



ЖАУАПКЕРШІЛІГІ ШЕКТЕУЛІ СЕРІКТЕСТІК

REG. BCH 110340022330 TRN 600900642266 E-MAIL: INFO@INTRADEOIL.KZ, SALES@INTRADEOIL.KZ,  
ADMIN@INTRADEOIL.KZ

ADDRESS: АЛМАТЫ ҚАЛАСЫ, МЕДЕУ АУДАНЫ,  
ДУМАН ШЫҚАУДАНЫ, АҚ МЕШІТ К-СІ, 41/9

TEL: (7182) 49-60-00  
WWW.INTRADEOIL.KZ

EXPIRING DATE:30TH, 2023

TO: BUYER'S

#### FULL CORPORATE OFFER (FCO)

We "INTRADE OIL" REFINERY with legal responsibility under penalty of perjury hereby confirm the Availability and Capability to Supply the under list products for Immediate Spot and Contract sales. The Supply is guaranteed to meet the Specification and pass through the stringent requirement of SGS or Equivalent. Financial Statement from the Buyer's bank clarifying buyer's financial capability will be required to consider buyer's negotiations. Only direct negotiations from end buyer's representative and mandates will be considered.

ORIGIN: KAZAKHSTAN / RUSSIA

INCOTERMS: FOB / TTO/ CIF

LOADING PORT: TBA

DESTINATION PORT: BUYER'S DESIRE PORT

PAYMENT TERMS: T/T WIRE TRANSFER & MT103

INSPECTION: SGS

INSURANCE: PAID BY SELLER COVERING 110% OF THE SHIPMENT VALUE

COMMISSION: EQUAL SHARE BETWEEN SELLER'S SIDE AND BUYER'S SIDE.

#### LIQUEFIED PETROLEUM GAS (LPG)

Minimum Quantity: 50,000 Metric Ton.

Maximum Quantity: 400,000 Metric Ton per Month

CIF Price: Gross \$340.00 USD / NET \$330.00 USD per Metric Ton

FOB Price: Gross \$325.00 USD / NET \$320.00 USD per Metric Ton

#### LIQUEFIED NATURAL GAS (LNG)

Minimum Quantity: 50,000 Metric Ton.

Maximum Quantity: 400,000 Metric Ton per Month

CIF Price: Gross \$340.00 USD / NET \$330.00 USD per Metric Ton

FOB Price: Gross \$325.00 USD / NET \$320.00 USD per Metric Ton

#### AVIATION KEROSENE JET FUEL JP54

Minimum Quantity: 1,000,000 Barrels.

Maximum Quantity: 4,000,000 Barrels per Month.

CIF Price: Gross \$80.00 USD / Net \$70.00 USD per Barrel

FOB Price: Gross \$65.00 USD / Net \$60.00 USD per Barrel

#### UREA 46% PRILLED & GRANULAR

Minimum Quantity: 50,000 Metric Ton.

Maximum Quantity: 400,000 Metric Ton per Month

PRICE on CIF: Gross \$200.00 USD / NET \$190.00 USD per Metric Ton

#### DIESEL GAS D2 OIL GOST 305-82

Minimum Quantity: 50,000 Metric Ton.



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### **FOB TRANSACTION PROCEDURE (TANK TO TANK)**

1. Buyer issue ICPO + TSA, banking details, scanned copy of buyer's passport along with CP and Reg. Certificate.
2. Seller issues commercial invoice to be signed by Buyer and Seller.
3. Seller issue to Buyer the Dip Test Authorization document (DTA) which is to be signed by the Buyer, Seller and Buyers logistic company.
4. Seller issues NCNDA / IMFPA with the PPOP listed below to the Buyer:
  - a) TSR with GPS coordinates of the Tank Location.
  - b) Injection report
  - c) Certificate of Origin
  - d) Authorization to sell
  - e) SGS report
  - f) Product Passport (Lab Analysis Report)
5. Buyer Conducts Dip Test and sends TSR to Seller.
6. Upon successful Dip Test in Sellers Tanks, product will immediately be injected into Buyer's Tanks. Buyer makes payment for the product via MT103/TT, and Seller pays commission for both the Buyer and Seller side intermediaries within 24 hours. 7. Seller issues contract for buyers desired duration upon successful completion of the trial order.

### **DIP AND PAY EXTENSION PROCEDURES**

1. Buyer accepts seller working procedure and issue ICPO
2. Seller issues commercial invoice (CI), Buyer signs and returns back commercial invoice.
3. Seller issue below PPOP documents to Buyer.
  - A. Copy of Commitment to Supply.
  - B. Copy of Statement of Product Availability.
  - C. Copy of ATS -Authorization to Sell & Collect
  - D. Product Passport (Quantity & Quality Dip Test Analysis Report) Gost K
  - E. Copy of Tank Storage Receipt (TSR) with GPS coordinate
4. Buyer contacts the Seller's storage Tank Farm Company to request for tank extension payment invoice and buyer pay TSR extension.



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5. Upon Seller Tank Farm confirm buyer tanks extension payment, Tank Farm will issued extension Tank Storage Receipt (TSR) in Seller/Buyer company to enable Buyer approval to gain access to the storage facility and execute the Quality & Quantity Inspection in Seller Tank Farm for FRESH Analytical Report/Result by SGS.
  6. After successful DIP test, (NCNDA/IMFPA) will be signed by all parties and seller release all the outstanding POP documents to buyer company.
  7. Seller injects product into Buyer's vessel or injects into Buyer's tanks Buyer or buyer take over the storage tanks, within maximum 48 hours Buyer pays via MT 103/TT for the spot transaction and seller issues all export documents to buyer.
  8. Upon conclusion of first lift transaction seller pays all intermediaries involved in the Transaction and proceed with the signing of contract with Buyer.
- Authorized Signature



## ON BEHALF OF REFINERY MANAGEMENT:

"INTRADE OIL" REFINERY  
Republic of Kazakhstan, Almaty, Meshit str., 41/9  
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