



## Hydrocarbons # 42

**TRANSACTION PORT:** FOB- TTT: ROTTERDAM / HOUSTON / FUJAIRAH / JURONG **ALSO INCLUDES CHINESE PORTS:** RIZHAO / SHANGHAI

### **FOB TANK TO TANK TRANSACTION - PROCEDURE 1**

1. Buyer issues ICPO and Company Registration Certificate or any I.D. With TSA for Seller's Verification
2. Seller issue Draft Commercial Invoice, Buyer signs and returns to Seller with his Tank Storage Agreement.
3. **Seller pays the Buyer's Tank for 2 days for the Injection Process;**  
Buyer pays 3 days and only after his Tank Farm Company has received the payment from Seller and the Buyer Company. Seller issue NCNDA/IMFPA to the intermediary to sign. Seller provides Buyer with Full POP Documents:
  - a) Fresh SGS Report for less than 48 hours
  - b) Product certificate of origin.
  - c) Dip Test Authorization-Unconditional
  - d) Injection Report
  - e) Tank Storage Receipt with GPS Coordinates
  - f) Tank Farm Bar-code Information
  - g) Letter of Commitment to Supply.
  - h) Registration Certificate & Export License Copy
  - i) Authority to Sell & Collect (ATSC
  - j) Endorsed Injection Schedule by the buyer & buyer Tank Farm
  - k) ATV – For Physical Verification.
  - l) Irrevocable Commitment to Supply for Spot and 12 months Contract.
  - m) Injection Schedule signed by Buyer & Buyer's tank farm.
4. Buyer conducts Dip-Test in Seller's tank, via SGS on Buyer's expense, Seller injects the fuel to Buyer's tank and Buyer makes payment based on Q&Q by MT103 wire transfer / TT According to the final Commercial Invoice.
5. Seller transfers the title of ownership as per Buyer's instruction. Buyer lifts the product.
6. Seller pays all intermediaries involved in the transaction and subsequently monthly contract Shipment continues as per terms and conditions of the sales and purchase agreement contract between Buyer and Seller.

### **FOB TRANSACTION - PROCEDURE 2**

1. The Buyer issues ICPO (contents with seller's procedure) along with banking details, Copy of international passport Data Page, Buyer's company

- registration certificate and the Buyer's CP.
2. Seller Issues Commercial Invoice (CI) For the Available Quantity in Tank in Port Along with Following Documents After Receipt of the Signed CI.
    - (a) Copy of Statement of Product Availability in the Tank in Port.
    - (b) Product Passport.
    - (e) Commitment to Supply.
    - (d) Tank Storage Receipt (TSR).
  3. Buyer contacts Logistics Farm Company for Extension of Storage Tank for The Number of Days it will take to conduct Dip Test (minimum 2 days).
  4. Seller provides Buyer with SGS report, Injection Report, unconditional DTA
  5. NCNDA/IMFPA will be signed; buyer within 24 hours after successful dip test in Seller tanks, Buyer makes payment for total cost of product injected into the buyer's tanks or Vessel via MT103, Seller transfer title ownership to buyer with all exportation documents required of buyer for the transaction.
  6. Upon conclusion of the first lift transaction seller pays all intermediaries involved in the Transaction and proceeds with the signing of contract with Buyer.

