



Hydrocarbons # 10 - Updated

SOFT CORPERATE OFFER FOB ROTTERDAM & HUSTON

Product 1	Aviation Turbine Kerosene JA1, JP54
Origin	Kazakhstan
Specification	International Export Standard
Trial Shipment	1-2 Million bbls (+/- 5%)
Monthly Quantity	2,000,000 bbls Per Month x12
Total Quantity	24,000,000 bbls
Price	Gross USD \$88 per bbl, Net USD \$80
Commission	Seller side \$4, Buyer \$4
Payment	MT103, DLC, SBLC, LC
Inspection	SGS/Intertek/CIQ
Delivery	FOB, Dip & Pay
Ports	Rotterdam, Netherland & Houston, Texas

Product 2	D6 VIRGIN FUEL OIL LOW SULFUR
Origin	Kazakhstan
Specification	International Export Standard
Trial Shipment	100 -200 Million Gallons (+/- 5%)
Monthly Quantity	400,000,000 Gallons Per Month x12
Total Quantity	4,800,000,000 Gallons
Price	Gross USD \$0.88, Net USD \$0.84
Commission	Seller side \$0.02, Buyer \$0.02
Payment	MT103, DLC, SBLC, LC
Inspection	SGS/Intertek/CIQ
Delivery	FOB, Dip & Pay
Ports	Rotterdam, Netherland & Houston, Texas

Product 3	Ultra -Low Sulfur Diesel (EN590 10 PPM)
Origin	Kazakhstan
Specification	International Export Standard
Trial Shipment	100 -200 Thousand MT (+/- 5%)
Monthly Quantity	500,000 MT Per Month x12
Total Quantity	6,000,000 MT
Price	Gross USD \$315, Net USD \$305
Commission	Seller side \$5, Buyer \$5
Payment	MT103, DLC, SBLC, LC
Inspection	SGS/Intertek/CIQ
Delivery	FOB, Dip & Pay
Ports	Rotterdam, Netherland & Houston, Texas

Product 4	D2 GAS OIL GOST 305-82
Origin	Kazakhstan
Specification	International Export Standard
Trial Shipment	50 -200 Thousand MT (+/- 5%)
Monthly Quantity	500,000 MT Per Month x12
Total Quantity	6,000,000 MT
Price	Gross USD \$305.00, Net USD \$ 295.00
Commission	Seller side \$5, Buyer \$5
Payment	MT103, DLC, SBLC, LC
Inspection	SGS/Intertek/CIQ
Delivery	FOB, Dip & Pay
Ports	Rotterdam, Netherland & Houston, Texas

Product 5	Petrol 93 /95 OCT/RON UNLEADED PETROL RON
Origin	Kazakhstan
Specification	International Export Standard
Trial Shipment	1-2 Million bbls (+/- 5%)
Monthly Quantity	2,000,000 bbls Per Month x12
Total Quantity	24,000,000 bbls
Price	Gross USD \$65 per bbl, Net USD \$60
Commission	Seller side \$2.5, Buyer \$2.5
Payment	MT103, DLC, SBLC, LC
Inspection	SGS/Intertek/CIQ
Delivery	FOB, Dip & Pay
Ports	Rotterdam, Netherland & Houston, Texas

Product 6	GASOLINE EN 590
Origin	Kazakhstan
Specification	International Export Standard
Trial Shipment	1-5 Thousand MT (+/- 5%)
Monthly Quantity	100,000 MT Per Month x12
Total Quantity	1,200,000 MT
Price	Gross USD \$305 per MT, Net USD \$295
Commission	Seller side \$5, Buyer \$5
Payment	MT103, DLC, SBLC, LC
Inspection	SGS/Intertek/CIQ
Delivery	FOB, Dip & Pay
Ports	Rotterdam, Netherland & Houston, Texas

