

# PETRO-IMPORT, TOO



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Karaganda region, Karaganda city,  
Karaganda, R.A. Them. Kazybek  
Bi, district named after Kazybek Bi,  
Molokova street, 112

ISSUE DATE: AUG 2024

VALID TILL: OCT 2024

BIN: 120640019175

Recipient: To: **END BUYER OR MANDATE**

## SOFT CORPORATE OFFER

We **PETRO IMPORT, TOO** on behalf of Sellers, Refineries Company with full corporate and legal responsibility, under Penalty of perjury hereby issue this Soft Offer with confirmation that sellers refineries is ready, willing and able to supply the following product according to terms and conditions:

ORIGIN: Kazakhstan

### JET FUEL JP54

PRICE CIF ASWP: GROSS \$ 70/NET \$66

PRICE FOB: GROSS \$ 66/ NET \$62

QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL

COMMISSION: US \$2/ US \$2

### JET FUEL JPA1

PRICE CIF ASWP: GROSS \$ 70/NET \$66

PRICE FOB: GROSS \$ 66/ NET \$62

QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL

COMMISSION: US \$2/ US \$2

### UREA FERTILIZER 46% NITROGEN PRILLED/GRANULAR

PRICE CIF ASWP: GROSS \$ 380/NET \$ 370

PRICE FOB: GROSS \$ 370/ NET \$ 360

QUANTITY: Min 50,000 MT / Max 500,000 MT

Commission: US \$5/ US \$5

### PET COKE

Price CIF ASWP: USD 75 Gross / 70 Net

Price FOB USD 70 Gross / 65 Net

QUANTITY: Min 50,000 MT / Max 500,000 MT

Commission: US \$5/ US \$5

### JET FUEL AVIATION KEROSENE COLONIAL GRADE

PRICE CIF ASWP: GROSS \$ 70/NET \$66

PRICE FOB: GROSS \$ 66/ NET \$62

QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL

COMMISSION: US \$1/ US \$1

### MAZUT 100 GOST 10585-75

CIF Price: USD 360 Gross / 350 Net

FOB Price USD 350 Gross / 340 Net

QUANTITY: Min 50,000 MT / Max 500,000 MT

COMMISSION: US \$5/ US \$5

### ESPO

CIF Price: USD 68 Gross / 64 Net

FOB Price USD 64 Gross / 60 Net

QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL

COMMISSION: US \$2/ US \$2

### Light Cycle Oil

BIN: 120640019175

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CIF Price: USD 380 Gross / 370 Net

FOB Price USD 370 Gross / 360 Net

QUANTITY: Min 50,000 MT / Max 500,000 MT

COMMISSION: US \$5/ US \$5

## REBCO GOST 9965-76

PRICE CIF ASWP: GROSS \$ 58 /NET \$54

PRICE FOB: GROSS \$ 54/ NET \$50

QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL

COMMISSION: US \$2/ US \$2

## LPG (LIQUEFIED PETROLEUM GAS) GOST 20448-90

PRICE CIF ASWP: GROSS \$ 230/NET \$ 320

PRICE FOB: GROSS \$ 320/ NET \$ 310

QUANTITY: Min 50,000 MT / Max 500,000 MT

COMMISSION: US \$5/ US \$5

## BLCO

PRICE CIF ASWP: GROSS \$ 34 /NET \$32

PRICE FOB: GROSS \$ 32/ NET \$30

QUANTITY: Min 1,000,000 BBL / Max 10,000,000 BBL

COMMISSION: US \$2/ US \$2

## W.T.I.

PRICE CIF ASWP: GROSS \$ 310/NET \$ 300

PRICE FOB: GROSS \$ 300/ NET \$ 290

QUANTITY: Min 50,000 MT / Max 500,000 MT

Commission: US \$5/ US \$5

## LIQUIDIFIED NATURAL GAS

PRICE CIF ASWP: GROSS \$ 320/NET \$ 310

PRICE FOB: GROSS \$ 310/ NET \$ 300

QUANTITY: Min 50,000 MT / Max 500,000 MT

Commission: US \$5/ US \$5

## Base Oil SN 150

PRICE CIF ASWP: GROSS \$ 290/NET \$ 280

PRICE FOB: GROSS \$ 280/ NET \$ 270

QUANTITY: Min 50,000 MT / Max 500,000 MT

Commission: US \$5/ US \$5

## Virgin Fuel Oil D6

PRICE CIF ASWP: GROSS \$ 0.99/NET \$ 0.93

PRICE FOB: GROSS \$ 0.93/ NET \$ 0.87

QUANTITY: Min 50,000,000 GLLN / Max 500,000,000 GLLN

COMMISSION: US \$ 03/ US \$ 03

## DIESEL D2 OIL GOST 305-82

PRICE CIF ASWP: GROSS \$320/NET \$310

PRICE FOB: GROSS \$ 310/ NET \$300

QUANTITY: Min 50,000 MT / Max 500,000 MT

COMMISSION: US \$5/ US \$5

## BITUMEN GRADE 60/70

PRICE CIF ASWP: GROSS \$ 300/NET \$ 290

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PRICE FOB: GROSS \$ 290/ NET \$ 280  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
COMMISSION: US \$5/ US \$5

