

## Hydrocarbons #54

# ATYRAU oil Refinery LLP

### REFINERY SELLING PROCEDURE **FOB ROTTERDAM/HOUSTON**

- 1) Buyer issue ICPO containing the seller's working procedure and banking details along with buyer's Nominated TSA, company registration certificate and data page of buyer's Passport.
- 2) Seller issues commercial invoice (C.I.), buyer signs and return commercial invoice along with an acceptance letter.
- 3) Seller issues a copy of SGS Report to buyer's Tank Farm Company only to verify SGS Report with a Confidentiality & Non-Circumvent letter.
- 4) Upon confirmation of SGS Report by Buyer's Tank Farm Company, Seller requests to leases and pays the buyer's tank for 3 days, and Buyer pays his Tank Farm Company for 2 days after Tank Farm Company confirms the payment from Seller. A total (5) days operational TSR will be issued on seller/buyer name for a minimum of XXXX to XXXX GALS / BBLS / MT
- 5) Seller issues following POP documents to buyer:
  - a) Q&Q Report.
  - b) Pre-Injection Report (From refinery reservoir to leased tanks).
  - c) Unconditional Dip test authorization letter (DTA)
  - d) Authorization to sell.
  - e) Fresh Update SGS Report.
  - f) Certificate of Origin

- g) Authorization to verify physically the product in seller's tank (ATV).
- 6) Buyer and his testing teams conduct Dip test on the product and injections commence from seller's tank to buyer's tank.
- 7) Upon completion of injection, seller issues full Injection report to buyer and buyer makes 100% payment via MT103 for the total value of product injected into the tanks.
- 8). Seller pays all intermediaries involved in the transaction and subsequently monthly shipments continue as per terms and conditions of the sales and purchase agreement contract between buyer and seller.
- 9). The subsequent delivery shall commence according to the terms and conditions of the contract.

### **CIF PROCEDURE (Recommended for new customers)**

1. Buyer issues ICPO must be with buyer company letterhead, buyer banking information to be sent to Refinery Mandate's or Refinery Representative's email address.
2. Seller shall issue a draft contract to the buyer (subject to any modifications). The buyer signs, stamps, and returns the draft contract to the seller for final endorsement, and the seller provides partial proof of the product:
  - a. Refinery Commitment to Supply.
  - b. Certificate of Origin.
  - c. Statement of availability of product.
  - d. Product quality passport (Analysis test Report) by Gost K.
3. Within 7 banking days, the buyer's bank shall send an irrevocable, transferable SBLC/ MT760 from a global A-level bank to the seller's designated trust of shore bank account in accordance with the seller's trust bank wording, in order to obtain the complete

contract.

**Note:** Should buyers fail to issue payment instruments within 7 banking days, **optional** buyer will make cash deposit of 5% by TT wire transfer for security guarantee to enable seller to charter vessel and commence shipment and **this payment will be deducted from the total cost of product** after inspection at discharge port.

If buyer fails to issue the financial bank instrument, buyer shall be provided with the updated payment invoice for the deposit of the 5% via MT103/TT to our fiduciary bank account in China, Singapore or in Hong Kong. A direct contract information, fiduciary agreement between the refinery and the fiduciary company shall be provided for buyers to confirm directly from the fiduciary agents about their relationship with the refinery and to confirm the fiduciary does exist, complete due diligence.

Seller issues Full POP documents to the Buyer alongside A with the 2% Performance Bond (PB):

- a. Copy of license to export, issued by the department of the Ministry of Energy
- b. Copy of Approval to Export, issued by the Ministry of Justice
- 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 product to discharge port
- h. Copy of Vessel Questionnaire 88
- i. Copy of Bill of Lading
- J. SGS Report at loading port.
- K. Dip test Authorization (DTA) & ATB
- L. NOR /ETA
- M. Certificate of Ownership Transfer.

N. Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy.

O. Seller will issue TSR upon successful verification of all documents.

4. Shipment commences as per signed contract delivery schedule, and the shipment should arrive at Buyer's discharge port within 5-25 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport.

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

6. Seller pays commission within 48 hours by swift MT103 to all intermediaries as signed NCNDA/IMPFA.

**The CIF procedure # 54, in short, is explained as follows:**

I explained that the buyer does NOT pay anything to the refinery upfront. They do not pay for ship transport. They only pay THEIR BANK the cost of the guaranteed letter of credit, which can be transferable DLC or SBLC

Obviously, the buyer must have tanks to receive the product. But that is their responsibility. The refinery has nothing to do with this. The CIF procedure, in short, is explained as follows:

1) After the documents and contract are signed, the refinery sends a PARTIAL POP to the buyer's bank.

