 Karaganda region, Karaganda city, RA Im. Kazybek Bi, district Im. Kazybek Bi, avenue Abdirova, 49

 +7 707 5591 490, +7 775 5112 4329

 Info@karmunay.kz, export@karmunay.kz, sales@karmunay.kz

### **FULL CORPORATE OFFER (FCO)**

We, **KAR MUNAY LLP** as the end seller refinery, title holder and owner of the commodities; and acting with legal standing as a legitimate and registered corporation and operating under the laws of the Kazakhstan Republic with full corporate and legal authority and responsibility and under penalty of perjury hereby confirms availability of refined Kazakhstan petroleum products for immediate sales to capable buyers under the specified terms and conditions below. All supply is guaranteed to meet international standard specifications and to pass the stringent requirements of sgs or equivalent in compliance with icc international regulations.

#### **TERMS OF NEGOTIATION**

Delivery Terms: CIF / FOB

Shipment Payment Term: MT103 TT Wire Transfer

Quality: Q&Q test report will be conducted at the loading port by SGS or Equivalent at the expense of Seller

Products Origin: Kazakhstan Republic

Commission: To be Accompanied with (NCNDA- IMFPA)

Contract Term: 12 Months minimum after first successful trial (with rolls and extensions)

#### **DIESEL FUEL EN590 10PPM**

Minimum Quantity: 50,000 MT

Maximum Quantity 500,000 MT

FOB Price: Gross 440 USD Net 430 USD

CIF Price: Gross 450 USD Net 440 USD

Commission 5 USD Seller side, 5 USD Buyer side.

#### **JET FUEL A1**

Minimum Quantity: 1,000,000 BBLs

Maximum Quantity 5,000,000 BBLs

FOB Price: Gross 74 USD Net 70 USD

CIF Price: Gross 78 USD Net 74 USD

Commission 2 USD Seller side, 2 USD Buyer side.

#### **AVIATION KEROSENE COLONIAL GRADE JP54**

Minimum Quantity: 2,000,000 BBLs

Maximum Quantity 5,000,000 BBLs


FOB Price: Gross 72 USD Net 68 USD

CIF Price: Gross 74 USD Net 70 USD

Commission 2 USD Seller side, 2 USD Buyer side.





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### **AUTOMOTIVE GAS OIL (AGO)**

Minimum Quantity: 50,000 MT  
Maximum Quantity 100,000 MT  
FOB Price: Gross 230 USD Net 220 USD  
CIF Price: Gross 250 USD Net 240 USD  
Commission 5 USD Seller side, 5 USD Buyer side

### **GASOLINE 87/89/93/95 OCTANE'S**

Minimum Quantity: 50,000 MT  
Maximum Quantity 100,000 MT  
FOB Price: Gross 290 USD Net 280 USD  
CIF Price: Gross 300 USD Net 290 USD  
Commission 5 USD Seller side, 5 USD Buyer side.

### **ESPO CRUDE OIL**

Minimum Quantity: 2,000,000 BBLs  
Maximum Quantity 5,000,000 BBLs  
FOB Price: Gross 54 USD Net 50 USD  
CIF Price: Gross 56 USD Net 52 USD  
Commission 2 USD Seller side, 2 USD Buyer side.

### **DIESEL EURO 4**

Minimum Quantity: 50,000 MT  
Maximum Quantity 100,000 MT  
FOB Price: Gross 230 USD Net 220 USD  
CIF Price: Gross 250 USD Net 240 USD  
Commission 5 USD Seller side, 5 USD Buyer side



### **TRANSACTION PROCEDURE DIP AND PAY TANK TO TANK FOB (ROTTERDAM/ HOUSTON)**

1. Buyer sends ICPO in line with Seller working procedures alongside their Tank Storage Agreement (TSA) on receipt and acceptance of Seller's Soft Offer.
2. Seller issues Commercial Invoice (CI), Buyer signs within 24 hours and returns to Seller within its validity.
3. Upon receipt and review of the signed CI:
  - a) Seller issues Dip Test Authorization (DTA) to be completed and signed by Buyer/Buyer logistic in order for dip test to be conducted alongside counter signed copies of the CI;
  - b) Buyer/ Seller's pay together to Buyer's Tank Storage Company to enable Buyer's Storage Company signed/ complete DTA with Buyer's.
  - c) Buyer will pay for 2 days to Buyer's Tank Storage Company, after confirmation of Buyer's payment by Buyer's storage Company, Seller's pay for 2 days to Buyer's Tank Storage Company.



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2. Seller issues MoU, Buyer sign and seals the MoU, and return back to seller.
3. Received back the signed MoU from buyer, Seller send the bellow documents, which had issued in name of initial buyer.
  - ❖ Product quality passport (Analysis test Report)
  - ❖ Certificate of Origin
  - ❖ Bill of Lading
  - ❖ Vessel Q88
  - ❖ NOR
  - ❖ Ullage Report
  - ❖ Cargo Manifest
  - ❖ Invoice for Title Transfer – PAYMENT INVOICE FOR TITLE TRANSFER/ INVOICE.MT103 TT IN EXCHANGEFOR A GUARANTEE ISSUED BY THE SHIPPING COMPANY OR SELLER BANK TO CHANGE THE DOCUMENTS UNDER THE NAME OF THE EXIT BUYER.
4. Upon received the documents, buyer verify the availability of the product on high sea in vessel and immediately makes a 5% security guarantee payment of the total EN590-10PPM cost on the vessel.
5. Upon seller receipt the 5% of total cost as title takeover payment/guarantee deposit, seller gives the order/direction to re-rout vessel to buyer's desired port, transfers the title of product/vessel and re- issues all other outstanding documents to potential buyer's company name, and send full proof of product via SWIFT from seller bank to buyer bank.
6. Seller releases the NCNDA-IMFPA for Agencies/Mandates/Intermediaries commission payment confirm documentation and is signed by the involved parties.
7. Vessel arrives at discharge port and buyer carries out CIQ/SGS inspection and upon a successful inspection, buyer pays the rest 99% of total product price by SWIFT MT 103 /TT to seller fiduciary bank account according seller Commercial Invoice (CI).
8. Seller pays commission to Agencies/Mandates/intermediaries within 72 hours by SWIFT MT103/TT to their mentioned bank account/s as per signed NCNDA/IMFPA.
9. Both the parties proceed with the signing for a 12 months TTO/CIF contract upon completion of this Trail/sport TTO order.



KAR MUNAY LLP  
Mr. Makhmud Kovalenko  
Title: Sales Director