## AGO

PRICE CIF ASWP: GROSS \$ 270/NET \$ 260  
PRICE FOB: GROSS \$ 260/ NET \$ 250  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
COMMISSION: US \$5/ US \$5

## GASOLINE 89-92-93-95 OCTANE.

PRICE CIF ASWP: GROSS \$ 310/NET \$ 300  
PRICE FOB: GROSS \$ 300/ NET \$ 290  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
COMMISSION: US \$5/ US \$5

## EN 590

PRICE CIF ASWP: GROSS \$ 370/NET \$ 360  
PRICE FOB: GROSS \$ 360/ NET \$ 350  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
COMMISSION: US \$5/ US \$5

## Base Oil SN 40

PRICE CIF ASWP: GROSS \$ 220/NET \$ 210  
PRICE FOB: GROSS \$ 210/ NET \$ 200  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
Commission: US \$5/ US \$5

## (HEAVY FUEL OIL (HFO)

PRICE CIF ASWP: GROSS \$ 200/NET \$ 190  
PRICE FOB ASWP GROSS \$190/NET \$180  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
COMMISSION: US \$5/ US \$5

## CST-180 FUEL OIL.

PRICE CIF ASWP: GROSS \$ 300/NET \$ 290  
PRICE FOB: GROSS \$ 290/ NET \$ 280  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
COMMISSION: US \$5/ US \$5

## CST-280 AND 380 FUEL OIL.

PRICE CIF ASWP: GROSS \$ 320/NET \$ 310  
PRICE FOB: GROSS \$ 310/ NET \$ 300  
QUANTITY: Min 50,000 MT / Max 500,000 MT  
COMMISSION: US \$5/ US \$5

## TERMS AND CONDITIONS

All products are of a Kazakhstan Origin.

Markups: Markups are reserved for Registered Seller Mandates and shouldn't exceed \$10.00 Inspection: SGS, CCIC, CIQ or Similar at the expense of the seller.

Proof of Product: processed hard copies will be issued to the End Buyer.

Trial Shipments: Trial Shipments are obligatory for new clients. Payment: - MT700 Documentary Letter of Credit /Swift MT 103 –

Commissions: All Commissions are shared equally between buyer side and seller side.

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## **(PROCEDURE: (FOB/SPOT/CI, DIP+PAY ROTTERDAM AND KAZAKHSTAN PORTS)**

1. Buyer sends ICPO to Seller on receipt of Seller's Soft Corporate Offer.
2. Seller issues commercial invoice CI, for the available quantity to Buyer, Buyer Signs and returns to Seller with TSA and NCNDA/IMFPA signed by all buyer groups with commission structures.
3. Seller issues, Dip Test Authorization letter sign by all parties including buyers tank farm.
4. Upon the sign of DTA by all parties Seller issues fresh SGS Report, Tank receipt, Injection Report, Certificate of Origin, Refinery Reservoir Receipt.
5. Buyer order SGS to Conduct Dip test of the product in the Seller Tank on buyer expense upon successful dip test, Buyer Provide vessel details or Tank details, Seller shall immediately submit the (SGS) inspection Report along with the full Proof of Product (POP) to the Buyer.
6. Buyer makes 100% payment by MT103 TT wire transfer for the total product and Seller pays Commission to all intermediaries involved in the transaction within 24 hours after confirmation of the Buyer Payment

## **TRANSACTION PROCEDURE FOR FOB**

1. Buyer accepts seller working procedure and issue ICPO addressed to the seller refinery.
2. Seller issues commercial invoice (ci), Buyer signs and returns back commercial invoice and tank storage agreement (TSA).
3. Seller provide buyer with the below listed PPOP.
  - A. Authorization To Verify (ATV)
  - B. Product Passport (product analysis report)
  - C. Irrevocable Commitment Letter to Supplier
  - D. Tank Storage Receipt (TSR)
  - E. Tank to Tank Injection Agreement (TTTIA) to be signed by buyer tank farm.
4. Seller provides buyer with SGS report, Injection Report, unconditional DTA.
5. (NCNDA/IMFPA) will be signed, buyer within 24 hours after successful dip test in seller tanks provide tank storage receipt (TSR) seller proceed for Tank to Tank injection and provide buyer with the injection report of the product into buyer tanks.
6. Buyer make payment for total cost of product injected into buyer tanks via MT103, Seller transfer title ownership to buyer with all exportation documents required of buyer for the transaction.
7. Upon conclusion of first lift transaction seller pays all intermediaries involved in the Transaction and proceeds with the signing of contract with Buyer