STANDARD OPERATING PROCEDURE 1

1. Buyer accepts seller working procedure, and issue ICPO And Tank Storage Agreement(TSA) addressed to the End seller via Seller's representative.
2. Seller issues commercial invoice (CI) and Buyer signs and returns back commercial invoice .
3. 3 Seller issue the Below Documents
 - A. Inspection approve and acceptance letter to be signed by buyer logistics Storage Company .
 - B. Commitment Letter to Supply
 - C. Statement of Products
4. Seller provides to the buyer with SGS report, Injection Report, unconditional DTA
5. (NCNDA/IMFPA) will be signed, the Fee, shall be paid by the Seller and Buyer respectively.
6. Buyer within 24 hours, after successful dip test in seller tanks, provide tank storage receipt (TSR) seller proceed for Tank-to-Tank injection and provide the buyer with the injection report of the product into buyer tanks.
7. Buyer makes the payment for a total cost of product injected into buyer tanks, via MT103 against Final commercial invoice, Seller transfer title ownership to the buyer, with all exportation documents required of buyer for the transaction.
8. Upon conclusion of first lift transaction, Seller pays all intermediaries on the seller side and Buyer pays all intermediaries on the buyer side involved in the transaction, assigned (NCNDA/IMFPA) to the Beneficiaries designated Bank Account.
9. Seller issues Final Agreement to Buyer Company to review Contract for 12 – Months (R/E) Monthly Deliveries. Buyer pays after successful Dip - Test, by MT103 Wire Transfer on each Monthly Delivery.
10. pays commissions to Seller's Side Intermediaries, and Buyer pays commission to Buyer Side, Intermediaries, via MT103 according to Monthly Delivery.

2 SECOND PROCEDURES FOR A SUCCESSFUL DELIVERY

This procedure is to keep our potential buyer safe from stress or risk from the Tank Storage Company. And there's refund policy on these procedures.

1. Buyer accepts seller working procedure, and issue ICPO addressed to the End seller via Seller's representative.
2. The seller issues Commercial Invoice (CI) of the Products to the buyer and buyer sign back commercial invoice.
3. Seller issues to Buyer Partial Proof of Products below:
 - (a) product passport /certificate of Origin
 - (b) Statement Availability of Products
 - (c) Commitment to Supply
4. Buyer extends Seller's Storage Tank for 2 days at the discharge port .
5. Seller provides to the buyer with SGS report, Injection Report, unconditional DTA
6. . (NCNDA/IMFPA) will be signed, the Fee, shall be paid by the Seller and Buyer respectively.
7. Buyer within 24 hours, after successful dip test in seller tanks, provide tank storage receipt(TSR) seller proceed for Tank-to-Tank injection and provide the buyer with the injection report of the product into buyer tanks.
8. Buyer makes the payment for a total cost of product injected into buyer tanks, via MT103 against Final commercial invoice, Seller transfer title ownership to the buyer, with all exportation documents required of buyer for the transaction.
9. Upon conclusion of first lift transaction, Seller pays all intermediaries on the seller side and Buyer pays all intermediaries on the buyer side involved in the transaction, assigned (NCNDA/IMFPA) to the Beneficiaries designated Bank Account.
10. Seller issues Final Agreement to Buyer Company to review Contract for 12 – Months (R/E) Monthly Deliveries. Buyer pays after successful Dip - Test, by MT103 Wire Transfer on each Monthly Delivery.

IF YOU ACCEPT THE PROCEDURE, CONTACT ME:
Seller Mandate Refinery

CONTACT US IF YOU HAVE ACCEPTED THE PROCESS (NON-NEGOTIABLE) IF YOU ARE **A REAL BUYER OR BUYER MANDATE. WHATSAPP US**



SECOND OFFER

SOFT CORPORATE OFFER REFINERY QATAR

ORIGIN: QATAR
DELIVERING PORT:
CIF/FOB
TRANSACTION INCOTERMS: COST
INSURANCE & FREIGHT
LOADING PORT: ROTTERDAM & HOUSTON AND DOHA PORTS
PAYMENT TERMS: T/T WIRE TRANSFER & MT103/SBLC
INSPECTION: SGS
INSURANCE: PAID BY SELLER COVERING 110% OF THE SHIPMENT VALUE

DIESEL GAS D2 OIL

Minimum Quantity: 10,000 Metric Tons per Month
Maximum Quantity: 500,000 Metric Tons per Month
CIF Price: Gross USD \$ 390.00MT NET / USD \$ 380.00MT on
CIFFOB Price: Gross USD \$ 380.00MT NET / USD \$ 370.00MT on
FOB

MAZUT M100

Minimum Quantity: 10,000 Metric Tons per Month
Maximum Quantity: 500,000 Metric Tons per Month
CIF Price: Gross USD \$360.00/ USD \$ 350.00 NET on CIF
FOB Price: Gross USD \$350.00 / USD \$340.00 NET on FOB

AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Minimum Quantity: 500,000 Barrels per Month
Maximum Quantity: 5,000,000 Barrels per Month
CIF Price: Gross USD \$ 126.00BBL NET/ USD \$124.00 NET on CIF
FOB Price: Gross USD \$ 124.00BBL NET / USD \$122.00 NET on FOB

VIRGIN FUEL OIL D6

Minimum Quantity: 100,000,000 Gallons per
MonthMaximum Quantity: 800,000,000 Gallons
per MonthCIF Price: Gross USD \$ 0.99 / USD \$
0.97 NET on CIF FOB Price: Gross USD \$ 0.97 /
USD \$0.95 NET on FOB

