



Hydrocarbons # 51

KAZAKHSTAN ORIGIN:

FOB TANK TO TANK (TTT) PROCEDURE. HOUSTON – ROTTERDAM – **JURONG** Optional TANK EXTENSION

TTM - TABLE TOP MEETING Face to Face # 1

- 1) Buyers' issues and send irrevocable corporate purchase order (ICPO), valid Tank Storage Agreement (TSA) with ashore tank farm company
- 2) Seller issues Commercial Invoice (CI) for the available quantity in the Storage Tank and then program the injection
- 3) Buyer countersigns Commercial Invoice (CI) and return to seller with NCNDA /IMFPA signed by all Buyer groups with commission structures.
- 4) Seller issue injection programming agreement (IPA), for seller, buyer and buyer logistics company all three parties sign and endorse the injection programming agreement (IPA). OPTIONAL In case buyers don't have a logistics company to endorse the IPA buyers can make a Security Guarantee deposit directly to the seller to take over seller tanks.
- 5) Seller representative and buyer representative or Buyer to meet at seller storage tank facility in person (face to Face) and hand over the hard copies of the following documents:
 - A. Fresh SGS (Q&Q report) takes less than 48 hours.
 - B. Tank storage receipt (TSR) with the tanks' GPS coordinates.

- C. (ATV) Authorization to verify.
- D. Injection report Shore Tank (IR)
- E. Certificate of Origin
- F. ATSC authorization to sell & Collect
- G. Unconditional Dip Test Authorization (DTA).
- H. Statement Availability of Product.
- I. Refinery Registration Certificate
- J. Certificate of Origin
- K. Tank Access Code/Hub Number

6) Upon successful verification of documents and SGS report by buyer's team, Buyer order SGS to conduct the Dip test in the seller Storage Tank for more confirmation on buyer expenses.

7) Seller commences injection immediately into the buyer storage tank or Vessel and issues Buyer Title of Ownership certificate to be followed by all export Documentation.

8) Buyer makes payment by MT103 or TT wire transfer for the total product and lifts the product and then as per signed NCNDA-IMFPA the Seller pays all Intermediaries involved in the transaction.

9.) Upon successful completion of the sale/purchase of the Trial Quantity Buyer and Seller negotiate and sign a long-term contract of minimum 12 months duration with possible R&E

TERMS AND PROCEDURE, TANK REMOVAL (TTT) FOB.

TTM FACE TO FACE Optional TANK EXTENSION # 2

1) The buyer issues and submits an irrevocable corporate purchase order (ICPO) and a valid Tank Storage Agreement (TSA) with the onshore tank farm company.

2) The seller issues a commercial invoice (CI) for the quantity available in the storage tank and schedules the injection.

3) The buyer endorses the commercial invoice (CI) and returns it to the seller with the NCNDA/IMFPA signed by all buyer groups with commission structures.

4) The seller issued an Injection Scheduling Agreement (IPA). The seller, the buyer, and the buyer's logistics company sign and endorse this agreement. OPTIONAL If

the buyer does not have a logistics company to endorse the IPA, they may make a security deposit directly to the seller for the tanks' receipt (extension).

5) The seller's representative and the buyer's representative, or the buyer, will meet in person at the seller's storage tank facility and submit hard copies of the following documents:

1. Recent SGS (Q&Q) report (less than 48 hours old).
2. Tank Storage Receipt (TSR) with the tanks' GPS coordinates.
3. Authorization for Verification (ATV).
4. Tank Injection Report (IR).
5. Certificate of Origin.
6. ATSC Authorization for Sale and Collection.
7. Unconditional Immersion Test Authorization (DTA).
8. Statement of Product Availability.
9. Refinery Registration Certificate.
10. Certificate of Origin.
11. Tank Access Code/Concentrator Number.

6) After the buyer's team verifies the documents and the SGS report, the buyer will request that SGS conduct the immersion test in the seller's storage tank to confirm by the buyer's expenses.

7) The seller immediately begins injections into the buyer's storage tank or vessel and issues the buyer's certificate of ownership, which must be accompanied by all export documentation.

8) The buyer makes payment via TM103 or TT bank transfer for the total amount of the product and takes possession. Subsequently, as stipulated in the signed NCNDA-IMFPA, the seller pays all intermediaries involved in the transaction.

9) Following the successful completion of the trial quantity purchase, the buyer and seller negotiate and sign a long-term contract of at least 12 months, with possible R&E (Return and Exemption).

PROCEDURE TTV HOUSTON - ROTTERDAM

1. Buyer issues an ICPO and (CPA) Charter Party Agreement, Company Profile.

2. The Seller issues Commercial Invoice (CI) to buyer.
3. Buyer countersigns Commercial Invoice (CI) and returns to seller with NCNDA /IMFPA signed by all Buyer groups with commission structures.
4. The Seller issues TTVIA - to be signed by Buyer Logistics company.
5. The Seller issues the following POP documents to the buyer ("Documents"):
 - A. Statement of Product Availability
 - B. Commitment Letter to Supply
 - C. Product passport / certificate of origin
 - D. TSR
 - E. Injection report
 - F. Unconditional Dip Test Authorization (UDTA)
 - G. Authorization to Verify the Product in the Seller's Tanks (ATV)
 - H. Fresh SGS (Q&Q) Report ("SGS") 72 hrs. maximum. ATSC
6. The Buyer shall either verify and accept the SGS or conduct a dip test of the Product at its sole expense at the Seller's tank storage facility, and upon verification the Seller shall immediately commence injection of the Product into the Buyer's tank vessel.
7. After SGS seller will arrange the loading port for the vessel to have a laycan date. Upon arrival Vessel berths as per port authorization call signs. Note: This should be as soon as possible upon arrival of vessel at loading port, preferably within 1 -3 days
8. After injection The Buyer's appointed testing company boards the vessel and conducts the fresh Q&Q. Test result will be available within 24 hours of test being conducted.
9. Upon positive Q&Q results, Buyer releases the full Product payment against the CI, in accordance with the Q&Q report, to Seller's nominated bank account, via SBLC /MT103/TT, within 2 to 3 banking days.
10. Seller transfers title to buyer
11. The Seller and Buyer sign twelve (12) month Sales and Purchase Agreement (SPA)