2) The buyer's bank sends the seller's bank a note via Swift MT199 > MT700 certifying that the buyer has sufficient funds for the purchase and/or that they have sufficient credit available to pay for the purchase, and that the buyer's bank will be ready to issue SBLC or DLC when it receives 100% full POP confirming that the product exists.

3) The seller prepares all the documents related to offer #54 and delivers them to their bank to be sent to the buyer's bank. 4) When the buyer's bank receives 100% of the POP (Proof of Purchase), it prepares the MT 700 letter of credit and sends it to the seller's bank.

5) Within the next 20 days, the refinery sends the ship to the agreed destination, with SGS handling the departure and SGS handling the arrival at the destination port.

6) The buyer pays the seller via MT103, and the seller then pays the facilitators or commission agents.

## ESPAÑOL

### **El procedimiento CIF # 54, en cortas palabras se explica así:**

Le explico que el comprador NO paga nada a la refinería previamente. No paga el transporte del barco. Solo paga A SU BANCO el costo de la carta de crédito de garantía que puede ser una SBLC o DLC transferible.

Obviamente el comprador tiene que tener tanques donde recibir el producto. Pero eso es su problema. En nada tiene que ver la refinería en esto.

El procedimiento CIF en cortas palabras se explica así:

1) Después de los documentos y contrato firmado, la refinería envía un PARCIAL POP al banco del comprador.

2) El banco de comprador envía al banco del vendedor una nota vía Swift MT 199 - MT700 certificando que el comprador tiene los fondos suficientes para la compra y/o que tiene el cupo de crédito suficiente para pagar la compra y que el banco del comprador estará listo para elaborar una carta de crédito SBLC o DLC cuando reciba el 100% full pop de que el producto existe.

3) El vendedor prepara todos los documentos que se relacionan con la oferta # 54 y se los entrega a su banco para que sean enviados

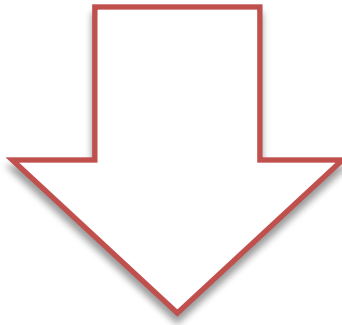
al banco del comprador.

4) Cuando el banco del comprador recibe el 100% del POP, elabora la carta de crédito MT 700 y se la envía al banco del vendedor.

5) En los siguientes 20 días, la refinería envía el barco al destino pactado con SGS a la salida y SGS al llegar al puerto destino.

6) El comprador paga vía MT103 al vendedor y este a los facilitadores o comisionistas.

## **PRICES:**



## ATYRAU OIL REFINERY LLP

#54	PRODUCT	Measure	NET	Commissions to all	FINAL COST GROSS	MOQ	MAX QUANTITY	
FOB	EN 590 10 ppm	MT	\$550.00	\$ 10.00	\$ 560.00	20,000	500,000	
CIF	EN 590 10 ppm	MT	\$560.00	\$ 10.00	\$ 570.00	50,000	500,000	
FOB	JET Fuel A 1 / or 54	BBL	\$ 77.00	\$ 2.00	\$ 79.00	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	\$ 0.83	\$ 0.02	\$ 0.85	200,000,000	800,000,000	
CIF	Diesel D6	Gall	\$ 0.86	\$ 0.02	\$ 0.88	100,000,000	800,000,000	
FOB	Diesel Gas D2 Oil	MT	\$515.00	\$ 10.00	\$ 525.00	10,000	500,000	
CIF	Diesel Gas D2 Oil	MT	\$525.00	\$ 10.00	\$ 535.00	50,000	500,000	
FOB	LPG	MT	\$380.00	\$ 10.00	\$ 390.00	10,000	1,000,000	
CIF	LPG	MT	\$390.00	\$ 10.00	\$ 400.00	50,000	1,000,000	
FOB	LNG	MT	\$350.00	\$ 10.00	\$ 360.00	100,000	400,000	
CIF	LNG	MT	\$360.00	\$ 10.00	\$ 370.00	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	\$230.00	\$ 10.00	\$ 240.00	50,000	400,000	
CIF	BITUMEN	MT	\$335.00	\$ 10.00	\$ 345.00	50,000	400,000	
CIF	UREA 46%	MT	\$320.00	\$ 10.00	\$ 330.00	50,000	300,000	
CIF	SULFUR	MT	\$270.00	\$ 10.00	\$ 280.00	50,000	300,000	
FOB	MT103 / BTC / USDT	Rotterdam, Houston. Vladivostok						
CIF	SBLC / & MT 103. Seller Issues 2% PB After Warranty, depend the procedure.							
TERM	12 Months or more							