EXPORT BLEND CRUDE

Minimum Quantity: 10,000 Barrels per Month
Maximum Quantity: 3,000,000 Barrels per Month
CIF Price: Gross USD \$86.00 / USD \$ 84.00 NET on CIF
FOB Price: Gross USD \$84.00 / USD \$ 82.00 NET on FOB

LIQUIDIFIED PETROLEUM GAS

Minimum Quantity: 10,000 Metric Tons per Month
Maximum Quantity: 1,000,000 Metric Tons per Month
CIF Price: Gross USD \$ 380.00MT / USD \$ 370.00MT NET on CIFFOB
Price: Gross USD \$ 370.00MT / USD \$ 360.00MT NET on FOB

LIQUEFIED NATURAL GAS (LNG) LIFTABLE QUANTITY

Minimum Quantity: 100,000Metric Tons Per Month
Maximum Quantity: 400,000Metric Tons Per Month CIF
Price: Gross USD \$380.00/ USD\$370.00 NET on CIF FOB
Price: Gross USD\$370.00/ USD\$360.00 NET on FOB

FUEL OIL CST-180

Minimum Quantity: 10,000 Metric Tons per Month
Maximum Quantity: 500,000 Metric Tons per Month CIF
Price: Gross USD\$290.00/ USD\$280.00 NET on CIF FOB
Price: Gross USD \$280.00/ USD \$270.00 NET on FOB

UREA 46% PRILLED & GRANULAR

Minimum Quantity: 10,000 Metric Tons per Month
Maximum Quantity: 500,000 Metric Tons Month
CIF Price: Gross USD \$ 410.00 / NET USD \$ 400.00 on CIFFOB
Price: Gross USD \$ 380.00 / NET USD \$ 370.00 FOB

SULPHURGRANULAR

Minimum Quantity: 50,000 metric tons per month
Maximum Quantity: 500,000 metric tons per month CIF
Price: Gross USD \$220 /NET USD \$210 on CIF

JET A1 FUEL

Minimum Quantity: 500,000 Barrels per Month
Maximum Quantity: 5,000,000 Barrels per Month
CIF Price: Gross USD \$ 126.00BBL NET/ USD \$124.00 NET on CIF FOB
Price: Gross USD \$ 124.00BBL NET / USD \$122.00 NET on FOB

DIESEL EN590

Minimum Quantity: 30,000 metric tons
Maximum Quantity: 500,000 metric tons
CIF price: GROSS USD \$385.00 MT NET: USD \$375.00 MTFOB
Price: GROSS USD \$ 375.00 MT NET: USD \$365.00 MT

PETROLEUM COKE

Minimum Quantity: 50,000MT per Month Maximum
Quantity: 400,000MT per Month
CIF Price: USD \$ 110.00MT/USD \$ 100.00 NET on CIF

DOCUMENTATIONS / TRANSACTION WORKING PROCEDURES**FOB ROTTERDAM PORT**

1. Buyer issues ICPO on receipt of Seller's Soft Offer along with Tank Storage Agreement (TSA) as proof of storage availability.
2. Seller issues commercial invoice, for the available quantity in the storage tank to Buyer, Buyer Signs CI and returns to Seller including copy of NCNDA/IMFPA signed by all buyer groups with commission structures.
3. Seller issues the Dip Test Authorization letter for buyer and Buyer's Tank Farm endorsement along with the following PPOP documents:
 - Legalized Commercial Invoice
 - Product Passport
 - Availability of Product endorsed.
 - Authority to Sell & Collect (ATSC)
4. Seller issues Complete DTA attached with fresh SGS Report and Tank Receipt to Buyer, Buyer order SGS to conduct Dip Test of the product in the Seller's Tank on Buyer expenses submit the full injection report to the Buyer.
5. Upon successful Dip Test, sellers inject the fuel into buyer lease Storage Tank and sellers submit the full injection report to the Buyer
6. Buyer make 100% payment by MT103 TT wire transfer for the total product and Seller pays commission to all intermediaries involved in the transaction within 24 hours after confirmation of the buyer's payment.

7. Seller issues draft SPA to buyer to review for R&E monthly deliveries.
8. Buyer review and approves the SPA and issues SBLC/IRDLIC irrevocable, nontransferable, auto revolving for 12 months shipment value, documentary letter of credit for length of contract and for each lift per schedule. Buyer pays after Dip Test by MT103 Wire Transfer on each monthly quantity.
9. The subsequent delivery shall commence according to the terms and conditions of the contract.
10. Seller pays commissions to all intermediaries as per IMFPA/NCNDA 24 hours after receiving payment from Buyer.