****Upon successful verification of the Proof of Product (POP) and the buyer's satisfactory completion of the dip test at the seller's tanks, the buyer shall proceed with the Payment for the product via MT103/TT. Once the payment is confirmed by the seller, the title of the product shall be transferred to the buyer. ***

C I F COST, INSURANCE AND FREIGHT (CIF - ASWP) PROCEDURE

1. Buyer issues ICPO on company letterhead with banking information, Company profile, Passport copy.
2. Seller issues Draft Contract (open for amendments). Buyer signs, seals and returns the Draft Contract for final endorsement. Seller provides partial POP:
 - A. Refinery Commitment to Supply
 - B. Authorization to Sell and Collect
 - C. Statement of Availability of Product
3. Upon examination of POP, Buyer makes a cash deposit of \$280,000 by MT103 /TT wire transfer as a security guarantee to enable Seller to charter vessel and commence shipment; this deposit will be deducted from total product cost after inspection at discharge port. Seller's Bank issues full POP to Buyer's Bank, plus the 2% Performance Bond (PB):
 - A. Copy of Export License (Ministry of Energy, Kazakhstan)
 - B. Copy of Approval to Export (Ministry of Energy, Kazakhstan)
 - C. Statement of Availability of Product
 - D. Refinery Commitment to Produce Product
 - E. Port Storage Agreement
 - F. Charter Party Agreement
 - G. Vessel Questionnaire 88
 - H. Bill of Lading
 - I. SGS Report at Loading Port
 - J. Dip Test Authorization (DTA) & ATB
 - K. NOR/ETA
 - L. Certificate of Ownership Transfer
 - M. Allocation Transaction Passport Code Certificate (ATPCC)

N. Tank Storage Receipt (TSR) upon verification

4. Shipment commences per delivery schedule; arrival at discharge port within 5–25 days. SGS inspection was born by Seller at loading port and by Buyer at destination.

5. Buyer releases payment to Seller by TT/MT103 upon receipt of shipping documents and Q&Q confirmation by SGS/CIQ.

6. Seller pays commissions within 48 hours by MT103 to all intermediaries as per NCNDA/IMFPA.

Seller/Buyer proceeds on yearly basis as per signed draft contract

TANKERS TAKE OVER (TTO) TERMS AND PROCEDURE.

1. Buyer issues an official ICPO addressed to Seller company name.

2. Seller on receipt of buyer ICPO issues memorandum of understanding (MOU)/commercial invoice to buyer.

3. Buyer countersign memorandum of understanding (MOU) and return with Guarantee Letter to take over the Title of the product.

4. Upon receipt of countersigned memorandum of understanding (MOU) from the buyer, seller sends to buyer the below listed documents to buyer:

1. -PRODUCT PASSPORT
2. -CERTIFICATE OF ORIGIN
3. -BILL OF LADING G
4. -VESSEL Q88
5. -(N.O.R) NOTICE OF READINESS
6. -CARGO MANIFEST
7. -COMPANY CERTIFICATE
8. -COMMITMENT TO SUPPLY
9. -INVOICE FOR THE PAYMENT OF 3% GUARANTEE DEPOSIT.

5. Upon receipt of the above documents by the buyer, the buyer shall verify the availability of the product on high seas.

6. Seller issue 3% invoice payment to buyer for guarantee of the product and lot enable seller issue customer clearance and title transfer on the name of buyer, the said 3% shall be deducted from the total product cost upon successful transaction.

7. Vessel arrives at the discharge port and buyer carries out the CIQ/SGS inspection and upon a successful inspection, buyer pays the balance of 97% of total product cost by MT 103 t/t to the nominated seller account. note: seller upon receipt of the total product payment” transfers the title to the potential buyer’s company name alongside clearance customs documents and summarizes all other outstanding documents on the potential buyer’s company’s name.

8. Seller pays commissions to all intermediaries; both parties proceed with the signing of a 12-month contract upon completion of the first trial order.

PRICES: Origin Kazakhstan:

# 51	PRODUCT	Measure	\$ GROSS	BUYER SIDE Commissions	FINAL COST	MOQ	MAX QUANTITY
FOB	EN 590 10 ppm	MT	\$ 530.00	\$ 10.00	\$ 540.00	50,000	500,000
CIF	EN 590 10 ppm	MT	\$ 540.00	\$ 10.00	\$ 550.00	50,000	500,000
FOB	JET Fuel A 1	BBL	\$ 76.00	\$ 2.00	\$ 78.00	1,000,000	5,000,000
CIF	JET Fuel A 1	BBL	\$ 77.00	\$ 2.00	\$ 79.00	1,000,000	5,000,000
FOB	Diesel D6	Gall	\$ 0.88	\$ 0.03	\$ 0.91	100,000,000	400,000,000
CIF	Diesel D6	Gall	\$ 0.89	\$ 0.03	\$ 0.92	100,000,000	400,000,000
FOB	MT 103 / TT	Rotterdam, Houston, Fujairah					
CIF	SBLC / DLC & MT 103. Seller Issues 2% PB After SBLC						
TERM	12 Months or more						