



Validity Till: 30th September, 2023.

To: End-Buyer's/Buyer's Mandate.

SOFT CORPORATE OFFER

We, JOINT STOCK COMPANY "INK-ZAPAD" Confirmed with Full Corporate Responsibility under Penalty and Perjury That We Are Ready and Capable to Enter into A Contract to Sell the Commodity. All The Supply Is Guaranteed to Meet the Specification and To Pass the Stringent Requirements of S G S Or Equivalent. The Sales and Purchase Contract Would Be in Accordance with International Standards and Procedures.

KAZAKHSTAN ORIGIN PRODUCT LIST

DIESEL GAS D2 OIL GOST 305-8250

CIF Price: GROSS 400 USD / NET 390 USD

FOB Price: GROSS 390 USD / NET 380 USD

1st Trial Shipment: 50,000 - 100,000 MT

COMMISSION STRUCTURE: Seller Side \$5MT /Buyer Side \$5MT

AVIATION KEROSENE COLONIAL GRADE 54

CIF Price: GROSS 92 USD / NET 88 USD

FOB Price: GROSS 88 USD / NET 84 USD

1st Trial Shipment: 1,000,000 BBLs – 2,000,000 BBLs

Commission Structure: Seller Side \$2.00/ Buyer Side \$2.00

ET A-1

CIF Price: 94 USD Gross/90 USD Net

FOB Price: 90 USD Gross/84 USD Net

1st Trial Shipment: 2,000,000 BBLs

Commission Structure: Seller side \$2 / Buyer side \$2

EN 590 10 PPM

CIF Price: 410 USD Gross / 400 USD Net

FOB Price: 400 USD Gross / 390 USD Net

1st Trial Shipment: 50,000, -100,000 MT

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

LIGHT CYCLE OIL

CIF Price: GROSS 380 USD/ 370 USD NET

FOB Price: GROSS 370 USD/ 360 USD NET

1st Trial Shipment: 50,000 MT to 100,000 MT

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

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FOB PROCEDURE DIP TEST AND PAY.

- 1. BUYER CONFIRMS PRICE AND PROCEDURE, ISSUES ICPO WITH TANK STORAGE AGREEMENT**
- 2. SELLER ISSUES PHYSICAL ATV FOR CONFIRMATION OF PRODUCT IN TANKS.**
- 3. UPON CONFIRMATION OF PRODUCT IN TANKS SELLER ISSUES COMMERCIAL INVOICE FOR BUYER SIGNATURE.**
- 4. UPON CONFIRMATION OF SIGNED CI SELLER ISSUES FULL POP IN BUYER NAME AS BELOW.**
 - A) FRESH SGS.**
 - B) INJECTION REPORT.**
 - C) TSR.**
 - D) ATSC.**
 - E) EXPORT CERTIFICATION.**
- 5. UPON CONFIRMATION OF FULL POP BUYER RELEASES FULL PAYMENT AS CONFIRMED SGS RESULT AND LIFTS PRODUCT TO TANKS OR VESSEL.**
- 6. SELLER SETTLES BUYER AND SELLER SIDE COMMISSIONS AS COMPLETED RECEIVED NCNDA-IMFPA FROM BUYER MANDATE IF ANY (OPTIONAL) THIS IS IF IT IS AGREED FOR SELLER TO BE PAYMASTER OF COMMISSION IF OTHERWISE BUYER SETTLES THE COMMISSIONS.**



**JOINT STOCK COMPANY "INK-ZAPAD"
DIRECTOR LUKYANOV ALEXEY SERGEEVICH**