



# LLP "ADAL SNABINVESTOIL"

Karaganda region, Karaganda G.A., G. Karaganda, R.A. Them. Kazybek Bi, District  
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Ref: Oil Products 2024

TO: END BUYER / BUYERS MANDATE

## SOFT CORPORATE OFFER KAZAKHSTAN / ROTTERDAM / HOUSTON / FUJAIRAH

We the undersigned LIMITED LIABILITY PARTNERSHIP, (ADAL SNABINVESTOIL) with full Corporate and legal responsibility, under penalty of perjury confirms that our Seller Refinery are ready, willing and able to sell and supply the following Products on the following terms and with total guarantee to meet the specifications and pass through the stringent of SGS or Equivalent, hence complies with the Sellers procedure and prices.

### METHOD TERMS OF PAYMENT

ORIGIN:	KAZAKHSTAN ORIGIN
DURATION	12 MONTHS & MORE INCOTERMS: FOB / CIF
DELIVERY TERMS	FOB / CIF
PAYMENT GUARRANTEE:	SBLC / BG / DLC/ MT103
COMMISSION:	SELLER'S SIDE 50% / BUYER'S SIDE 50%

## PRODUCT LIST

### JET FUEL A1

Minimum Quantity: 1,000,000 Barrels per Month

Maximum Quantity: 5,000,000 Barrels per Month

FOB Price; Gross \$ 74 / \$ 70 NET

Commission; \$ 2 / \$ 2

### VIRGIN D6 FUEL OIL

Quantity: Minimum: 100,000,000 Gallon

Trial Shipment / Maximum: 300,000,000 Gallon Monthly.

FOB Price: \$ 0. 74 Gross / \$ 0.70 Net

Commission: \$0.02 / \$0.02

### DEISEL EN590 (10PPM)

Quantity: 100,000 -500,000 Metric Tons

FOB Price: Gross \$ 350 / Net \$ 340

CIF Price: Gross \$ 410 /Net \$ 400

Commission's \$5 Seller side/ \$ 5 Buyer side

### DAP FERTILIZER

Minimum Quantity: 50,000MT per Month

Maximum 500,000 MT Monthly

CIF Price: Gross \$ 280 / \$ 270

Net Commission; \$ 5 / \$ 5

### DAP FERTILIZER

Minimum Quantity: 50,000MT per Month

Maximum 150,000 MT Monthly

CIF Price: Gross \$ 310 / \$ 300 Net

Commission; \$ 5 Seller side / \$ 5 Buyer side



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## LIGHT CIRCLE OIL (LCO)

Quantity: Minimum: 50,000 MT Trial Shipment

Maximum: 500,000 MT Monthly.

FOB Price: \$ 290 Gross / \$ 280 NET

CIF Price: \$ 320 Gross / \$310

Commission: \$5 Seller side / \$ 5 Buyer side

## DIESEL GAS D2 OIL GOST 305-82

Quantity: 50,000-100,000 Metric Tons

FOB Price: Gross \$ 330 / Net \$ 320

CIF Price: Gross \$ 370 / Net \$ 360 Per Metric Tons.

Commission \$ 5 Seller side / \$ 5 Buyer side

## LIQUIDIFIED NATURAL GAS [LNG]

Quantity: 50,000-100,000 Metric Tons

FOB Price; Gross \$ 390 / Net \$ 380

CIF Price: Gross \$ 410 / Net \$ 400 per Metric Tons

Commission \$5 Seller side \$5 Buyer side

## ESPO BLEND CRUDE OIL

Minimum Quantity: 1,000,000 bbl.

Maximum Quantity 5,000,000 bbl.

CIF Price: Gross \$ 52, / Net \$ 50.

Commission \$1 Seller side \$ 1 Buyer Side

## LIQUEFIED PETROLEUM GAS [LPG]

Quantity: 50,000 - 500,000 Metric Tons

FOB Price: Gross \$ 290 / Net \$ 280

CIF Price: Gross \$ 340 / Net \$ 330 per Metric Tons

Commission \$5 Seller side/ \$ 5 Buyer side

## GASOLINE 87/89/93 OCTANE'S

Quantity: 10,000 - 500,000 Metric Tons

CIF Price: Gross \$ 310 / Net \$ 300

Commission: \$5 Seller side \$5 Buyer side

## EXPORT BLEND CRUDE GOST 9965-76

Quantity: 50,000 -500,000 MT

CIF Price: Gross \$ 260 / Net \$ 250

Commission: \$5 Seller side \$5 Buyer side

## DIESEL ULTRA-LOW SULPHUR (ULSD 10 PPM)

Minimum Quantity: 50.000 MT Trial Shipment

Maximum Quantity: 1.000.000 MT Month

Monthly FOB Price: gross \$ 320 / \$ Net 310

Price: USD \$ 350 Gross/ \$ 340 Net per MT

COMMISSION: \$5 USD per MT Buyer Side / \$5 USD per MT Seller Side.

