

## HYDROCARBONS # 22

It's the largest enterprise in Kazakhstan for oil refining and production of oil products and one of the three oil refineries of the Republic.

### SOME PRODUCTS AND SOME PRICES

JET A1  
 JP 54 Aviation Kerosene Colonial Grade 54 (JP54)  
 EN590  
 ESPO (Eastern Siberia Pacific Ocean) Oil Pipeline, ...  
 VIRGIN OIL D6  
 LIGHT CYCLE OIL  
 PETCOKE  
 BITUMEN

	PRODUCT	Measure	\$ GROSS	Consulting Fee	FINAL COST
FOB	EN 590	MT	\$ 410.00	\$ 10.00	\$ 420.00
CIF	EN 590	MT	\$ 450.00	\$ 10.00	\$ 460.00
FOB	JET A 1	BBL	\$ 72.00	\$ 4.00	\$ 76.00
CIF	JET A 1	BBL	\$ 78.00	\$ 4.00	\$ 82.00
FOB	D6 Virgen Oil	Gal	\$ 0.80	\$ 0.02	\$ 0.82
CIF	UREA 46%	MT	\$ 280.00	\$ 10.00	\$ 290.00
CIF	Pet Coke	MT	\$ 95.00	\$ 4.00	\$ 99.00

CIF	Bitumen	MT	\$ 380.00	\$ 10.00	\$ 390.00
-----	---------	----	-----------	----------	-----------

## CONDITIONS'

**LOADING PORT:** Rotterdam – Houston – Fujairah – Singapore – Vladivostok

**DELIVERY TERM:** SPOT – CIF - DIP & PAY.

**CONTRACT TERMS:** 1st Month Trial + 12 Months' Supply.

**PAYMENT TERM:** 1st Lift MT103 after successful Dip Test + SBLC / IRDLC

**INSPECTION:** Weighted by SGS or Equivalent at the Loading Port will be at Seller's Cost.

**ORIGIN:** Kazakhstan

**INSURANCE:** 110%.

**QUALITY:** ISO Standard.

**SPECIFICATION:** Int'l Export Standard.

**PACKING:** In Bulk / Oil Tanker Lots.

## REFINERY APPROVED FOB PROCEDURE: # 1

1. The buyer sends a Corporate Profile, along with a FULL ICPO, a current and valid (TSA) not older than 30days Validity from issued date and buyer passport data page, Seller verifies and approve Buyer's TSA.
2. The seller issues a Commercial Invoice of the product in the seller's tanks at the port, the buyer signs and returns commercial invoice with an acceptance letter.
3. Seller submits a 48-hour old hard copy of fresh SGS Report to buyer Tank farm company in Rotterdam for verification of the SGS report with SGS in Rotterdam.
4. Upon confirmation of SGS Report by buyer Buyer's Tank Company in Rotterdam, Seller request for buyer's active & operational TSR for injection program. (TSR days depends on the quantity to be injected).
5. Seller injects product to buyers' tank and issues following POP documents to buyer:
  - a) Q&Q analysis report done by Indigenous Lab at port of Origin.
  - b) Full Injection report
  - c) ATV / UDTA
  - d) Copy of product Certificate of Origin
  - e) Copy of product Export License to port.
  - f) Allocation transfer Certificate.
  - g) Authority to sell and collect (ATSC).
6. Buyer conducts Dip test on the product at buyers cost for reconfirmation.
7. Upon confirmation of SGS test by buyer for quantity and quality, buyer makes 100% payment via MT103 for the total value of product injected into buyer's tanks.
8. The seller pays all intermediaries involved via NCNDA/IMPFA and subsequently

monthly shipments continue as per terms and conditions of the sales and purchase agreement contract between buyer and seller.

## **REFINERY APPROVED FOB PROCEDURE: # 2**

1. Buyer issues ICPO, TSA and Company Registration Certificate.
2. The seller issues Commercial Invoice, Buyer signs and returns.
3. Seller issues to Buyer the below documents:
  - a. Commitment to Supply
  - b. Certificate of Origin
  - c. Certificate of Analysis Report (Product Passport)
4. Seller Lease the buyer's tank storage for 2-days & inject the product to the Buyer's tank farm, in contrary the injection exceeded more than 2- days, buyer secures the rest remaining days to complete the injection.
5. Seller issues to the Buyer the below POP Documents:
  - a. Injection Report.
  - b. Fresh SGS Report at the Port of Rotterdam/Houston of less than 72 hours.
  - c. Authority to Sell & Collect (ATSC).
  - d. Seller's own Tank Storage Receipt (TSR) with tank number, tank coordinates and tank location.
  - e. Authorization to Verify (ATV).
  - f. Three (3) Days Unconditional Dip Test Authorization (DTA).
6. Buyer conducts dip test on its own tank storage to reconfirm SGS report quality and quantity.
7. Upon successful DIP TEST by Buyer, Buyer makes payment via MT103 for the total product injected into its tank as agreed and Seller issues to Buyer Title Transfer & Change of Ownership Certificate of the product.
8. The seller pays intermediaries involved within 48 hours after receipt and confirmation of the product payment.
9. Upon satisfaction by Buyer, both Buyer and Seller sign contract for month delivery with rolls and extension.

