



**ALAUGAZ SK LLP**

**ALAUGAZ-SK LIMITED LIABILITY PARTNERSHIP**

Адрес/Address: 42 I. P. Shukhov str., Petropavlovsk, North Kazakhstan region

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ORIGIN: KAZAKHSTAN PRODUCT.

TO: END BUYER/BUYER'S MANDATE

**SOFT CORPORATE OFFER**

ALAUGAZ-SK LLC, on behalf of our end Seller/Refinery, with full legal responsibility under penalty of per jury hereby issue this Soft Corporate Offer with given terms and conditions as stated in this offer to confirm our readiness and to execute a Sales and Purchase Agreement with the end buyer, with the ability to supply the following commodities according to the terms and conditions stipulated in this soft corporate offer.

**ALL PRODUCT ORIGIN: KAZAKHSTAN**

**EN590 GOST 52368-2005**

Quantity: Minimum 50,000 MT Trial Shipment /

Maximum 500,000 MT Monthly

FOB: \$280 Gross / \$270

Net Commission: \$5 / \$5)

**MAZUT M100 10585/75**

Quantity: Minimum: 50,000 MT Trial Shipment /

Maximum: 300,000 MT Monthly.

FOB Price: \$300 GROSS / \$290 NET

Commission: \$5 / \$5

**GAS OIL L0.2/26 GOST 305-82**

Quantity: Minimum: 50,000 MT Trial Shipment /

Maximum: 500,000 MT Monthly.

FOB Price: \$295 GROSS / \$285 NET

Commission: \$5 / \$5

**LIQUEFIED NATURAL GAS Quantity:**

Minimum 50,000 MT Trial Shipment

/ Maximum: 500,000 MT Monthly

FOB: \$300 Gross / \$290 Net

Commission: \$5 / \$5



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**TRANSACTION PROCEDURE TANK TO VESSEL**

- 1 buyer issues official irrevocable corporate purchase order (ICPO) along with charter party contract (CPC) & buyer passport copy
- 2 seller issue, commercial invoice buyer signs the commercial invoice (CI) & returns back to the seller with ISPS code within 48 hours
- 3 seller upon receipt of duly signed commercial invoice (ci) & isps code the seller issue to the buyer as bellow:
  - a. certificate of origin
  - b. dip test authorization (DTA)
  - c. endorsed ISPS code by the port authority
  - d. tank storage receipt (TSR) with GPS & terminal operator full coordinate
  - e. product passport
  - f. fresh sgs analysis report
  - g. incoterms/custom clearance of product
  - h. NCNDA/IMFPA
- 4 the buyer receives & verifies the above documents when satisfied the buyer provides vessel details along with vessel notice of readiness (vnor) & seller will transfer the product to the buyer's vessel.
- 5 buyer releases 100% payment to seller by tt wire against full inspection of goods at the port and the seller transfer the title of ownership to the buyer
- 6 seller pays commission to seller side & buyer pays commission to buyer side.

**TRANSACTION WORKING PROCEDURES FOB ROTTERDAM AND HOUSTON**

1. buyer accepts seller working procedure and issue icpo addressed to the end seller via seller's representative.
2. seller issues commercial invoice (ci) and buyer signs and returns back commercial invoice along with buyer's tank Storage agreement (tsa).
3. seller provides the buyer with the below-listed ppop:
  - A. Product passport (product analysis report)
  - B. Commitment letter to supply
  - C. Authorization to sell and collect (ATSC)
  - D. Tank to tank injection agreement (TTTIA) to be signed by buyer's tank farm
4. seller registers the TTTIA with the terminal authority on seller's expense and provides the buyer with unconditional DTA, SGS and injection report.



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5. within 24 hours after successful confirmation of q&q and injection report dip test, seller proceeds for tank-to-tank Injection to buyer's tanks and provide the buyer with the update injection report of the product into buyer tanks.

6. buyer orders inspection team to conduct dip test, and after successful dip test, seller issues payment invoice and buyer Makes the payment for a total cost of product injected into buyer tanks via mt103, seller transfer title ownership to the buyer with all export documents required of the buyer for the transaction.

7. upon conclusion of first lift transaction, the seller pays all intermediaries involved in the transaction and proceeds with the Signing of the contract with buyer



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