

Альтиус Петролеум Интернэшнл Б.В.
Актебе филиалы/Актюбинский филиал



Альтиус Петролеум Интернэшнл Б.В.
Атырау филиалы/Атырауский филиал

030000, Актюбинская область,
«Дастан Центр», 7-10 каб.,
Город Актобе,
ул. Бокенбай Батыра, 2,
БЦ «Дастан Центр», 6-10 эт.,
Тел: +7 775 919 6551
Факс: +7 775 919 0000

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FULL CORPRATE OFFER

PRODUCTS:	EN590, LCO, ESPO, LPG AND PETCOKE
ORIGIN/PROCEDURE;	Kazakhstan origin
SPECIFICATION:	INTERNATIONAL EXPORT STANDARD
PAYMENT:	MT103/TT, SBLC MT760
INSPECTION	SGS, OR SIMILAR BY SELLER
QUANTITY	
CONTRACT PERIOD/COMMISSION	
DELIVERY PORT/PRICE	EN590 - 430USD LCO - 330USD ESPO - 74USD LPG - 405USD PETCOKE - 280USD

LIQUEFIED PETROLEUM GAS (LPG)

Min. Quantity: 10,000 Metric Tons Max. Quantity: 300,000 Metric Tons Per Month
CIF Price: USD 405/ MT Gross USD395 /MT Net
TTO Price: USD 395/MT. Gross USD 385/MT. Net
Commission: USD5 Buyer side-USD5 Seller side

LCO -LIGHT CYCLE OIL

Min. Quantity: 10,000 Metric Tons Max. Quantity: 300,000 Metric Tons Per Month
CIF Price: USD 330/ MT Gross USD 310 /MT Net
TTO Price: USD 310/MT. Gross USD 300/MT. Net
Commission: USD 5 Buyer side-USD 5 Seller side

ESPO CRUDE OIL

Min. Quantity: 1,000,000 Barrel Max. Quantity: 4,000,000 Barrel Per Month
CIF Price: USD 74/ Bbl. Gross USD 72/Bbl. Net
TTO Price: USD 72/Bbl. Gross USD70/Bbl. Net
Commission: USD1 Buyer side-USD 1 Seller side



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REFINERY STANDARD PROCEDURES:

CIF TRANSACTION PROCEDURE

1. Buyer issues ICPO must be with buyer company letterhead and buyer banking information
2. Seller issues Draft Contract (open for any amendments) to Buyer. Seller issues draft contract is open for amendments. Buyer signs, seals and returns the Draft Contract to Seller for final e
3. Seller submits the signed SPA for registration and legalization with the appropriate authority
4. Seller gives Partial proof of products.
 - A. Refinery Commitment to Supply.
 - B. Certificate of Origin.
 - C. Statement of availability of product.
 - D. Product quality passport (Analysis test Report) By Kazakhstan standard.
5. Within 7 banking days, Buyer's bank sends SBLC via MT760 according to seller's fiduciary bank to seller nominated fiduciary offshore bank account for first month shipment, should buyer fail to payment instrument within 7 banking days, buyer will make cash deposit of \$ 450,000 by TT for security guarantee to enable seller charter vessel and commence shipment, and this payment deducted from the total cost of product after inspection at discharge port.
6. Seller's Bank issues Full POP Documents to the Buyer's Bank alongside with the 2% Performance (PB).
 - A. Copy of license to export, issued by the department of the Ministry of Energy, Kazakhstan.
 - B. Copy of Approval to Export, issued by the Ministry of Justice, Kazakhstan.
 - C. Copy of Transnet contract to transport the product to the loading port.
 - D. Copy of the port storage agreement.
 - E. Copy of the charter party agreement to transport the product to discharge port.
 - F. Copy of Vessel Questionnaire 88.
 - G. Copy of Bill of Lading.
 - H. SGS Report at loading port.
 - I. Dip test Authorization (DTA)
 - J. NOR /ETA
 - K. Certificate of Ownership Transfer.
 - M. Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy.
 - N. Seller will issue TSR upon successful verification of all documents.
7. Shipment commences as per signed contract delivery schedule and the shipment to Buyer's discharge port within 5-25 days. The SGS inspection will be borne by the Seller at the seaport and Buyer at the unloading seaport.
8. Buyer release payment to Seller by TT/MT103 upon receipt of the shipping documents and confirmation of the Q & Q by SGS/CIQ at destination port.
9. Seller pays commission within 48 hours by swift MT103 to all intermediaries as signed NCM



