



Hydrocarbons # 115+



КазМунайГаз
NATIONAL COMPANY УЛТТЫҚ КОМПАНИЯСЫ

Key highlights for the client regarding this **Pavlodar** procedure

1. Solid Initial Transparency & Security (PPOP)

- **Partial Proof of Product (PPOP):** We issue 6 official documents (Certificate of Origin, Registration Certificate, Availability Statement, Product Passport, Supply Commitment, and Proforma Invoice) before requiring any bank guarantee, eliminating buyer risk up front.

2. Dual Financial & Performance Guarantee

- **2% Performance Bond (PB):** Upon receiving the bank instrument, our bank issues a 2% PB to protect the buyer if loading defaults.
- **Full Proof of Product (Full POP):** Complete shipping, title, tank, SGS, and Charter Party Agreement documents are delivered securely bank-to-bank via SWIFT alongside the PB.

3. Flexible Guarantee Mechanism

- **Operational Alternative for Bank Delays:** If SBLC (MT760) or DLC (MT700) issuance exceeds 7 banking days, the buyer can make a \$500,000 USD refundable/deductible deposit to cover ocean freight and prevent dispatch delays.

4. Low-Risk Final Payment Upon Destination Inspection

- **Discharge Port Inspection:** The main payment (MT103/TT) is only released after the vessel arrives at the destination port and the buyer completes their own quality/quantity inspection (SGS/CIQ).
- **Payment Term:** Up to 5 business days following the destination SGS/CIQ inspection to settle funds.

5. Attractive Commercial Terms & Intermediary Protection

- **Competitive Pricing:** Clear Gross and Net price differentials across all commodities (EN590, JET-A1, D6, D2, Pet Coke, NGL, Urea).
- **Protected Commissions:** Formal NCNDA/IMFPA execution ensuring commission payouts within 48 hours of payment receipt.

PROCEDURE CIF to New Customers

1. Buyer issues official ICPO with full banking details, Buyer's international passport copy, and company CIS.
2. Seller verifies ICPO and issues Draft Sales and Purchase Agreement open for amendments to Buyer, if any.
3. Buyer reviews Draft Sales and Purchase Agreement, signs and returns it with NCNDA/IMFPA signed by all buyers' intermediaries to seller.
4. Seller approves and seals the Draft Sales and Purchase Agreement (SPA). (The Approved (SPA IN PDF) will be sent along with the below PPOP via secure e-mail if needed by Buyer, while Legalized / Notarized SPA is issued only along with the full POP after the payment instrument or cash payment has been received and confirmed, because we don't Legalized / Notarized SPA twice.
5. Seller provides the following PPOP documents.
 - A. Certificate of Origin
 - B. Company Registration Certificate
 - C. Statement of Availability of the Product
 - D. Product Passport
 - E. Commitment to Supply
 - F. Pro-Forma Invoice

6. Within 7(Seven) banking days upon confirmation of seller's Partial POP documents, buyer's bank issues **PRE ADVICE NOTE** >> SBLC via MT760 or DLC via MT 700.
NOTED OPTIONAL: If Buyer fails to issue SBLC VIA MT760 OR DLC VIA MT 700 within 7(Seven) banking days, in **the alternative, OPTIONAL**, Buyer shall make a guaranteed deposit of USD 500,000 to Seller's nominated bank account as a performance guarantee to secure and finalize shipments with the shipping company to Buyer's destination port, which will be deducted from the first shipment value.
7. Within 3(three) banking days upon receiving SBLC/ DLC, seller's bank issues 2% Performance Bond (PB) & Full POP documents listed below to buyer's bank via SWIFT:
 - A. Product allocation Export Permit.
 - B. Allocation Title Ownership Certificate.
 - C. Transneft Contract to transport the product to the loading port.
 - D. Port Storage Agreement.
 - E. Charter Party Agreement to transport the product to the discharge port.
 - F. Tank Storage Receipt. G. SGS Quality and Quantity Certificates.
 - H. Commercial Invoice.
 - I. Bill of Lading
 - J. Vessel questionnaire 88 (Q88)
 - K. Product Export License for Allocation
 - L. Product Allocation Certificate.
 - M. Legalized / Notarized (SPA)
8. Shipment commences as per contract schedule.
9. Upon arrival of the vessel at the discharge port, the buyer conducts SGS Inspection and makes full payment via MT103/TT for one month's shipment within 5(five) days after CIQ or SGS at the destination port.
10. Seller pays commission to Intermediaries according to NCNDA/IMFPA signed by all parties within 48 hours upon

receiving payment from buyer's bank. The following shipments proceed accordingly for the subsequent twelve (12) months.

C.I.F., TRANSACTION GUARANTEE PROCEDURE:

Prices: October 2026

EN-590:

- 520 USD Gross/ 510 USD Net
- Volume: 50,000- 500,000 TM
- Commission: 5 USD Seller side closed / 5 USD Buyer side

JET-A1:

- 88 USD Gross/ 86 USD Net
- Volume: 500,000- 1,000,000 Barrels
- Commission: 1 USD Seller side closed / 1 USD Buyer side

D-6:

- 1.12 USD Gross/ 1,08 USD Net
- Volume: 100,000,000- 400,000,000 Gallons
- Commission: 0.02 USD Seller side closed / 0.02 USD Buyer side

D-2:

- 510 USD Gross/ 500 USD Net
- Volume: 50,000,000- 500,000,000 Gallons
- Commission: 0.02 USD Seller side closed / 0.02 USD Buyer side

Pet Coke:

- 295 USD Gross/ 290 USD Net
- Volume: 25,000- 1,000,000 TM
- Commission: 2.5 USD Seller side closed / 2.5 USD Buyer side

LNG:

- 495 USD Gross/ 485 USD Net
- Volume: 50,000- 500,000 TM
- Commission: 5 USD Seller side closed / 5 USD Buyer side

Urea at 46%:

- 400 USD Gross/ 390 USD Net
- Volume: 50,000- 500,000 TM
- Commission: 5 USD Seller side closed / 5 USD Buyer side

Prices are indicative and subject to change at any time.