## DIESEL EURO 4

Qty; 50000 x12 Mt months

Minimum Quantity: 50,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

Price: Gross \$ 330 USD / \$ 320 USD NET

Commission \$5 Buyer side / \$5 Seller side

## UNLEADED MOTOR GASOLINE 95 RON QTY; 10000 X12 MT MONTHS

Minimum Quantity: 50,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

Price: Gross \$ 340 USD / \$ 330 USD NET

Commission \$5 Buyer side / \$5 Seller side



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## PET COKE

Quantity: Minimum: 50,000 MT

Trial Shipment / Maximum: 1.000.000 MT Monthly

CIF Price Gross \$ 150 USD / \$ 140 .00 USD NET

COMMISSION: \$ 5USD per MT Buyer Side / \$ 5 USD per MT Seller Side.

## TRANSACTION PROCEDURE (Tank-to-Tank (TTT) Transfer)

**The (TTT) process involves transferring oil from one storage tank to another, typically within the same or nearby terminal facility. This ensures quick and secure delivery for buyers who have access to storage at the receiving terminal.**

1. Buyer issues an official Irrevocable Corporate Purchase Order (ICPO) along with Company Certificate of Registration, and Tank Storage Agreement (TSA).
2. Seller issues Product Commercial Invoice (CI) with available quantity, Buyer signs and returns the Commercial Invoice (CI) alongside with an acceptance letter to perform in accordance with the sale procedure.
3. Seller issues to buyer "Product Injection Programming Agreement (PIPA) which is to be completed by both buyer and its tank farm company within Hours.
4. Seller upon receipt of the completed Product Injection Programming Agreement (PIPA), issue below the listed POP documents:
  - \* Fresh SGS Report (24/48 hours old)
  - \* Authorization to Sell and Collect (ATSC)
  - \* Unconditional Dip Test Authorization (UDTA)
  - \* Terminal Clearance Certificate (TCC)
  - \* Authority to Verify (Physical)
  - \* Certificate of Origin
  - \* Tank Storage Receipt (TSR)
  - \* Export License
  - \* Product Passport.
5. Buyer upon receipt of the above POP documents, verify documents, inspect product, provide seller its valid Tank Storage Receipt (TSR) and injection commences into buyer's tanks while Dip Test follows.
6. Upon successful Dip Test Ownership to buyer and commission is paid to all intermediaries upon receipt of buyer's payment.
7. Seller issues a contract for buyers desired duration upon successful completion of the trail order. Subsequent monthly shipment continues as per terms and conditions of the sale and purchase agreement contract to be signed between buyer and seller.
8. Seller pays all intermediaries involved in the transaction and subsequently monthly contract shipment continues as per terms and conditions of the sales and purchase agreement contract between Buyer and Seller.

## PROCEDURE (Tank-to-Vessel (TTV) Transfer)

**The (TTV) process, the oil is transferred directly from our storage tanks into a vessel provided by the buyer, ready for immediate shipment.**



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1. Buyer submits ICPO
2. Seller submits Commercial Invoice (CI) to Buyer, Buyer signs/seals, and returns to the seller.
3. Buyer provides (CPA) Charter Party Agreement for Sellers verification and acceptance.
4. Seller Issues the following documents:
  - \* Authorization to Sell and Collect (ATSC)
  - \* Dip test analysis (DTA)
  - \* Product passport
  - \* Availability of Product
  - \* Authorization to verify (ATV) via email or phone
5. Buyer at Buyer's expense extends Seller's tank up to three (3) days and Dip test is conducted on Seller's account. Buyer submits Q88 for Seller's verification and acceptance.
6. Seller issues Dip test and confirmation to buyer. Seller injects into the Buyer's vessel. After injection to Vessel, Quantity is confirmed by the elected Petroleum Lab to the Buyer.
7. Non-Circumvention-Non-Disclosure Agreement / Irrevocable Master Fee Protection Agreement (NCNDA / IMFPA) will be signed by all parties. After Injection, total payment is due after two (2) banking days. Buyer makes payment for product by MT103/TT to the refinery and all intermediaries as per the IMFPA.
8. After payment is received, seller issues to the buyer the title of the product, and all exportation documents.
9. Lift commences as per contract.