## **REFINERY APPROVED PROCEDURE FOB TANK TO VESSEL (TTV) # 3**

1. The buyer sends ICPO in line with seller working procedures.
2. Seller issues Commercial Invoice (C.I), Buyer signs and returns to the seller within its validity.
3. Upon receipt and approval of the signed C.I., the seller issues the below Partial POP documents to the buyer.
  - A. Product Passport (Quantity and Quality Analysis)
  - B. Commitment to Supply
  - C. Company Registration Certificate
  - D. Tank Extension Invoice

4. Buyer within 48hrs extend seller's tank for dip test and transmission of fuel upon receipt of the above Partial POP documents.
5. Seller submits DTA letter to the Port Authority for endorsement and programming to enable buyer/delegates to have port access to conduct Dip Test in seller tank.
6. Upon DTA endorsement and programming by the Port Authority, the seller issues the below full POP documents to the buyer.
  - a. Unconditional Dip Test Authorization (UDTA)
  - b. Fresh SGS Report (Not older than 72 hours)
  - c. Product Tank Receipt (TSR)
  - d. Accreditation Certificate
  - e. Certificate of Origin
  - f. Authorization to Sell and Collect Certificate (ATSCC)
  - g. Pre-Injection Report (PIR)
  - h. NCNDA/IMFPA (To be completed by all intermediaries)
  - i. Authority to Verify (ATV)
7. Upon receipt and confirmation of the above POP Documents, the buyer provides its testing officials (SGS team) and the needed dip test is carried out on the product in the seller's tanks.
8. After the successful Dip Test, the injection starts to the vessel and after the successful injection, the buyer makes full payment MT103/TT Wire for the total product and receives the Title Ownership.

## **COMMERCIAL PROCEDURES ON - CIF ASWP: # 1**

1. Buyer issues ICPO with full coordinates and bank details plus specification of the product and registers them.  
ICPO within 72 working hours with Seller.
2. Seller issues Draft Contract "Sales and Purchase Agreement" open for amendment.
3. The buyer returns the signed copy of the Draft Contract to the seller.
4. Seller registers and legalizes the final Contract SPA with the appropriate Ministry of Energy at buyer cost and issues to the buyer the following partial POP documents.
  - a. Product Passport Dip Test Analysis
  - b. Commitment to Supply
  - c. Confirmation of the availability of Product
  - d. Commercial Invoice for MT760 SBLC
5. Legalized and Notarized final Contract SPA
6. Seller appoints and signs Charter Party Agreement with the Shipping Company.
7. Upon receipt of the above documents, buyer issues proof of fund (POF) via Standby Letter of Credit (SBLC)  
MT760 / (DLC) MT700 to seller bank within Seven (7) banking days to guarantee the product and seller bank.  
Swift 2% PB to activate buyer's SBLC. Note, if the buyer fails to issue Proof of Fund

(POF) within Seven (7)

banking days, in alternative Buyer pays 3% of the total Product value as Security Guarantee to enable seller.

Charter Vessel to commence shipment, the 3% payment will be deducted from the total product value after CIQ inspection at discharge port.

8. Upon seller's bank confirmation of buyer's Standby Letter of Credit (SBLC) MT760, seller issues the following documents to buyer as follows bank.

- A. Fresh SGS result of the product.
- B. Certificate of Origin.
- C. Bill of Lading
- D. Vessel Q88
- E. Allocation Certificate (Transaction Deal Passport)
- E. Tax Clearance Certificate
- F. Ministry of Energy Affidavit
- G. Cargo Manifest

9. Shipment commences as scheduled in the Contract and once Vessel gets to the discharge Port, buyer performs Quality and shipment Tests (CIQ/SGS).

10. Upon successful confirmation of the Q&Q/SGS report on the product, buyer makes payment via MT103/TT to seller's bank within five (5) banking days.