TRANSACTION PROCEDURE ON CIF (DELIVERY STATED IN SPECIFICATIONS)

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:
 - commitment to supply
 - statement of product availability
 - certificate of origin)
 - product passport and ATSC. Buyer confirms the receipt of the documents by mail and issue confirmation letter within 24hrs.
4. Seller makes arrangement for the 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. Fee would later be refunded/deducted when Buyer is paying for the total product cost).
5. After completion of the above, Seller issues to Buyer product title transfer agreement, Buyer signs and returns. Seller legalizes the Contract with the authorities in charge and sends to 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
6. 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 release the below Proof of Product Documents:
 - ~ Legalized Charter Party Agreement (CPA) with the Loading Port Authority.
 - ~ Injection Report
 - ~ Product Allocation Certificate.
 - ~Allocation Title Transfer Certificate.
 - ~ Export License
 - ~ Export Approval
 - ~ Tank Receipt.
 - ~ Dip Test Authorization.
7. Seller issues the commercial invoice and sends to Buyer and within 5 working days, Buyer's bank issues to Seller's bank swift operative Standby Letter of Credit (SBLC) via Swift MT760 or Documentary Letter of Credit (DLC) via Swift MT700 for the entire 1st shipment total product value, and for Seller to lodge and activate a 2% 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 2% Performance Bond will be paid/forfeited to the Buyer.
8. The product SGS inspection charges will be borne by Seller at the loading port. Seller invites buyer for visitation to witness the final inspection and TTM for negotiation of future transaction (Optional to Buyer). Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.

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



THIRD OFFER

SOFT CORPORATE OFFER

Country Origin: Kazakhstan Origin & Russian

Origin Transaction Currency: United States Dollar (\$ USD)

Terms of Delivery: FOB (Freight on Board)

Port of Delivery: Rotterdam port and Houston

Duration of Contract: 12-24 months with possible rolls and extension Commission: 50% buyer intermediary – 50% seller intermediary Terms of Payment: MT103

Shipment Method: Tank to Buyer's tank reservoir or vessel Determination of Quality and

Quantity: SGS or equivalent by buyer

PRODUCTS	PRICE & QUANTITY	
	FOB	QUANTITY
Aviation Fuel Jet A1 / TS-1	USD\$88 gross/ USD\$86 net x barrel	2,000,000 BBL Trialshipment 5,000,000 BBL x 12Months
JP 54	USD\$88 gross/ USD\$86 net x barrel	2,000,000 BBL Trialshipment 5,000,000 BBL x 12Months
Virgin Fuel Oil D6	USD \$0.78 gross/ USD\$0.76 net x gallon	50,000,000 GAL Trial shipment 100,000,000 GAL x 12Months
Diesel Gas Oil D2	USD \$380 gross/ USD\$370 net x metric ton	50,000 MT Trial shipment 100,000 MT x 12Months
Diesel EN590 10PPM	USD \$410 gross/ USD\$400 net x metric ton	50,000 MT Trial shipment 200,000 MT x 12Months
MAZUT M100 GOST 10585	USD \$210 gross/ USD\$200 net x metric ton	50,000 MT Trial shipment 200,000 MT x 12Months
Liquefied Natural Gas LNG R 57431-2017	USD \$210 gross/ USD\$200 net x metric ton	50,000 MT Trial shipment 200,000 MT x 12Months
Liquefied Petroleum Gas LPG Gost R 20448-90	USD \$210 gross/ USD\$200 net x metric ton	50,000 MT Trial shipment 200,000 MT x 12Months
Rebco Gost 9965-76 /51858-2002	USD\$50 gross/ USD\$48 net x barrel	1,000,000 BBL Trialshipment 2,000,000 BBL x 12Months
Espo Blend Crude Oil Gost R 51858-2002	USD\$50 gross/ USD\$48 net x barrel	1,000,000 BBL Trialshipment 2,000,000 BBL x 12Months

