



**MICKOM**

**LIMITED LIABILITY COMPANY "ISK MISKOM"**

171261 , Tver region , Konakovsky district, Redkino village , Zavodskaya st., 1

OGRN: 1027739015127 INN: 7730137963 KPP: 694901001

Email: [sales@llcisk-miskom.com](mailto:sales@llcisk-miskom.com), Telephone: +7(968) 012-65-71

**To: Whom it may Concern**

We LLC "ISK MISKOM" in Collaboration with our Business partners, hereby issue this binding offer with full Corporate responsibility; we confirm and certify that Seller have the intention and capacity to supply the commodities according to the terms and conditions herein stipulated. We Confirm and Certify that. We have the intention and Capacity to Supply the product listed below according to the non-negotiable procedure terms and Conditions

**TERMS OF NEGOTIATION**

<b>Origin:</b>	<i>Republic of Kazakhstan</i>
<b>Delivering port:</b>	<i>ASWP</i>
<b>Incoterms:</b>	<i>FOB/CIF</i>
<b>Loading Port:</b>	<i>AKTAU/VLADIVOSTOK Rotterdam or any other safe World Port.</i>
<b>Payment Terms:</b>	<i>MT103 T/T Telegraphic Transfer</i>
<b>Inspection:</b>	<i>SGS or Similar</i>
<b>Commission:</b>	<i>Seller's Mandate on Seller Side 50% &amp; Buyer's Mandate on Buyer Side – 50% Percent accordingly.</i>
<b>Insurance:</b>	<i>Paid by Seller, covering 110% of Shipment Value</i>

**AVAILABLE PRODUCTS**

**MAZUT M100 : Monthly Quantity:** 50,000MT- 1,000,000MT. Price per MT: FOB \$320 Gross/\$310 Net. CIF \$330 Gross / \$320 Net. Commission: \$5/\$5.

**D2GAS OIL : Monthly Quantity:** 50,000MT–1,000,000MT. Price Per MT: FOB \$320 Gross/\$310 Net. CIF \$330 Gross / \$320 Net. Commission: \$5/\$5.

**LIQUEFIED PETROLEUM GAZ. 50% PROPANE & 50%BUTANEMIX:** Monthly Quantity: 20,000 MT-500,000 MT. Price Per MT: FOB \$330 Gross / \$320 Net. CIF \$340 Gross / \$330 Net. Commission: \$5/\$5.

**LIQUEFIED NATURAL GAZ. :** Monthly Quantity: 20,000MT–500,000MT Price Per MT: FOB \$330 Gross / \$320 Net. CIF \$340 Gross / \$330 Net. Commission: \$5/\$5.

**AVIATIONKEROSENE COLONIAL GRADE 54 JET FUEL :** Monthly Quantity: 500,000BBLs-10,000,000BBLs, Price Per Barrel: FOB \$60 Gross/\$56 Net. CIF 64 Gross/ \$60 Net Commission: \$2/\$2.

**DIESEL FUEL EN590:** Monthly Quantity: 10,000MT - 300,000MT, Price Per MT: FOB \$320 Gross/\$310 Net. CIF \$330 Gross / \$320 Net. Commission: \$5/\$5 Per MT.

**AUTOMOTIVE GAS OIL (AGO):** Monthly Quantity: 50,000MT-500,000MT Price Per MT: FOB \$330 Gross / \$320 Net. CIF \$340 Gross / \$330 Net. Commission: \$5 / \$5.



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### CIF TRANSACTION PROCEDURE II

1. Buyer issues ICPO alongside with letter of acceptance of seller's terms to seller upon receipt and signatory of full corporate offer.
2. Seller issues Sales Purchase Agreement, (SPA) and open for amendment, Buyer reviews draft agreement and then returns to seller sign in word format and PDF format, Seller acknowledged and submit the contract to the Ministry of Energy for legalization on seller expense
3. The seller issues payment invoice for the product allocation. Upon executed by the buyer via TT WIRE TRANSFER and confirmation of the payment by the seller, the seller Issue the following PPOP documents. (A) Seller Irrevocable Commitment to Supply  
(B) Statement of availability of product(C) Certificate of origin  
(D) Commercial invoice for the first value shipment
4. Upon the confirmation of the listed partial PPOP, Buyer bank issues irrevocable, Non-operative, non transferable, indivisible letter of credit (DLC/MT700) according to seller's fiduciary bank verbiage to seller nominated fiduciary offshore bank account for first month shipment. should buyer fail to issue payment instrument within 7 banking days, legal action will be taken against buyer for default.
5. Seller's bank replied with 2% PB to activate the letter of credit issued by the buyer bank. Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with 2% Performance Bond (PB2%).
  - 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 produce 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
6. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer' discharge port within 5-24 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport.
7. Buyer's bank upon arrival of the cargo at the discharge port, payment will be made for the Product by the buyer via MT103 100% after (Q& Q) or CIQ report Inspection at Discharge port.

### FOB TANK TO VESSEL TRANSACTION PROCEDURE

- 1 The Buyer sends ICPO



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- 2 The Seller Issues Commercial invoice (CI) for the Buyer's endorsement.
- 3 The Buyer signs and returns the CI to the Seller
- 4 The Seller issues the product ATV, to Buyer
- 5 The Buyer contacts the Seller Tank Administrator to execute the Quality & Quantity, and to register at the Tank Farm Terminal prior to the inspection (This process involves the acquisition the Access Code Certificate).
- 6 issue UDTA, PRODUCT PASSPORT, ATSC, INJECTION REPORT, SGS Report (not less than 48 hours)
- 7 Upon the Successful Dip Test Inspection in the Seller's Tank, the Buyer Submits NOR from his Shipping Company and Seller Injects the product into the Buyer Vessel or Tanks.
- 8 The Buyer issues 100% payment for the total product by MT103/TT Wire Transfer to the Seller
- 9 The Seller transfers the product title with the complete POP Documents to the Buyer and pays the commission to Seller and Buyer Sides Intermediaries as per Master Fee Agreement
- 10 The Seller issues an annual (12 months) delivery contract for review

**FOB TANK TO TANK TRANSACTION PROCEDURE**

- 1) Buyer issues ICPO alongside with their signed TSA.
- 2) Seller issues Commercial Invoice (CI) For Buyer to sign and return, while seller verifies buyer's TANK FARM.
- 3) Upon successful verification of Buyer's TANK FARM the Refinery makes 3days tank lease payment to the buyer tank farm for the Injection Process, while Buyer pays his TANK FARM Company for 2 days tank storage costs making a complete 5 days storage payment (totaling) 5days TSR.
- 4) Upon both payments confirmations by the buyer's TANK FARM company Seller injects into buyer's tank and issues SGS, ATV and Unconditional DTA.
- 5) Buyer conducts Dip Test and makes the payment for the total value of product injected into the tanks through the means of MT103-TT.
- 6) Seller pays all intermediaries involved in the transaction, and subsequently monthly shipment continues as per terms and Conditions of the sales and purchase agreement contract between buyer and seller.



Fedorov Igor Evgenievich  
Director