



Карачаганак Петролиум Оперейтинг Б.В.
Казахстанский филиал
090300, Республика Казахстан
Западно-Казахстанская область, Бурлинский район, г.
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Сайт: www.kpo.kz.

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Karachaganak Petroleum Operating B.V.
Kazakhstan Branch
090300, Republic Of Kazakhstan
West Kazakhstan Oblast, Burlin district, Aksai
Promyshlennaya Zona Str., Building 81H
Website: www.kpo.kz

Issue Date: 02/17/2024

Valid until: 10/18/2024

To: END BUYER COMPANY

SOFT CORPORATE OFFER

We KARACHAGANAK PETROLEUM OPERATING B.V" with full corporate and legal responsibility under penalty of perjury confirm that we are willing and able to sell the following petroleum/petrochemical products under the Kazakhstan legal formalities. We respectively offer to sell the below stated products and quantities through our Seller/Refinery whom we "KARACHAGANAK PETROLEUM OPERATING B.V Refinery" represent as their official mandate/agent we have the product in our refinery and at the port of Rotterdam as well. NOTE: Our prices are highly negotiable. Our standard commission structure is also negotiated between the seller and authorized buyer mandates or intermediaries.

TERMS OF TRANSACTION

LOADING PORTS (KAZAKHSTAN PORTS)

PRODUCT ORIGIN: Kazakhstan Federation SPECIFICATION: Standard Export Grade PAYMENT TERMS: T/T, / MT103 DELIVERY TERMS: CIF A.S.W.P, TTO (Any Safe World Port) or F.O.B (Free on Board) Rotterdam or Kazakhstan

1. VIRGIN D6 FUEL OIL

Min. Quantity: 25,000,000 Gallons

Max. Quantity: 400,000,000 Gallons per week x 52 weeks

CIF Price: USD 0.90/Gal Gross USD 0.88/Gal Net

FOB Price: USD 0.77/Gal Gross USD 0.75/Gal Net

Commission: USD0.2 Buyer side - USD0.2 Seller side

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

Min. Quantity: 10,000 Metric Tons

Max. Quantity: 300,000 Metric Tons per Month

CIF Price: USD 340/ MT Gross USD 330 /MT Net

Fob Price: USD 310/MT Gross USD 300/MT

Net Commission: USD5 Buyer side – USD5 Seller side

2. AUTOMOTIVE GAS OIL (AGO)

Min. Quantity: 10,000 Metric Tons Max.

Quantity: 300,000 Metric Tons per Month

CIF Price: USD 340/ MT Gross USD 330 /MT Net

FOB Price: USD 320/MT Gross USD 310/MT Net

Commission: USD5 Buyer side - USD5 Seller side

3. LIQUID NATURAL GAS(LNG)

Min. Quantity: 10,000 Metric TonsMax.

Quantity: 300,000 Metric Tons per

CIF Price: USD 350/ MT Gross USD 340 /MT Net

FOB Price: USD 330/MT Gross USD320/MT Net

Commission: USD5 Buyer side - USD5 Seller side



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4. LIQUEFIED PETROLEUM GAS (LPG)

Min. Quantity: 10,000 Metric Tons Max. Quantity: 300,000 Metric Tons per
CIF Price: USD 350/ MT Gross USD 340 /MT Net
FOB Price: USD 330/MT Gross USD 320/MT Net
Commission: USD 5 Buyer side - USD 5 Seller side

5. LCO – LIGHT CYCLE OIL

Min. Quantity: 10,000 Metric Tons Max. Quantity: 300,000 Metric
Tons per Month
CIF Price: USD 345/ MT Gross USD 355 /MT Net
FOB Price: USD 330/MT Gross USD 320/MT Net
Commission: USD 5 Buyer side - USD 5 Seller side

6. ESPO CRUDE OIL

Min. Quantity: 1,000,000 Barrel
Max. Quantity: 5,000,000 Barrel per Month
CIF Price: USD 68/Bbl. Gross USD 66 /Bbl. Net
FOB Price: USD 55/Bbl. Gross USD 53/Bbl. Net
Commission: USD 5 Buyer side - USD 5 Seller side

7. AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Min. Quantity: 2,000,000 Barrel Max. Quantity: 5,000,000 Barrel per Month
CIF Price: USD 78/ Bbl. Gross USD 74 /Bbl. Net
FOB Price: USD 70/Bbl. Gross USD 68/Bbl. Net
Commission: USD 2 Buyer side – USD 2 Seller side

8. AVIATION KEROSENE JET FUEL JET A-1

Min. Quantity: 2,000,000 Barrel Max. Quantity: 5,000,000 Barrel per Month
FOB Price: USD 68/Bbl. Gross USD 66/Bbl. Net
Commission: USD 2 Buyer side – USD 2 Seller side

9. 10PPM DIESEL FUEL EN 590

Min. Quantity: 10,000 Metric Tons Max. Quantity: 300,000 Metric Tons
per Month
CIF Price: USD 380/ MT Gross USD 370 /MT Net
FOB Price: USD 360/MT Gross USD 350/MT Net Commission: USD 5 Buyer side - USD 5 Seller side

