



# LLP "ADAL SNABINVESTOIL"

Karaganda region, Karaganda G.A., G. Karaganda, R.A. Them. Kazybek Bi, District  
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Date of issue: 13<sup>th</sup> FEBRUARY 2025  
Date of Expire: 13<sup>th</sup> JULY 2025  
Ref: Oil Products 2025  
TO: END BUYER / BUYERS MANDATE.  
SKYPE: ZAURESH SERIKOVNA.

## 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 AND RUSSIAN ORIGIN               |
| DURATION           | 12 MONTHS & MORE INCOTERMS: FOB / CIF       |
| DELIVERY TERMS     | FOB / CIF                                   |
| PAYMENT GUARANTEE: | TT. WIRE TRANSFER / SBLC / BG / USDT/ MT103 |
| COMMISSION:        | SELLER'S SIDE 50% / BUYER'S SIDE 50%        |

## PRODUCTS LIST

### AVIATION KEROSENE COLONIAL (GRADE A1) JET FUEL

Minimum Quantity: 2,000,000 Barrels per Month  
Maximum Quantity: 5,000,000 Barrels per Month  
FOB Price: \$74.00 USD Gross / \$72.00 USD  
Net Commission: Seller side \$1.00USD Buyer side \$1.00USD Per Bbl.

### AVIATION KEROSENE COLONIAL (GRADE 54) JET FUEL

Minimum Quantity: 2,000,000 Barrels per Month  
Maximum Quantity: 5,000,000 Barrels per Month  
FOB Price: \$76.00 USD Gross / \$74.00 USD  
Net Commission: Seller side \$1.00USD Buyer side \$1.00USD Per Bbl.

### ULTRA-LOW SULPHUR DIESEL (EN590)

Minimum Quantity: 50,000 Metric Tons per month  
Maximum Quantity: 500,000 Metric Tons per month  
CIF Price: \$410.00 USD Gross / \$400.00 USD Net  
FOB Price: \$370.00 USD Gross / \$360.00 USD Net.  
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

### DAP FERTILIZER

Minimum Quantity: 50,000MT per Month  
Maximum 150,000 MT Monthly  
CIF Price: Gross \$ 305 / \$ 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: \$ 260 Gross / \$ 250 NET  
CIF Price: \$ 310 Gross / \$300  
Commission: \$5 Seller side / \$ 5 Buyer side.

## LIQUIDIFIED NATURAL GAS (LNG)

Minimum Quantity: 50,000 Metric Tons per Month  
Maximum Quantity: 500,000 Metric Tons per Month  
CIF Price: \$380.00 USD Gross / \$ 370.00 USD  
Net Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

## MAZUT RUSSIA ORIGIN

Minimum Quantity: 50,000 Metric Tons per Month  
Maximum Quantity: 500,000 Metric Tons per Month  
CIF Price: \$280.00 USD Gross / \$270.00 USD Net  
Commission: Seller side \$5.00USD Buyer side \$5.00USD Per MT

## 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.

## ESPO BLEND CRUDE OIL

Minimum Quantity: 1,000,000 bbl.  
Maximum Quantity 5,000,000 bbl.  
CIF Price: Gross \$ 69, / Net \$ 65.  
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 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 \$ 320 USD / \$ 310 USD NET



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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 \$ 335 / \$ 330 USD NET  
Commission \$5 Buyer side / \$5 Seller side.

## EUROPEAN PETROLEUM COKE (PETCOKE)

Minimum Quantity: 50,000 Metric Tons per Month  
Maximum Quantity: 200,000 Metric Tons per Month  
CIF Price: Gross \$170.00 USD / Net \$160.00USD per Metric Ton.  
Commission: Seller's Side \$5.00USD Per Barrel/ Buy's Side \$5.00USD per Metric Ton.

## SELLER (FOB) WORKING TRANSACTION PROCEDURE.

1. Buyer issues an official ICPO & buyer company registration certificate.
2. Seller issues commercial invoice for first lift quantities Buyer Signed and return to Seller
3. Upon receive of Buyer signed Commercial Invoice
4. Seller issue POP documents to buyer's secured e-mail:
  - (a) Commitment to Supply
  - (b) Product Passport Dip Test Report
  - (C) Authorization to Sell and Collect (ATS)
  - (D) ATV Authority to verify
  - (E) Dip test analysis (DTA)
5. After verification of POP within 48 hours maximum, buyer Pay for 2 Days extension to enable Buyer conduct dip test in seller tank farm. And liable to take tank over.
6. Upon verification of buyer's Payment Seller issue:
  - a) Valid TSR
  - b) Unconditional DTA
  - c) ATV
  - d) SGS Report
7. Buyer conducts SGS inspection and pays for product via MT 103 TT within 48 hours.
8. Title to the product is transfer to the buyer alongside all exportation documentation in relation to the petroleum product.
9. Seller pays commission within 48 hours by swift MT103 to all intermediaries assigned NCNDA/IMPFA.

## SELLER APPROVED AND NON-NEGOTIABLE TTO PROCEDURE.

1. Buyer issues ICPO with exact quantity in sanitized MOU.



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2. Seller issues original MOU.
3. Buyer countersigns MOU and forward back.
4. 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.
10. Sanitized SGS onboard vessel Quality and Quantity Report.

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 \$620,000.00 USD (six hundred and twenty thousand 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.

## SELLER FOB TRANSACTION PROCEDURE TANK TO VESSEL (TTV)

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/CPA.
3. Seller registers/ legalizes the product with the ministry of energy on buyer expenses.
4. Buyer request invoice for the legalization, which amount to 53,650 dollars (USD).



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5. Buyer make payment and send receipt to seller upon confirmation of buyer payment seller immediately issue access permit on buyer name for enable to conduct dip test in seller tank.
6. 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.
7. 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.

## SELLER FOB ROTTERDAM TANK TO TANK PROCEDURE (TTT)

- 1). Buyer issue ICPO, And Company registration and Certificate and Data Page of Buyer's passport or Any ID.
- 2) Seller issues Contract, Commercial Invoice (CI), Buyer's Signs, and returns to seller with His TSA. Seller will complete verification on the farm of the buyer before making payment of their three (3) days tank lease payment.
- 3) Seller lease and pays the buyer's tank for three (3) days tank lease and buyer pays his tank farm for 2 days tank storage costs, (to tailing a five (5) days TSR) After his tank farm company has received the payment from seller company three (3) days cost.
- 4) Seller releases to buyer and buyer tank farm company the injection schedule along with the notice of readiness (NOR) to commence injection of product to buyer's tank.
- 5) Seller issues the pop documents to buyer as below: a. Fresh SGS report. b. Product Passport. c. Injection Report. d. Unconditional DTA. e. Authorization to sell and collect (ATSC). f. Authorization to verify (ATV).
- 6) Buyer conducts Dip test on the product in the buyer's tank and makes the payment for the total value of the product via MT 103 TT.
- 7) Seller pays all intermediaries involved in the transaction and subsequently, monthly shipment continues as per the terms and conditions of the sales and purchase agreement contract by buyer and seller.

## SELLER (CIF) WORKING TRANSACTION PROCEDURE.

**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



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★ 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 7(SEVEN) banking days. Upon the buyer (DLCMT700) seller will issue 2%Performance Bond (PB) to buyer bank within 3days.

4. Within 7(SEVEN) 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.

★ 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.



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★ 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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