

**SOFT CORPERATE OFFER**

We **STANDARD OIL QAZAQSTAN.TOO**, with legal responsibility under penalty of perjury hereby confirm our Ability and Capability to Supply the under-listed products for 2mmmediate Spot and Contract sales. The Supply is guaranteed to meet the Specification and pass through the stringent requirement of SGS or its Equivalent.

A financial Statement from the Buyer's bank clarifying the buyer's financial capability will be required to consider the buyer's negotiations.

Only direct negotiations from the end buyer's representative and mandates will be considered.

**TERMS OF TRANSACTION:**

DELIVERY PORT: AKTAU/ROTTERDAM/ NOVOROSIYSK /VLADIVOSTOK /  
HOUSTON/FUJAIRAH, RAS LAFFAN/JURONG/QINGDAO

PAYMENT TERM: MT103, T/T WIRE, SBLC, DLC

ORIGIN: REPUBLIC OF KAZAKHSTAN

INSPECTION: ANY UNIVERSALLY ACCEPTED Q&Q INSPECTION COMPANY

COMMISSION: TO BE SHARED 50% EACH BY BOTH SIDES

WE DELIVER FIRST ON FOB TRIAL SHIPMENT FOLLOW BY 12 MONTHS UP CIF DELIVERY

**DIESEL GAS OIL ULTRA-LOW SULPHUR DIESEL**

Minimum Quantity: 20,000 metric tons

Maximum Quantity: 300,000 metric tons

CIF price: GROSS USD \$255.00 MT NET: USD \$ 250.00 MT

FOB Price: GROSS USD \$ 250.00 MT NET: USD \$ 245.00 MT

**EASTERN SIBERIA-PACIFIC OIL (ESPO)**

Minimum Quantity: 10,000 Barrels per Month

Maximum Quantity: 3,000,000 Barrels per Month

CIF Price: Gross USD \$70.00 / USD \$ 65.00 NET on CIF

## **REFINERY FOB PROCEDURES 2**

1. Buyer issues ICPO, Company Registration Certificate and Data page of buyer's Passport copy.
2. Seller receives buyer's ICPO. Seller issues Commercial Invoice (CI) for the total product in seller's leased tank in port terminal for buyer's endorsement.
3. Buyer endorsed seller's Commercial Invoice (CI) and return CI, along with buyer's own/leased Tank Storage Agreement (TSA) from buyer's Logistic Company as a proof of buyer's availability of storage facility.
4. Seller acknowledges the endorsed CI as well verifies buyer's TSA. if well satisfied, Seller issues to buyer the following PPOP documents:
  - a) Copy of DIP-TEST AUTHORIZATION - D.T.A. to buyer, to be endorsed by Buyer's Tank farm.
  - b) Copy of Legalized Commercial Invoice.
  - d) Copy of Guarantee Letter to Supply
  - e) Copy of Statement of Availability of Product
5. Buyer sends copy of endorsed DTA to Seller within 48hrs. Upon receipt of endorsed DTA, seller issues the following PPOP documents to the buyer and NCNDA & IMFPA will be signed and endorsed for the protection of all intermediaries involved in the transaction:
  - a) Copy of Certificate of Origin.
  - b) Copy of Commitment to Supply;
  - c) Copy of Authorization to Verify
  - d) Copy of Authorization to Sell and Collect
  - e) Copy of Accreditation certificate
  - f) Copy of Product Allocation Certificate
  - g) Copy of Product Passport
  - h) Copy of Fresh SGS Report



**STANDARD OIL QAZAQSTAN. TOO**

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**On behalf of the Managements**

Signed and Sealed

Sales/Export Manager

SHATYROV YERKEGALI NARANOVICH

**STANDARD OIL QAZAQSTAN.TOO**

