



We, **OIL TRADING COMPANY COMPAY**, under penalty of Perjury Hereby Confirm our Availability and Capability to Supply the under listed Products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specifications and pass through the stringent requirements of SGS or Equivalent. Financial Statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiations. Only direct negotiations from end buyers, representative and mandates will be considered.

**TRANSACTION TERMS OF DELIVERY**

**DELIVERY TERM:** FOB/ CIF

**ORIGIN:** KAZAKHSTAN

**LOADING PORTS:** PORT OF ROTTERDAM, HOUSTON, FUJAIRAH, SINGAPORE  
**PAYMENT TERMS:** MT103-T/T WIRE TRANSFER FOR IMMEDIATE QUANTITY.

**INSPECTION:** SGS OR SIMILAR

**PRODUCTS AND PRICE LIST**

**RUSSIAN AVIATION KEROSENE COLONIAL GRADE 54 (JET FUEL)**

QUANTITY		PRICE
SPOT BASIS	CONTRACT BASIS	CIF AND FOB
1,000,000 BBL --- 3,000,000 BBL	1,000,000 BBL --- 3,000,000 BBL	\$79.00 GROSS / \$77.00 NET CIF
4,000,000 BBL --- 5,000,000 BBL	5,000,000 BBL --- 8,000,000 BBL	\$77.00 GROSS / \$75.00 NET FOB
DISCOUNT PLATTS- \$9 PER BBL GROSS / DISCOUNT PLATTS-\$7 PER BBL NET		

**KAZAKHSTAN EXPORT BLEND CRUDE OIL**

QUANTITY		PRICE
SPOT BASIS	CONTRACT BASIS	CIF AND FOB
1,000,000 BBL --- 3,000,000 BBL	1,000,000 BBL --- 3,000,000 BBL	\$50.00 GROSS / \$48.00 NET CIF
4,000,000 BBL --- 5,000,000 BBL	5,000,000 BBL --- 8,000,000 BBL	\$46.00 GROSS / \$44.00 NET FOB
DISCOUNT PLATTS- \$9 PER BBL GROSS / DISCOUNT PLATTS -\$7 PER BBL NET		





**TRANSACTION DELIVERY TERMS FOR FOB**

1. Buyer issues ICPO with Tank Storage Agreement (TSA)
2. Seller issues Commercial Invoice (CI) for the available quantity in storage tank in Rotterdam, buyer sign and return
3. Buyer provides 1 day tank storage receipt (TSR) in refinery's name or alternatively extend Seller's tank for 1 day
4. Seller program Injection & Issues buyer following documents after injection:
  - A) Unconditional Dip Test Authorization (DTA)
  - B) Fresh SGS Report inspected in Rotterdam Shore Tanks
  - C) Tank Storage Receipt (TSR)
  - D) Authorization for physical verification of the product (ATV)
  - E) Injection Report Shore Tank in Rotterdam
  - F) Certificate of Origin
  - G) Commitment to Supply
  - H) Product Passport
  - I) Notarized & endorsed NCND/IMFPA by the seller & their bank
5. Buyer upon physical verification of the product & PPOP confirmation order SGS to Conduct Dip Test in the Seller tank on buyer's expense
6. Seller commences immediately the injection into buyer's tank or buyer extend seller's tank and issues the Title of Ownership Certificate to be followed by all export documentation
8. Buyer makes payment by MT103/TT wire transfer for the total product & lifts the product
9. Seller pays all the intermediaries involve in the transaction

Sign and Sealed By:  
Alexandrovich O. Markov  
General Manager  
OIL TRADING COMPANY.

