

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

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, hereby issue this Soft Offer with confirmation that sellers refineries is ready, willing and able to supply the following 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

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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.
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 agreement and 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 and 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 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 Document according to seller's fiduciary bank verbiage to seller nominated fiduciary offshore bank account for first month shipment. If fail to issue payment instrument within 5 banking days, buyer will make cash deposit of \$ 5% by TT wire transfer for enable seller charter vessel and commence shipment, and this payment will be deducted from the total cost of product at discharge port, 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 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.

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- 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 10 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 vessel arrival at the destination port.
- 6. Seller pays commission within 48 hours by swift MT103 to all intermediaries as signed NCNDA/IMPFA. Type a message

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 to Seller. Seller issues title takeover of the tanker/transaction guarantee which amount to the sum of \$550,000.00 USD and it will be deducted from the product cost.
- 6. Upon seller's receipt of the title takeover payment, seller transfers the title to the potential buyer company's name and send all other outstanding documents to the potential buyer company's name and send via swift from seller's bank to the potential buyer to prove the product.
- 7. Vessel arrives the discharge port and buyer carry out the CIQ/SGS inspection and upon a successful inspection, buyer releases 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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