FIXED PRICE & PRODUCT QUANTITY OPEN FOR NEGOTIATIONS & PLATT PRICE AVIALABLEUPON REQUEST BY

CUSTOMER

FOB ROTTERDAM AND HOUSTON TRANSACTION **PROCEDURE. A**

1. Seller issue official Full Corporate offer with terms, procedure, and price to the buyer.
2. Buyer issue ICPO along with Company certificate of registration, passport scanned copy and Tank Storage Agreement (TSA) as proof of tank storage availability
3. Seller verifies and issue Commercial Invoice (CI) for available quantity in the storage tank include the product specifications along with; Export License; Statement of Product Availability; Commitment Letter to Supply; Authorization to Sell and Collect; and ProductPassport Analysis Report. Buyer signs and returns CI to seller along with Authorization to Verify(ATV) approved by their logistics Company for seller Verification purposes.
4. receipt of the signed CI and ATV, seller verifies and issues the POP documents: 48 hours fresh SGS report issued in Rotterdam; 7 days Unconditional Dip Test Authorization (DTA); Injection report; Tank Receipt; NCNDA + IMFPA; and Bill of Lading.
5. Upon successful verification of the POP documents, Buyer orders SGS report to conduct Dip Test of the Product in Sellers Tank at Buyer expense
- 6 Following the completion of the Dip Test with results consistent to the specifications on the CI, Buyer provides ATI and Seller injects fuel into Buyer's leased storage tanks. Seller submits the full injection report to the Buyer.
- 7 Buyer makes 100% payment by MT103 TT wire transfer for the total product. Upon confirmation of buyer's payment, Seller pay all Intermediaries involved in the transaction.
- 8 Seller issues draft SPA to Buyer to review for R&E monthly deliveries. Buyer reviews and approves SPA and issues SBLC / IRDLC Irrevocable, Nontransferable, Auto revolving for 12 monthly shipment value and Documentary Letter of Credit or Standby Letter of Credit for length of contract.
- 9 The subsequent delivery shall commence according to the terms and conditions of the Contract, and mandates/intermediaries receive their commission according to monthly deliveries by MT103 wire transfer on each monthly quantity.

FOB ROTTERDAM AND HOUSTON TRANSACTION **PROCEDURE DIP & PAY. B**

1. Seller issues Full Corporate Offer to Buyer Company with the Seller acceptable terms and procedure of transaction. Buyer confirms receipt of Full Corporate Offer and issues Irrevocable Corporate Purchase Order (ICPO) along with Company certificate and Passport scanned copy.
2. Seller issues Commercial Invoice (CI) for the available quantity along with Product Analysis Report, Statement of Product Availability, Company Export License Certificate, Authorization to sell and collect (ATSC) and Dip Test Authorization (DTA).
3. Within 48 hours upon receipt and confirmation of the approved CI and PPOP, Buyer endorses the CI + DTA and return to Seller. Buyer proceeds and finalizes payment for extension of the Seller's tank/reservoir for 1-day in order to receive the GPS coordinate location of the tanks, tank Hub Numbers, and terminal access permit.
4. Upon confirmation of Buyer's payment, Seller schedules Dip Test and provide the final POP to Buyer – SGS Report, Tank storage receipt, Injection Report, Certificate of Ownership and NCNDA+IMFPA Agreement.

5. Upon Buyer's successful Q&Q/DIP TEST results consistent of the specification on the CI (Commercial Invoice). Buyer provides vessel details and Authority to Inject; Seller proceeds with injection of product to Buyer vessel and Seller Issues product injection report for the quantity injected into Buyer's vessel or Tank.
6. Buyer pays the Seller for the full injected product by swift MT103, and Seller changes the full product ownership title to Buyer company name within 24 hours.
7. Seller pays commission to Intermediaries via Wire Funds Transfer MT103 /TT immediately upon receipt of Buyer's Payment as per agreed and signed NCNDA+IMFPA and follows to every Buyer's Lift in the future based in Commercial Invoice (CI) and SPA/Contract Signed by the Seller and Buyer.

IF YOU ACCEPT THE PROCEDURE CONTACT ME:



FOURTH OFFER

SOFT CORPORATE OFFER

Terms And Conditions

Delivery Port: Rotterdam or Houston Product Terms:

FOB

Payment Terms: T/T Telegraphic Transfer or MT103 Origin:

Kazakhstan

PRODUCTS AND PRICE LIST

PRODUCT	AVIATION KEROSENE CONONIAL GRADE JET FUEL /JET A1
QUANTITY	1,000,000BBLs (MINIMUM) - 5,000,000BBLs (MAXIMUM) PER MONTH
FOB PRICE	NWE Platts Minus \$12 Gross / NWE Platts Minus \$10 Net per barrel

PRODUCT	VIRGIN FUEL OIL (D6)
QUANTITY	100,000,000 GALS (MINIMUM) - 500,000,000 GALS (MAXIMUM) PER MONTH
FOB PRICE	\$1.16 Gross / \$1.14 Net per Gallon

PRODUCT	EN590 10ppm
QUANTITY	50,000 MT – 300,000 MT (MAXIMUM) PER MONTH
FOB PRICE	\$685 Gross / \$ 675 Net per MT