10. MAZUT M100 GOST 10585-75

Min. Quantity: 10,000 Metric Tons
Max. Quantity: 300,000 Metric Tons per Month
CIF Price: USD 360/ MT Gross USD 350 /MT Net
FOB Price: USD 340/MT Gross USD 330/MT Net
Commission: USD 5 Buyer side – USD 5 Seller side



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NON-NEGOTIATABLE COMMERCIAL FOB ROTTERDAM PROCEDURE

1. Buyer sends ICPO in line with Seller working procedures alongside his/her TSA
2. Seller issues Commercial Invoice(CI)Buyer signs within 24 hours and returns to Seller within its validity.
3. Upon receipt and review of the signed CI, Seller issues Dip Test Authorization (DTA) to be completed and signed by Buyer/Buyer Logistics in order for Dip Test to be conducted alongside counter signed copies of the CI.
4. Buyer returns the Dip Test Authorization (DTA) fully completed and signed within its validity and upon successful review of the completed DTA, Seller issues the below full POP documents:
 - a) Fresh SGS Report (not older than 72 hours)
 - b) Product Reservoir Receipt
 - c) Accreditation Certificate
 - d) Product Passport
 - e) Authorization to Sell and Collect Certificate (ATSCC)
 - f) Pre-injection Report (PIR)
 - g) Certificate of Product Origin
 - h) Authority to Verify (ATV) either physically or otherwise.
5. Upon receipt and confirmation of the above POP Documents, Buyer provides its testing officials (SGS or INTERTEK) and the needed test are carried out on the product in Seller's Tanks and Buyer submits also their Q88.
6. Buyer upon successful Dip Test makes full payment by MT103/TT wire transfer for the total product and Seller and Buyer pays commission to all intermediaries involved in the transaction within 24 hours after confirmation of Buyer's payment and injection

1. PROCEDURE FOR LOADED VESSEL TANKER TAKE OVER (TTO) TO ANY SAFE WORLD PORT

2. 1. Buyer Receive SCO and Issues ICPO with banking detail including Company Registration Certificate of
3. Incorporation with Buyer international passport copy to Seller.
4. 2. Seller approved Buyer ICPO and issues original MOU to the Buyer within 24.
5. 3. Buyer countersigns the original MOU and forward back to the Seller.
6. 4. Seller issues below documents to the Buyer:
 7. A) Certificate of Product Origin
 8. B) Product Passport (Quantity& Quality Dip Test Analysis Report)
 9. C) Bill of Lading
 10. D) Tanker Vessel Q88 Document
 11. E) Ullage Report
 12. F) Cargo Manifest
 13. G) Invoice for Title Takeover Payment fee of 5% of Total product cost.
14. 5. Buyer's shipping agent makes contact with vessel master to verify and confirm above POP documents/vessel
15. position. Buyer's bank transmits 5% of product total cost available via SWIFT MT103/TT to the Seller's
16. nominated bank as transaction guarantee for the total product value within 48 hours.
17. 6. Seller's transfers Title ownership to the Buyer after payment receipt confirmation by the Seller's bank.
18. Seller's bank transmits full POP documents to the Buyer's bank.
19. 7. Buyer's bank transmits payment for the balance cargo value to Seller's bank via SWIFT MT103/TT after
20. successful Quality and Quantity inspection and at sight of complete set of original shipping documents at
21. Buyer's discharge port within 24 hours.
22. 8. Seller's bank transmits commission payment to all Intermediaries as per IMFPA within 24 hours on
23. confirmation of receipt of payment from Buyer's bank. Look forward to hear from you at your earliest.



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THE NON-NEGOTIABLE PROCEDURE FOR CIF

1. Upon verification and acceptance of the seller's Corporate Offer (SCO) the buyer issues the Irrevocable Corporate Purchase Order (ICPO) copying this working procedure, and to include the following:

a. The buyer's company full banking details.

a. The authorized signatory / officer's data page of his/her Passport.

2. Seller issues drafted Contract (open for possible amendments) to buyer. Buyer signs, seals and returns the Contract with buyer's company Information sheet (CIS) and buyer's identity, for final endorsement. Seller gives the below listed Partial proof of product and transports product to loading port through refinery's emails

a. Refinery's commitment to supply.

b. Certificate of origin.

c. Statement of availability of product from the ministry

d. Product quality passport (Analysis test report).

3. Within 48 hours after receiving PPOP documents, buyer will be entitled to make a guarantee payment (freight charge \$350,000) to seller fiduciary account for the first trial shipment. after inspection at the port of discharge, the cost will be deducted from the total transaction amount.

4. After successful first trial shipment seller's shall immediately issue a complete POP documents to the buyer's :

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;

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.

5. Subsequent Shipment commences after POP document as per signed contract delivery schedule and the shipment should arrive at Buyer's discharge port within 5-15 days. The SGS inspection will be borne by the Seller at the loading 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, Seller immediately issue a draft NCNDA/IMPFA for all intermediaries to fill and sign their details.

7. Seller pays commission within 72 hours by swift MT103 to all intermediaries as per signed NCNDA/IMPFA.



KARACHAGANAK PETROLEUM OPERATING B.V."

Represented by: GIANCARLO RUIU Position: General Director