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CIF PROCEDURES: BANK INSTRUMENT

1. Buyers issues Irrevocable Corporate Purchase Order (ICPO) addressed to the Seller Refinery along with company profile and buyer passport.
2. Seller issues the draft SPA for buyer's review and signing
- 3: Seller legalizes and registers the contracts with insurance company and notarize it with the appropriate Authorities of the ministry of energy along with the below PPOP document.
 - o Product Passport.
 - o Certificate of Product Origin.
 - o Product availability
 - o Commitment letter to supply the product from Ministry of Energy.
4. Buyer shall provide RWA letter from issuing bank of instrument and then buyer's bank in accordance with seller's verbiage shall issue SBLC within seven (7) working days for first shipment to seller's financial bank to enable seller commence loading of product with the shipping company. Seller to finalize loading within seven (7) working days. But if buyer fails to issue SBLC within seven (7) working days, as an alternative provision buyer pays 450,000 directly to the refinery by MT103 as transaction guarantee which will be deducted from the product's invoice value of at port.
5. After confirmation by seller's bank, seller at own expense, charters with shipping/logistic company and alert buyer on shipment ordered graphic/schedule accompanied with submission of nominal Vessel details to buyer.
6. Seller's bank responds with contractual operative 2% PB and full POP and activate SBLC to buyer's bank within seventy Two (72) hours since buyer's instrument confirmed by seller's bank
 - a) Copy of the Port Storage Agreement.
 - b) Copy of the CPA, to Transport the Product to Discharge Port.
 - c) Vessel Q88.
 - d) Original BL (full set).
 - e) Copy of SGS Report.
7. Upon successful product confirmation against SGS/CIQ Report of Quality and Quantity at discharge port, buyer makes payment by MT103.
8. Seller and buyer, within seventy two (72) hours, seller pays commissions to seller side and buyer side intermediaries involved in the transaction.



Рзиева З.А.

Главный компании

«Альтиус Петролеум Интернэшнл Б.В.»

Products

Altius Petroleum International B.V. processed 10.8 million tonnes of crude oil at third-party refineries, helping to take best advantage of the favorable price environment.

The share of high-octane gasoline in total output of gasoline at Company refineries in Russia (not including mini-refineries) rose to 90% in 2013. Refining depth was 68.2% and light product yield was 50%. The biggest output increases in 2013 were of fuel oil (20.1% increase compared with 2009), heating oil and motor gasolines.

Measures were implemented in 2013 to reduce operating expenses and raise production efficiency of Kazakhstan refineries. As a result irretrievable losses at refineries were reduced from 0.90% to 0.85%.

DIESEL FUEL OIL:

Fuel diesel Euro (GOST 32511-2013)
Diesel fuel (STO 05766480-010-2011)
Fuel diesel Euro (GOST R 52368-2005)
Vacuum gas oil (TU 38.1011304-2004)
Virgin D6 Fuel Oil

PETROL:

Gasoline unleaded "AI-80" (GOST 32513-2013)
Gasoline unleaded "A-92" (GOST 32513-2013)
Gasoline unleaded "A-95" (GOST 32513-2013)
Gasoline unleaded "A-98" (GOST 32513-2013)

KEROSENE

Aviation Turbine (JET A-1) (GOST R 52050-2006)
Jet fuel (GOST 10227-86)

FUEL OILS:

Heavy fuel oil (GOST 10585-75/99)
Fuel technological export (TU 38.001361-99)

LIQUEFIED GASES:

hydrocarbon liquified Gas for household use (GOST 20448-90)
Liquified Petroleum Gas (GOST 20448 90)
Liquified Natural Gas (GOST 5542 87)