## PROCEDURE (Title Take Over (TTO))

**The (TTO) transaction, ownership of the petroleum product is transferred from the seller to the buyer while the product remains in storage, providing flexibility for later transport arrangements.**

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) with Guarantee Letter to take over Title of the product.
2. Seller issue draft (MOU) agreement to Buyer counter-sign and return back to seller.
3. Upon Seller receipt of a signed MOU-contract from the buyer, Seller legalizes the agreement with the Ministry of Energy, Agriculture & Trade Republic of Kazakhstan. Seller sends to Buyer the following documents for Buyer's confirmation:
  - \* Seller's company profile
  - \* Bill of Lading
  - \* Vessel Tanker Details.
  - \* Product Passport-Dip-Test Report.
  - \* 5% Payment deposit Invoice
  - \* Cargo Manifest.





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- \* Cargo Ullage Report.
- \* Cargo Ullage Report
- \* Q88.
- \* Buyer confirms the goods documents and makes 5% down deposit which stands as an Allocation Security & Guarantee payment to the seller nominated bank by T/T Wire Transfer within 3 banking days, which shall be deducted from the total payment value of the takeover product. (The payment to be made to the Shipping Company not to the seller).
- 4. Seller releases a fresh dated Dip-Test Authorization-DATA to Buyer to order SGS inspection or Equivalent inspection team for Q&Q inspection upon goods/cargo arrival at the discharge port.
- 5. Upon the successful completion of Dip-test inspection, Buyer makes the balance 95% payment by MT103 wire transfer for the total goods value, Seller transfers Title of ownership Certificate to buyer's name as the legitimate owner of the goods and commence trans-loading.
- 6. Trans-loading commenced immediately.
- 7. Seller will release payments to the intermediaries involved within 48 hours of receiving the Payment for the product from the Buyer's bank.

## PROCEDURE (Cost, Insurance, and Freight (CIF))

**CIF delivery includes the cost of goods, insurance, and freight charges to the port of destination.**  
**This comprehensive service ensures the product is delivered directly to your designated port.**

1. Buyer issues 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 and Legalization of the SPA by the Ministry of Energy Kazakhstan. Seller gives Partial proof of products:
  - \* Seller Irrevocable Commitment to Supply.
  - \* Statement of availability of product
  - \* Certificate of origin - Ministry Certificate
  - \* Commercial invoice for the first value shipment
  - \* Refinery Company Certificate
  - \* Endorsed and legalized SPA by the Ministry of Energy, Kazakhstan.
3. Buyer issues the Financial Guarantee as pre advice LC (DLC MT700) to cover the first shipment to seller's fiduciary bank according as per the Seller Verbiage in 12(Twelve) banking days. Upon the buyer (DLCMT700) seller will issue 2%Performance Bond (PB) to buyer bank within 3days.
4. Within 12(Twelve) banking days, If buyer fails to issue payment instrument, Buyer will make cash deposit of (\$570,000 USD by TT WIRE TRANSFER – CRYPTOCURRENCY OR RMB) 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.
5. Seller's Bank issues the following 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. \* Copy of statement of availability of the product.
  - \* Copy of the refinery commitment to produce the product.



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- ★ 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.
- ★ Copy of Vessel Questionnaire 88.
- ★ Copy of Bill of Lading.
- ★ SGS Report at loading port.
- ★ Dip test Authorization (DTA) & ATB L: NOR /ETA Certificate of Ownership Transfer Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy, Kazakhstan.

6. Upon receipt of FULL POP Buyer provides seller with logistic (TSR or vessel Q88) facility coordinates and necessary requirements to enable Buyer's SGS/CIQ conduct Dip Test upon vessel arrival at discharge port.

7. Seller issues to Buyer Full DTA for immediate proceeding of inspection by Buyer's SGS/CIQ Agent injection commence to the buyer's logistics.

8. Seller's Bank issuing Full Proof of Product (FULL POP/CURRENT DATED SGS REPORT) Buyer's bank pays the 100% of Total value of the product in Buyer's logistics by wire transfer MT103 in accordance with the Seller's invoice and SGS/CIQ inspection report.

9. Upon confirmation of the payment, Seller issues to the Buyer the title of ownership and all Exporting documents.

10. Seller Pays commission to all intermediaries involved as per signed NCNDA /IMFPA. Declaration as the Signor of this document HEREBY CONFIRM:

- ★ I am the Signatory Buyer and not Brokering.
- ★ I have perused, fully understood, and agree to adhere to the 'Procurement Process.
- ★ I have reserved/allocated funds to commit to procuring the product.
- ★ I can demonstrate Financial Capacity by submitting 'Financials/Proof of Funds' when requested [As Per the Procedure].
- ★ I can issue a 'Collateral' in the form of a 'Standby Letter of Credit' subsequent to the formalization of the 'Contract.



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