## **(NON-NEGOTIABLE CIF PROCEDURES)**

1. Buyer issues ICPO must be with buyer company letterhead and buyer banking information.
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) Refinery Commitment to Supply
  - (B) Certificate of Origin
  - (C) Statement of availability of product
  - (D) Product quality passport (Analysis test Report) By Kazakhstan standard gost R
3. Within 5 banking days, Buyer's bank sends Transferable Irrevocable Operative SBLC via MT760/DLC-MT700 Documentary Letter Credit according to seller's fiduciary bank verbiage to seller nominated fiduciary offshore bank account for first month shipment, Should buyer fail to issue payment instrument within 5 banking days, buyer will make cash deposit of \$ 5% 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, Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with the 2% Performance Bond (PB)

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- a) Copy of license to export, issued by the department of the Ministry of Energy, Kazakhstan Federation.
- b) Copy of Approval to Export, issued by the Ministry of Justice, Kazakhstan Federation.
- 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
- 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

4. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer's discharge port within 5-25 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport
5. 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.
6. Seller pays commission within 48 hours by swift MT103 to all intermediaries as signed NCNDA/IMPFA. Type a message.

## TRANSACTION PROCEDURE (FOR CIF )B

1. Buyer Issue ICPO.
2. Seller Issue Draft Contract (SPA) Sales and Purchase Agreement for Both parties Final Endorsement.
3. Seller Issue to Buyer:

- (a) CONFIRMATION / COMMITMENT LETTER TO SUPPLY,
- (b) TANK RECEIPT
- (c) CERTIFICATE OF ORIGIN OF THE PRODUCT.
- (d) STATEMENT OF AVAILABILITY OF THE PRODUCT IN RESERVOIR
- (e) PRODUCT PASSPORT

4. Buyer and seller both together secure the logistic of the petroleum product to the buyer Destination port and the cost of logistic will be split (50%/50%) each party will bear his own cost T/T Wire transfer. Note buyer Will jointly secure the logistic of the petroleum Product to his Destination Port/discharge port,
5. upon Finalization of the Logistics for the Delivery of the Petroleum Product to the Buyer Port of Destination/Discharge Port, Seller Commence Loading of the Petroleum Product into the Vessel Tanker (Ship) provided by buyer or Seller and Provide to Buyer the Following Proof of Product Documents and Shipment Documents;

- BILL OF LADING, VESSEL DETAIL'S (Q88).
- DIP TEST REPORT FOR QUALITY AND QUANTITY OF THE PRODUCT BY SGS, SAYBOLT, INTERTEK OR SIMILAR.
- CERTIFICATE OF CONFORMITY OF THE PRODUCT.
- CERTIFICATE OF ORIGIN ISSUED BY THE CHAMBER OF COMMERCE.

6. Upon Buyer Receipt of the Above Proof of Product Document and Shipment Document, Buyer Issue DLC MT700 or SBLC MT760 to guarantee payment for the product and Seller Issue 2%P.B.
7. Shipment Commence and Buyer Releases Payment via MT103 - T/T for the Total Cost of the Product after CIQ at Buyer Discharge port And Seller through the Ship Captain hands over all Exportation Document and Certificate of Ownership to Buyer. Type a message.

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## APPROVED AND NON-NEGOTIABLE TTO PROCEDURE

1. Buyer issues ICPO with exact quantity in sanitized MOU.
2. Seller issues original MOU.
3. Buyer countersigns MOU and forward back.

Upon the receipt of the countersigned MOU, seller emails the buyer the listed documents:

1. Certificate of origin.
2. Statement of product availability.
3. Product Passport (Quality and Quantity dip test analysis report).
4. Bill Of Lading.
5. Q88 of vessel.
6. Vessel Details.
7. Ullage Report.
8. Tanker Cargo Manifest.
9. Invoice for tanker takeover fee.

5. Upon buyer receipt of documents, buyer verifies the availability of the product on high sea and makes payment within 48 hours for the title takeover of the tanker/transaction guarantee which amount to the sum of \$550,000.00 USD and it will be deducted from the total product cost.

6. Upon seller's receipt of the title takeover payment, seller transfers the title to the potential buyer company's name and also re-issues all other outstanding documents to the potential buyer company's name and send via swift from seller's bank to buyer's bank to full prove the product.

7. Vessel arrives the discharge port and buyer carry out the CIQ/SGS inspection and upon a successful inspection, buyer makes the remaining payment by MT103 T/T for the full product to the seller. Type a message

Best regard.

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**SIGN/SEAL**



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