THE NON-NEGOTIABLE PROCEDURE FOR SPOT FOB CI, DIP AND PAY

TRANSACTION PROCEDURE 1

1. Buyer issues ICPO addressed to Seller /Refinery Mandate along with approved TSA.
2. Seller issues Commercial Invoice, Buyer signs and returns back to seller within 48 hours
2. Seller verify and approve buyer's tanks farm by requesting for invoice of 2 days' payment remittance, Seller leases the Buyer's tank for 2 days only and provide buyer with payment slip and buyer pay the remaining days. Seller issue Injection Schedule from a pipeline injection masters and Authority to inject (ATI).
3. Buyers tank farm provide seller with total days TSR + NOR to receive received the product.
4. Seller injection masters /company commences with the injection of the product and seller releases the following PPOP documents to buyer
 - A. Product Certificate of origin
 - B. Authorization to sell and collect (ATSC)
 - C. Product Passport
 - D. Injection Report
 - E. Availability of product
 - F. Commitment to supply
5. Upon the completion of the injection seller issues DTA + ATV to Buyer, Buyer inspects product with SGS Agent.
6. After Buyer's Successful Q&Q Dip Test on the product, Buyer makes the payment for the Total Value of the Product via MT103- TT.
7. Upon Seller Receiving the Payment for the Product from the Buyer, Seller issues to Buyer the Title Ownership of the product and all Exportation Documents of the product.

8. Buyer Lifts Product and all Intermediaries are paid. Seller and Buyer consider and signs further contracts after successful transaction.

CI, DIP AND PAY TRANSACTION PROCEDURE 2

1. Buyer Issue ICPO containing the seller's working procedure with banking details and scanned copy of buyer's passport along with "TSA" and buyer company certificate of incorporation. Seller verifies buyers TSA.

2. Seller issues commercial invoice of the product to buyer to be signed and returned back to seller.

3. Upon confirmation of signed CI by buyer, seller issue DTA to buyer, for buyer logistic to signed and endorse for dip test to be carried out immediately.

4. Upon Confirmation of Endorsement of DTA, Seller injects diesel into his own tanks and issues to Buyer PoP document Listed Below:

- Fresh SGS Report
- Tank Storage Receipt (TSR) with GPS Coordinates of where the Tanks are located.
- Injection Report
- Authorization to Sell and Collect (ATSC)
- Authorization to verify the product in the seller's tank (ATV)
- Product Passport
- Country of Origin Certificate

5. Buyer conduct DIP test on buyer's expenses and sends TSR.

6. Upon Successful Dip Test in Tanks/Vessel, product will immediately be injected into buyer's tanks. buyer makes payment for the product via MT103/TT.

7. Buyer Lifts Product and all Intermediaries are paid. Seller and Buyer consider and signs further contracts after successful transaction.

IF YOU ACCEPT THE PROCEDURE CONTACT ME:

Authorized representative



FIFTH OFFER

REPUBLIC OF AZERBAIJAN OIL COMPANY

AVIATION JET FUEL. JET A-1

Ask for price.

TRANSACTION TERMS & CONDITIONS FOB DIP & PAY HOUSTON AND ROTTERDAM

1. BUYER SENDS ICPO ON RECEIPT OF SOFT OFFER ALONG WITH TANKSTORAGE AGREEMENT (TSA) PROOF OF STORAGE TANK AVAILABILITY.
2. SELLER ISSUES NCNDA AND COMMERCIAL INVOICE/CI, FOR THE AVAILABLE QUANTITY IN THE STORAGE TANK TO BUYER, BUYER SIGNS AND RETURNS TO SELLER.
3. SELLER ISSUES DIP TEST AUTHORIZATION TO BUYER, BUYER AND STORAGELOGISTICS COMPANY SIGN AND RETURN.
4. SELLER VERIFIES BUYER TANK FARM AND ISSUES POP DOCUMENTS:A- AUTHORITY TO VERIFY (ATV)
B- FRESH SGS REPORT.
C- AUTHORITY TO SELL AND COLLECT
D- PUMPING REPORT (INJECTION REPORT)
E- CERTIFICATE OF ORIGIN.
F- TANK STORAGE RECEIPTS. (TANK RECEIVER INCLUDING TANK NO)
G- REFINERY COMMITMENT TO SUPPLY
H- EXPORT LICENSE
5. BUYER ORDERS SGS TO CONDUCT DIP TEST OF THE PRODUCT IN THE SELLER'S TANK AT BUYER EXPENSE.
6. UPON SUCCESSFUL DIP TEST, SELLER ISSUE INJECTION SCHEDULE AND INJECTS THE FUEL INTO BUYER'S LEASED STORAGE TANK AND SELLER SUBMITS THE FULL INJECTION REPORT TO THE BUYER.
7. BUYER MAKES 100% PAYMENT BY MT103 TT WIRE TRANSFER FOR THE TOTAL PRODUCT AND SELLER PAYS COMMISSION TO INTERMEDIARIES INVOLVED IN THE TRANSACTION WITHIN 24 HOURS AFTER CONFIRMATION OF THE BUYER'S PAYMENT

