



Сургутский газпром

SURGUT GAZPROM

Представительство Сургутского "Газпрома"
в Азербайджанской Республике в Баку.
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SOFT CORPORATE OFFER KAZAKHSTAN ORIGIN

АВИАЦИОННЫЙ КЕРОСИН COLONIAL GRADE 54 РЕАКТИВНОЕ ТОПЛИВО КАЗАХСТАНСКОГО ПРОИСХОЖДЕНИЯ: Количество: 500.000Баррелей-8.000.000Баррелей, Цена за баррель: FOB 128 доллара брутто/126 долларов нетто. CIF \$127 Брутто/ \$125 нетто Комиссия: \$2/\$	AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL KAZAKHSTAN ORIGIN: Quantity: 500.000BBLS- 8.000.000BBLS, Price Per Barrel: FOB \$128 Gross/\$126 Net. CIF \$127 Gross/ \$125 Net Commission: \$2/\$
АВИАТОПЛИВО А1 91/91 КАЗАХСТАНСКОГО ПРОИСХОЖДЕНИЯ Количество: 500.000BBLS-8.000.000BBLS, Цена За Баррель: FOB 128 доллара брутто/126 долларов нетто. CIF 127 доллара брутто/ 125 долларов нетто. Комиссия: 2 доллара.	JET FUEL A1 91/91 KAZAKHSTAN ORIGIN: Quantity: 500.000BBLS-8.000.000BBLS, Price Per Barrel: FOB \$128 Gross/\$126 Net. CIF \$127 Gross/ \$125 Net. Commission: \$2.
НЕФТЯНОЙ ГАЗ. 50% ПРОПАНА и 50% БУТАНА (СЖИЖЕННЫЙ ГАЗ) Количество: 20.000тонн -500.000тонн Цена за ТОННУ: FOB \$330 Брутто / \$320 нетто. CIF \$340 Брутто / \$330 нетто. Комиссия: \$5/\$5	PETROLEUM GAS. 50% PROPANE & 50% BUTANE (LPG) Quantity: 20.000MT -500.000MT Price Per MT: FOB \$330 Gross / \$320 Net. CIF \$340 Gross / \$330 Net. Commission: \$5/\$5



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CIF PROCEDURE

1. The buyer agrees to follow the seller's procedure and provides the ICPO with the following information: financial information, a company profile, a copy of the buyer's passport, and an acceptance letter.
2. The seller accepts the buyer's ICPO and sends the buyer a contract that is subject to amendment. The buyer signs the contract and sends it back to the seller in word format within two business days, along with NCNDA/IMFPAs that have been signed by all of the buyer's group at the agreed-upon commission rates.
3. After making the final signature, the seller turns the agreement into a PDF and mails it to the buyer along with the following documents:
 - (a) Statement of Availability
 - (b) Product Passport
 - (c) Commitment to supply
4. In line with the seller's terms, the buyer issues DLC MT700 for the first shipment's value to the seller's financial bank within 7 working days. The seller will be able to secure the allocation and make arrangements for the logistical costs to transport the product if the buyer fails to issue DLC MT700 within 7 working days. In the alternative, the buyer may pay via MT103 / TT 1% of the total product as a guarantee performance within 48 hours.
 - (a) Product Allocation Export Permit,
 - (b) Allocation Title Ownership Certificate,
 - (c) Contract to transport the product to loading port,
 - (d) Port storage agreement,
 - (e) Certificate of Origin,



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- (f) Tank Storage Receipt,
- (g) SGS Quality and Quantity Certificate,
- (h) Bill of Lading,
- (i) Vessel Questionnaire Q88,
- (j) Charter party Agreement to transport product to discharge port.

- 5. Within three working days of receiving confirmation of the buyer's DLC or alternative payment, the seller should send the full POP and 2% Performance Bond to the buyer's bank. The full POP paperwork are listed here.
- 6. The shipment begins as specified in the contract, and as soon as the cargo arrives at the discharge port and passes inspection by SGS/Q&Q or an equivalent organization, the buyer's bank releases the balance of the total value of the product minus the 1% as guarantee performance payment.



Representative: Natalya Kozlovsky
Position: General Manager