### **FOB TRANSACTION PROCEDURE - TANK TO VESSEL (TTV)**

1. Buyer sends ICPO in line with seller working procedures alongside his/her Charter Party Agreement
2. Upon successful verification of buyer's CPA, the Seller Issues Commercial Invoice (C.I), along with ICC Warning letter, Buyer Signs within 24 hours and returns to Seller within its validity
3. Upon receipt and review of the signed C.I, and ICC Warning letter, seller issues Dip Test Authorization
4. (D.T.A) to be completed and signed by buyer/ Buyer's logistics in order for Dip Test to be conducted alongside counter signed copies of the C.I
5. Buyer returns the Dip Test Authorization (DTA) fully completed and signed within its validity and upon successful review of the completed DTA, seller issues the below full POP documents:
  - a) Fresh SGS Report (Not older than 72 hours)
  - b) Product Reservoir Receipt
  - c) Accreditation Certificate
  - d) Product Passport (Quantity and Quality Analysis)
  - e) Authorization to Sell and Collect Certificate (ATSCC)
  - f) Injection Report (IR)
  - g) NCNDA/IMFPA (To be completed by all intermediaries);
  - h) Certificate of Product Origin
  - i) Authority to Verify (ATV) either physically or otherwise
6. Upon receipt and confirmation of the above POP document, buyer provides its testing officials (SGS or INTERTEK) and the needed test are carried out on the product in seller's tanks.
7. Buyer upon successful dip test issues Q88, makes final cargo payment by MT103/TT wire and sellers pays commission according of buyer payment and injection commence immediately to buyer's charter vessel
8. Seller issues a contract for buyers' desired duration upon successful completion of the trial order.

## **COST INSURANCE AND FREIGHT CIF TRANSACTION**

### **PROCEDURE # 1**

1. Buyer issues ICPO with this procedure incorporated on the ICPO along with Buyer's company registration certificate.
2. Seller Issues Sale & Purchase Agreement (SPA), Buyer review, amend (if necessary), signs, and return the SPA in WORD format to Seller within 3 banking days. Seller sends final SPA to Buyer in PDF format; Buyer confirms final SPA and issues letter of acceptance of the final SPA.
3. Seller issues to Buyer via email the following transaction documents:
  - a) commitment to supply
  - b) statement of product availability
  - c) certificate of origin)
  - d) product passport
  - e) ATSC,
4. The buyer confirms the receipt of the documents by mail and issues a confirmation letter within 24hrs.
5. Seller arranges chartered freight with a renowned shipping company for the transportation of the product to buyer designated discharge port, both Seller and Buyer sign the Charter Party Agreement (CPA) together with the shipping company (A three-party CPA) this is applicable only for 1st shipment. (Seller & Buyer) jointly pays CPA cost 50/50 via T/T wire transfer directly to the shipping company. The fee would later be refunded /deducted when the Buyer is paying for the total product cost).
6. After completion of the above, Seller issues to Buyer product title transfer agreement, Buyer signs and returns.
7. Seller legalizes the Contract with the authorities in charge and sends to the buyer the legalized contract, the certificate of product title transfer and then proceeds with the port & custom clearance of product and all internal routines operations accordingly.
8. Upon completion of the above and confirmation of this export approval by the Authority to Seller with the endorsement of the Charter Party Agreement (CPA) and the Shipping Schedule by the Port Authority, to enable Seller to release the below Proof of Product Documents:
  - a) Legalized Charter Party Agreement (CPA) with the Loading Port Authority.
  - b) Injection Report
  - c) Product Allocation Certificate.
  - d) Allocation Title Transfer Certificate.
  - e) Export License
  - f) Export Approval
  - g) Tank Receipt.
  - h) Dip Test Authorization.
9. Seller issues the commercial invoice and sends it to the Buyer. Seller to lodge and activate a 3% PB (Performance Bond/Performance Guarantee) in the favor of the Buyer. If Seller fails to supply the cargo/Shipment of the product to the Buyer, this 3% Performance Bond will be paid/forfeited to the Buyer.
10. The product SGS inspection charges will be borne by the Seller at the loading port. Seller invites buyer for visitation to witness the final inspection and TTM for negotiation of the future transaction (Optional to Buyer).
11. Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.

12. Loading & Shipment of the product commences as per schedule. Upon Vessel's arrival and finalization of SGS at the destination port, Buyer released payment via swift fund transfer within 3 to 5 banking days to Seller for the total.