**IF YOU ACCEPT THE
PROCEDURE, CONTACT US**



FINAL OFFER

SOFT CORPERATE OFFER CIF ASWP

7. Product Name: LIQUEFIED NATURAL GAS (LNG) Quantity: Minimum 50,000 MT – Maximum 500,000 MT Trial / Monthly Shipment		
GRADE	LIQUEFIED NATURAL GAS (LNG)	Price - \$270 Gross / \$260 Net per MT
Product Name: MAZUT M100 Quantity: Minimum 50,000 MT – Maximum 500,000 MT Trial / Monthly Shipment		
GRADE	MAZUT M100 GOST 10585-2013	Price - \$240 Gross / \$230 Net per MT

2. Product Name: DIESEL FUEL Quantity: Minimum 50,000 MT – Maximum 500,000 MT Trial / Monthly		
GRADE	DIESEL D2 GASOIL GOST 305-2013	Price - \$300 Gross / \$290 Net per MT
	DIESEL FUEL EN590 EURO 5 (ULSD 10PPM)	Price - \$300 Gross / \$290 Net per MT
	DIESEL FUEL EN590 EURO 6 (ULSD 10PPM)	Price - \$300 Gross / \$290 Net
	DIESEL D2 AUTOMOTIVE GAS OIL {AGO}	Price - \$300 Gross / \$290 Net per MT
	DIESEL FUEL EURO 4 (ULSD 50PPM)	Price - \$300 Gross / \$290 Net per MT
	ULTRA-LOW SULPHUR (ULSD) 15PPM	Price - \$300 Gross / \$290 Net per MT
	ULTRA-LOW SULPHUR (ULSD) 500PPM	Price - \$300 Gross / \$290 Net per MT
	ULTRA-LOW SULPHUR (ULSD) 1000PPM	Price - \$300 Gross / \$290 Net per MT
	MARINE FUEL / GAS OIL (MGO)	Price - \$300 Gross / \$290 Net per MT
	AUTOMOTIVE DIESEL OIL (ADO)	Price - \$300 Gross / \$290 Net per MT

3. Product Name: DIESEL D6 VIRGIN LOW POUR FUEL OIL Quantity: Minimum 100,000,000 GLN – Maximum 500,000,000 GLN Trial / Monthly Shipmen		
GRADE	DIESEL D6 VIRGIN LOW POUR FUEL OIL	Price - \$0.78 Gross / \$0.73 Net per GLN

4. Product Name: AVIATION KEROSENE TURBINE FUEL Quantity: Minimum 500,000 BBL – Maximum 5,000,000 BBL Trial / Monthly Shipment		
GRADE	AVIATION KEROSENE COLONIAL GRADE 54 (JETFUEL JP54)	Price - \$62 Gross / \$58 Net per BBL
	AVIATION TURBINE FUEL (JET FUEL A1)	Price - \$62 Gross / \$58 Net per BBL

6. Product Name: LIQUEFIED PETROLEUM GAS (LPG) Quantity: Minimum 50,000 MT – Maximum 500,000 MT Trial / Monthly		
GRADE		Price - \$310 Gross / \$300 Net per MT
	LIQUEFIED PETROLEUM GAS (LPG) BUTANE 50/PROPANE 50	
	LIQUEFIED PETROLEUM GAS (LPG) 60/40	Price - \$310 Gross / \$300 Net per MT
	LIQUEFIED PETROLEUM GAS (LPG) 70/30	Price - \$310 Gross / \$300 Net
	LIQUEFIED PETROLEUM GAS C4	Price - \$300 Gross / \$290 Net per MT

8. Product Name: LIGHT CYCLE OIL (LCO) Quantity: Minimum 50,000 MT – Maximum 500,000 MT Trial / Monthly Shipment		
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GRADE	LIGHT CYCLE OIL (LCO)	Price - \$290 Gross / \$280 Net per MT
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11. Product Name: GASOLINE OCTANES Quantity: Minimum 50,000 MT – Maximum 500,000 MT Trial / Monthly Shipment		
GRADE	91 OCTANES	Price - \$310 Gross / \$300 Net per MT
	93 OCTANES	Price - \$340 Gross / \$330 Net per MT
	95 OCTANES	Price - \$320 Gross / \$310 Net per MT
	97 OCTANES	Price - \$330 Gross / \$320 Net per MT

