BUYER COUNTERSIGN MOU AND FORWARD BACK TO SELLER.

4. UPON THE RECEIPT OF COUNTERSIGN ORIGINAL MOU FROM THE BUYER, SELLER SEND TO BUYER'S

SECURED EMAIL THE LISTED DOCUMENT ISSUED IN THE NAME OF THE INITIAL BUYER AS STATED

BELOW:

A. PRODUCT PASSPORT (QUANTITY & QUALITY DIP TEST ANALYSIS REPORT)

B. CERTIFICATE OF ORIGIN

C. BILL OF LADING

D. STATEMENT OF PRODUCT AVAILABILITY

E. VESSEL Q88

F. SHIPPING COMPANY INVOICE FOR VESSEL RE-ROUTING / A GUARANTEE LETTER ISSUED BY THE

SHIPPING COMPANY.



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5. UPON THE RECEIPT OF THE DOCUMENTS, BUYER VERIFIES THE AVAILABILITY OF THE PRODUCT ON HIGH SEA VIA THE SHIPPING COMPANY AND IMMEDIATELY EFFECT PAYMENT FOR THE VESSEL REROUTING AND RE-ISSUING THE SHIPPING DOCUMENTS ON THE NEW BUYER'S NAME, TO ENABLE THE VESSEL MARITIME DECLARATION REGISTRATION AT DISCHARGE PORT.

6. VESSEL ARRIVE THE DISCHARGE PORT AND BUYER CARRIES OUT THE CIQ/SGS INSPECTION AND UPON A SUCCESSFUL INSPECTION, BUYER PAYS BY MT103 T/T FOR THE FULL PRODUCT TO THE SELLER ACCOUNT.

7. UPON CONFIRMATION OF THE FULL PRODUCT PAYMENT, SELLER TRANSFERS THE TITLE TO THE POTENTIAL BUYER'S COMPANY'S NAME AND ALSO RE-ISSUES ALL DOCUMENTS TO THE POTENTIAL BUYER'S COMPANY'S NAME.

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Kind Regards,

Mr. KNYAZBEKULY ZHAMBYL

General Director



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