## **ASWP CIF TRANSACTION PROCEDURES # 2**

1. Buyer issues Purchase Order (ICPO) order.
2. Seller issues Draft Sales and Purchase Agreement Contract for Buyer (open for any amendments) Buyer signs, seals & returns the draft. Buyer's bank issues Pre advice MT799 via bank swift communication for SBLC  
According to the seller's verbiage, While the seller's bank confirms the Pre-advice receipt.
3. Seller releases to Buyer the below listed Partial Proof of Products-:
  - a) Seller Irrevocable Commitment to Supply
  - b) Statement of Availability of Product
  - c) Commercial Invoice for the first Shipment
  - d) Certificate of Origin
  - e) Authority to Sell and Collect (ATSC)
  - f) Guarantee Letter of Performance and Refund (GLPR)
4. Buyer's bank issues SBLC MT760 or to cover the first Shipment to Seller's Bank according as per the Seller's verbiage in seven (7) Bank working days, upon the Buyer SBLC MT760 Seller will issue 2% Performance Bond (PB) to Buyer's Bank within 3 working days. If the buyer fails to issue the SBLC MT760 within 7 bank working days, then buyer must deposit 5% of the total cost of product to enable the seller commence with the first month trial shipment.
5. Upon confirmation of the payment instrument or 5% deposit, Seller shall proceed
6. Seller's Bank issues the following Full (POP) Documents to the Buyer's Bank alongside with 2% Performance Bond (PB 2%)
  - a) Copy of License to Export issued by the department of the Ministry of Energy Republic of Kazakhstan.
  - b) Copy of Approval to Export, issued by the Ministry of Justice Republic of Kazakhstan.
  - c) Copy of Statement of Availability of the Product.
  - d) Copy of the Refinery Commitment to Producing the Product.
  - e) Copy of Transnet Contract to Transport the product to the loading Port.
  - f) Copy of the Port Storage Agreement
  - g) Copy of the Charter Party Agreement to Transport the to Discharge Port
  - h) Copy of Vessel Questionnaire 88
  - i) Copy of Bill of lading
  - j) SGS Report on Loading Port
  - k) Dip Test Authorization (DTA) & (ATB)
  - l) NOR / ETA Certificate of Ownership Transfer Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy.
7. Upon receipt of full POP, Buyer provides Seller with logistic (TSR or Vessel Q88) facility coordinates and necessary requirements to enable Buyer's SGS/CIQ to conduct Dip Test upon Vessel arrival at discharge port.
8. Seller issues to Buyer Full DTA for immediate proceeding of inspection by Buyer's SGS/CIQ Agent injection commence to the Buyer's logistics.
9. Seller's Bank issuing Full Proof of Product (Full POP/Current dated SGS Report)



Buyer's Bank pays 100% of total value of the product in Buyer's Logistics by wire transfer MT103 in accordance with the Seller's invoice and SGS/CIQ inspection report.

10. Seller pays commission to all intermediaries involved as per signed NCNDA / IMFPA

### **TITLE TAKE OVER TRANSACTION PROCEDURES (TTO)**

1. Buyer Issues Irrevocable Corporate Purchase Order (ICPO) with Guaranteed Letter to take over Title of the Product.
2. Seller issues Draft (MOU/TTO) agreement to Buyer to Countersign and return to the Seller.
3. Buyers countersign the original MOU and forward back.
4. Upon receipt of countersign original MOU from the Buyer, Seller issues the buyer the following documents:
  - ✓ \*Statement availability of the product from the Ministry of Energy
  - ✓ \*Guarantee and commitment letter to supply
  - ✓ \*Payment invoice of \$85,000 USD for the product allocation procurement.

And once the payment is confirmed then the Seller emails to Buyer the listed document issued in the name of the initial Buyer as stated below via email:

- a) Product passport (Quantity & Quality Dip Test Analysis Report)
  - b) Certificate of Origin
  - c) Bill of Lading
  - d) Tanker Vessel Q88 Document
  - e) ETA (Estimated Time of Arrival) Of Vessel
  - f) Vessel (NOR.) Notice of Readiness
  - g) Ullage Report
  - h) Cargo Manifest
  - i) Invoice for the Title Transfer Payment (3% of total product value)
5. Upon receiving the documents above, the Buyer verifies the product's availability on the high sea and pays the TITLE TAKEOVER/RE-ROUTING Amount within 48 hours via MT 103 T/T to Seller's Nominated Bank as transaction guarantee. The Seller has the right to provide his fiduciary bank account.
  6. Upon Seller receipt of the title takeover payment, Seller Order for Re-Routing to Buyer's Desired Port, Transfers the title to the Potential Buyer's Company's name.
  7. The vessel arrives at the discharge port. Buyer carries out the CIQ/SGS inspection, and upon successful inspection, Buyer pays by MT 103. T/T for the total product cost to the Seller.
  8. Seller pays commission to Agents, Brokers, and intermediaries involved in the transaction, and negotiations continue for the 12 months' contract to sign with the Buyer based on this contract terms.

**We paid two days of tanks, in advance,  
at the buyer's tanker.**

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

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

It is the **first private oil refinery in Kazakhstan**, built independently of state-owned enterprises, with a capacity of 7.5 MTPA.

**TERMS OF TRANSACTION:**

**PAYMENT TERM:** MT 103, T/T WIRE, SBLC, DLC, **BITCOIN, USDT**

**ORIGIN:** KAZAKHSTAN ORIGIN

**INSPECTION:** ANY UNIVERSALLY ACCEPTED, - SGS, or Similar Q&Q

**COMMISSIONS:** TO BE SHARED 50% EACH BY BOTH SIDES **Seller side Closed.**

**PRICES**

# 42	PRODUCT	Measure	NET	Commissions to all	FINAL COST GROSS	MOQ	MAX QUANTITY
FOB	EN 590 10 ppm	MT	\$ 485.00	\$ 10.00	\$ 495.00	20,000	500,000
CIF	EN 590 10 ppm	MT	\$ 495.00	\$ 10.00	\$ 505.00	50,000	500,000
FOB	JET Fuel A 1 / or 54	BBL	\$ 78.00	\$ 2.00	\$ 80.00	500,000	5,000,000
CIF	JET Fuel A 1 / or 54	BBL	\$ 80.00	\$ 2.00	\$ 82.00	2,000,000	6,000,000
FOB	Diesel D6	Gall	\$ 0.76	\$ 0.04	\$ 0.80	200,000,000	800,000,000
CIF	Diesel D6	Gall	\$ 0.82	\$ 0.04	\$ 0.86	84,000,000	840,000,000
FOB	Diesel Gas D2 Oil	MT	\$ 440.00	\$ 10.00	\$ 450.00	10,000	500,000
CIF	Diesel Gas D2 Oil	MT	\$ 450.00	\$ 10.00	\$ 460.00	50,000	500,000
FOB	LPG	MT	\$ 465.00	\$ 10.00	\$ 475.00	10,000	1,000,000
CIF	LPG	MT	\$ 475.00	\$ 10.00	\$ 485.00	50,000	1,000,000
FOB	LNG	MT	\$ 475.00	\$ 10.00	\$ 485.00	100,000	400,000
CIF	LNG	MT	\$ 485.00	\$ 10.00	\$ 495.00	100,000	400,000
FOB	MAZUT M100	MT	\$ 280.00	\$ 10.00	\$ 290.00	10,000	500,000
CIF	MAZUT M101	MT	\$ 290.00	\$ 10.00	\$ 300.00	50,000	500,000
FOB	Auto Gas Oil (AGO)	MT	\$ 340.00	\$ 10.00	\$ 350.00	50,000	500,000
CIF	Auto Gas Oil (AGO)	MT	\$ 355.00	\$ 10.00	\$ 365.00	50,000	500,000
CIF	PET COKE	MT	\$ 190.00	\$ 10.00	\$ 200.00	50,000	400,000
CIF	UREA 46%	MT	\$ 320.00	\$ 10.00	\$ 330.00	25,000	300,000
FOB	MT103 / BTC / USDT	Rotterdam, Houston, Fujairah, Jurong. And China: Rizhao & Shanghai					
CIF	SBLC / DLC / & MT 103.	Seller Issues 2% or 3% PB After Warranty, depent the procedure.					
TERM	12 Months or more						