15. Product Name: PETROLEUM COKE Quantity: Minimum 100,000 MT – Maximum 750,000 MT Trial / Monthly Shipment		
GRADE	PETROLEUM COKE (ALL GRADES)	Price - \$190 Gross / \$180 Net per MT

ADDITIONAL DETAILS / INFORMATION	
ORIGIN	KAZAKHSTAN
SPECIFICATION & GRADE	STANDARD EXPORT QUALITY AND GRADE
INSPECTION	CIQ, SGS OR EQUIVALENT
PERFORMANCE BOND (PB)	2% PERFORMANCE BOND (PB) IN FAVOR OF BUYER
PAYMENT TERM	T/T, MT 103, SBLC MT760 & DLC MT700
CONTRACT TERM	TRIAL SHIPMENT + CONTRACT WITH ROLLS & EXTENSION
COMMISSION STRUCTURE	50% BUYER SIDE (OPEN) / 50% SELLER SIDE (CLOSED)
SHIPMENT & DELIVERY METHOD	CIF VIA VESSEL TO BUYER'S DESTINATION/DISCHARGE PORT
LOADING PORTS	KAZAKHSTAN port
NOTE:	ALL ICPO TO BE ISSUED TO, INGUSHNEFT REFINERY ATT:MANDATE

CIF working Procedures.

1. Buyer accepts seller working procedure, and issue ICPO addressed to the End seller via Seller's representative. Alongwith the buyer passport+ company profile. + CIS
2. Seller issues Draft Sales and Purchase Agreement (SPA)for buyer review and signing.
3. Buyer signs the Sales and Purchase Agreement Contract back to the seller.
4. Seller accept the Sales and Purchase Agreement signed by the buyer.
5. Seller send PPOP documents below.
6. Commitment to supply
7. Product passport
8. C) statement availability of the product
9. Buyer issue their financial SBLC 760/DLC 700 to cover the first %50 payment of the first shipment of the products before leaving the Loading Port in Kazakhstan within 5 business days. And balance will be made at the Discharge Port of the buyer choice.
10. If in any unseen situation or circumstances buyers are unable to issue

the SBLC/DLC within the given period of time, the buyer would make a provisional payment by TT wire Transfer to the seller bank amounting to %3 of the shipment face value. This amount is included in the contract price which would be deducted from the final invoice face value upon the CIF delivery.

11. Within 21-30 days upon fulfilling 4 and 5, Seller shall organize shipping in accordance with the terms and conditions of the signed Sales and Purchase Agreement and provide the following information to Buyer:
12. (a_ Details of Loading Port
13. (b) Schedule of Loading Dates
14. © Details of Vessel & Charter party / Shipping Company
15. (d) ETA (Estimated Date of Arrival) at Destination Port.
16. The delivery will be started according to the Contract schedule within minimum 20 days – maximum 30 days after this.
17. Buyer shall provide details of their Shipping Agent at destination Port and booking confirmation of SGS/CIQ at discharge port inspection as per scheduled shipping Info.
18. The payment for the Goods is to be performed at discharge port within 5 banking days by means payment for the amount of the cost of the Goods shipped by MT 103 or telegraphic wire transfer(T/T).
19. The shipped goods are transferred and accepted by the buyer along with the following list of documents:
20. Commercial Invoice submitted by the Seller with indication of Contract No., description of the Goods, the price per 1 MT of the Goods, the total value, gross/net weight (based on SGS inspection in loading port) – 1 (one) original and 3 (three) copies, consignment notes with a mark of customs service.
21. Complete set of 3/3 bills of lading marked "Clean on Board". Each original shall be signed by the master or senior assistant in the port of loading.
22. Quality Certificate issued by SGS (SAYBOLT) at the loading port - 1 original and 3 copies:
23. Quantity Certificate issued by SGS (SAYBOLT) at loading port - 1 original and 3 copies.
24. Certificate of Origin of Goods - 1 copy.
25. Final calculation payments under this Contract to be done at the end of the entire shipment of the consignment and fulfillment of all conditions of this Contract.
26. The Parties sign the Reconciliation Report that allows to take into account the actual total value of the Goods delivered. The Report is compiled as a financial instrument. On the basis of this Report, the Parties will perform mutual settlement of possible deductions, differences in quantity and cost of delivered Goods.