11. Seller pays commission via NCNDA/IMFPA.

## **COMMERCIAL PROCEDURE ON -CIF ASWP: # 2**

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) to seller along with Company Profile and Soft Probe, International Scanned Passport Copy, Company Certificate of Incorporation

2. Seller issues Draft Contracts to Buyer and shall be open for amendments.

3. Buyer reviews and endorses the final agreed Contract and return to Supplier on PDF format.

4. Seller legalizes & notarizes the signed contract with the Ministry of Energy appropriate quarters and release the approved contract to Buyer for both parties to lodge with their respective Banks.

- A. Statement of availability of the product.
- B. Commitment to supply.
- C. Certificate of Origin.
- D. Product Passport-Dip Test Analysis.

5. Seller releases Client Information Summary (CIS) to Buyer to fill with passport data page to Enable Kazakhstan Ministry of Energy effect the process title transfer Affidavit ownership of the Allocation to Buyer's name, which shall be paid by the Seller, and release directly to the Buyer to sign and return.

6. Seller's appoint shipping company that will export the product and sign Charter Party Agreement (CPA) including the Seller & Buyer's endorsement.

7. The buyer contacts the shipping company to confirm the shipping and finalize the

shipping schedule.

8. Within 3 working days after the receipt confirmation of Buyers freight charges 50% payment from the shipping company, Seller sends the listed documents to Buyer.

- A. Tank receipt
- B. Bill of Lading
- C. Vessel Details
- D. Vessel Q88
- E. Copy of Pro-forma invoice
- F. Ullage Report

9. Shipment commences immediately as per scheduled.

10. Upon the arrival of the cargo at destination port and upon inspection on the goods, Buyer release payment via wire transfer swift mt103 to Seller's bank and within 21 banking days after a successful SGS quality survey & on receipt of payment for the product.

11. Seller releases payment to all intermediaries involved as per the signed NCNDA/IMFPA same time as the seller's and subsequently monthly shipment continues and Buyer's bank swift SBLC MT760 to Seller's bank and Seller's bank swift 2% PB/Full POP documents.

## **PRESENTATION:**

The Chemistry Refinery is the largest enterprise in the northeast of Kazakhstan for oil refining and production of oil products and one of the three oil refineries of the Republic, 100% of shares are owned by "National Company.

The refinery was put into operation in 1978 and is focused on processing of oil raw materials of West Siberian oil fields. The enterprise has a balanced capacity of 6,0 million tons of crude oil per year.

This refinery produces a wide range of oil products. Among them motor petrol of various brands, diesel fuel, oil fuel (mazout), hydrocarbon liquefied gases, vacuum gas oil, technical sulfur, bitumen of several grades (construction, road, roofing), petroleum coke.

The structure of the refinery includes a Complex of Crude Oil Primary Distillation (LK-6U), Complex of Compounding and Oil Products Dispatch, Complex of Crude Oil Advanced Processing (a fuel complex – KT-1 for deep processing of fuel oil), Complex of Heavy Oil Residue Processing which includes the several process units such as: Delayed Coking Unit, Coke Calcination Unit, Bitumen Production Unit, Sulfur Recovery Unit, Sulfur Granulation Unit. At the refinery there are Hydrogen Production Unit and Oil Sludge Processing Unit, as well as large auxiliary units – Water Supply and Sewerage plant and Central Refinery Laboratory (CRL).

As a result of the upgrading project implementation two new complexes of process units were built and commissioned in December 2017 at the Refinery: Isomerization and Naphtha Splitter unit and Complex of Sulfur Recovery Units. The 12 new U&O facilities have been built

for normal operation of constructed and brought into service units. In addition, there were revamped existing production capacities: Complex of Crude Oil Primary Distillation and Complex of Crude Oil Advanced Processing, as well as Delayed Coking Unit. All these measures ensured the production of K-4 motor fuels: diesel and gasoline of RON-92, 95 in accordance with the requirements of the Technical Regulations of the Customs Union TR CU 013/2011.

The enterprise has well-developed Utilities & Offsite facilities: commodity and raw feed tank farms, liquefied gases tank farm, loading and unloading racks for oil products transportation by rail and road transport.

The refinery conducts an active social policy; all necessary conditions are created for labor, life and health of employees.

The priority for our refinery today is to ensure the production of motor fuels corresponding to the ecological classes K4, K5, in the amount necessary for the country's needs, increase technical resource of the refinery, its output for a three-year inter-repair cycle, production of Jet A jet fuel of international standard which is new for the refinery.

Thank you for trusting us!   C O N T A C T   U S