



## ARGAMAK GROUP LIMITED LIABILITY COMPANY

Адрес/Address: Almaty Region, Talgar District, Panfilovsky Village, Panfilovo Village,  
Pushkin Street, 16

Телефон/Phone: +7 (778) 609-5804

Почта/Email: armanomarov124@gmail.com

КАТО: 196253100 | BIN/БИН: 201240031299



TO END BUYER/MANDATE: WE AS THE REP / MANDATE FOR THE END-SELLER OWNING HIS REFINERY,  
HEREWITH FULL AUTHORITY / RESPONSIBILITY PROVIDE TO YOU / YOUR COMPANY A SOFT OFFER FOR  
PETROLEUM PRODUCTS

ORIGIN: KAZAKHSTAN

DELIVERING PORT: INCOTERMS: COST INSURANCE & FREIGHT

LOADING PORT: AKTUA, FUJAIRAH, ROTTERDAM & HOUSTON PORTS

PAYMENT TERMS: T/T WIRE TRANSFER & MT103

INSPECTION: SGS

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

### DIESEL EN590 (10PPM)

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

FOB price: Gross USD \$ 420.00MT NET / USD \$ 410.00MT on FOB

CIF Price: Gross USD \$ 430.00MT NET / USD \$ 420.00MT on CIF

### JET A1 FUEL

Minimum Quantity: 500,000 Barrels per Month

Maximum Quantity: 5,000,000 Barrels per Month

FOB Price: Gross USD \$ 74.00BBL NET/ USD \$72.00 NET on FOB

CIF Price: Gross USD \$ 76.00BBL NET / USD \$74.00 NET on CIF

### VIRGIN FUEL OIL D6

Minimum Quantity: 400,000,000 Gallons per Month

Maximum Quantity: 800,000,000 Gallons per Month

FOB Price: Gross USD \$ 0.74 / USD \$0.72 NET on FOB

CIF Price: Gross USD \$ 1.00 / USD \$0.98 NET on CIF

### DIESEL GAS D2 OIL GOST 305-82

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

FOB Price: Gross USD \$ 420.00MT NET / USD \$ 410.00MT on FOB

CIF Price: Gross USD \$ 430.00MT NET / USD \$ 420.00MT on CIF

### AVIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Minimum Quantity: 500,000 Barrels per Month

Maximum Quantity: 5,000,000 Barrels per Month

FOB Price: Gross USD \$ 74.00BBL NET/ USD \$72.00 NET on FOB

CIF Price: Gross USD \$ 76.00BBL NET / USD \$74.00 NET on CIF



## ARGAMAK GROUP LIMITED LIABILITY COMPANY

Адрес/Address: Almaty Region, Talgar District, Panfilovsky Village, Panfilovo Village,  
Pushkin Street, 16

Телефон/Phone: +7 (778) 609-5804  
Почта/Email: armanomarov124@gmail.com  
КАТО: 196253100 | ВИН/БИН: 201240031299



### PETROLEUM COKE

Minimum Quantity: 50,000MT per Month

Maximum Quantity: 400,000MT per Month

FOB Price: USD \$ 420.00MT/USD \$ 410.00 NET on FOB

CIF Price: Gross USD \$430 / USD \$420 NET on CIF

### LIQUIDIFIED PETROLEUM GAS. GOST 20448-90

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 1,000,000 Metric Tons per Month

FOB Price: Gross USD \$ 420.00MT / USD \$ 410.00MT NET on FOB

CIF Price: Gross USD \$ 430.00MT / USD \$ 420.00MT NET on CIF

### LIQUEFIED NATURAL GAS (LNG) LIFTABLE QUANTITY

Minimum Quantity: 100,000Metric Tons Per Month

Maximum Quantity: 400,000Metric Tons Per Month

FOB Price: Gross USD \$420.00/ USD \$410.00 NET on FOB

CIF Price: Gross USD \$430.00/ USD \$420.00 NET on CIF

### FUEL OIL CST-180

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

FOB Price: Gross USD \$420.00/ USD \$410.00 NET on FOB

CIF Price: Gross USD \$430 / USD \$420 NET on CIF

### LIGHT CRUDE OIL

Minimum Quantity: 500,000 Barrels per Month

Maximum Quantity: 5,000,000 Barrels per Month

FOB Price: Gross USD \$ 74.00BBL NET/ USD \$72.00 NET on FOB

CIF Price: Gross USD \$ 76.00BBL NET / USD \$74.00 NET on CIF

### AUTOMATIVE GAS OIL {AGO}

Minimum Quantity: 100,000Metric Tons Per Month

Maximum Quantity: 400,000Metric Tons Per Month

FOB Price: Gross USD \$420/ USD \$410 NET on FOB

CIF Price: Gross USD \$430 / USD \$420 NET on CIF

### BITUMEN GRADE 40/50, 60/70, 80/100

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

FOB Price: Gross USD \$420 / USD \$410 NET on FOB



## ARGAMAK GROUP LIMITED LIABILITY COMPANY

Адрес/Address: Almaty Region, Talgar District, Panfilovsky Village, Panfilovo Village,  
Pushkin Street, 16

Телефон/Phone: +7 (778) 609-5804

Почта/Email: armanomarov124@gmail.com

КАТО: 196253100 | ВИН/БИН: 201240031299



CIF Price: Gross USD \$430 / USD \$420 NET on CIF

### **EASTERN SIBERIA PACIFICOCEAN {ESPO}**

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 50,000 Metric Tons Month

FOB Price: Gross USD \$420 / USD \$410 NET on FOB

CIF Price: Gross USD \$430 / USD \$420 NET on CIF

### **LIGHT CYCLE OIL {LCO}**

Minimum Quantity: 50,000 metric tons per month

Maximum Quantity: 500,000 metric tons per month

FOB Price: Gross USD \$420 / USD \$410 Net on FOB

CIF Price: Gross USD \$430 /USD \$420 Net on CIF

### **SULPHUR GRANULAR**

Minimum Quantity: 50,000MT per Month

Maximum Quantity: 400,000MT per Month

FOB Price: USD \$410 Gross /USD \$400 NET on FOB

CIF Price: USD \$420 Gross /USD \$410 NET on CIF

### **MAZUT FUEL OIL 100 {Mazut M100}**

Minimum Quantity: 50,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

FOB Price: Gross USD \$420 / USD \$410 NET on FOB

CIF Price: Gross USD 430 / USD \$420 NET on CIF

### **HIGH-SPEED DIESEL {HSD} 50PPM**

Minimum Quantity: 50,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

FOB Price: Gross USD \$430 / USD \$420 NET on FOB

CIF Price: Gross USD 440 / USD \$430 NET on CIF

### **EXPORT BLEND CRUDE OIL GOST 9965-76**

Minimum Quantity: 50,000 Metric Tons per Month

Maximum Quantity: 500,000 Metric Tons per Month

FOB Price: Gross USD \$74 / USD \$72 NET on FOB

CIF Price: Gross USD \$76 / USD \$74 NET on CIF



## ARGAMAK GROUP LIMITED LIABILITY COMPANY

Адрес/Address: Almaty Region, Talgar District, Panfilovsky Village, Panfilovo Village, Pushkin Street, 16

Телефон/Phone: +7 (778) 609-5804

Почта/Email: armanomarov124@gmail.com

КАТО: 196253100 | ВИН/БИН: 201240031299



### UREA GRANULAR 46 AND PRILLED

Minimum Quantity: 10,000 Metric Tons per Month

Maximum Quantity: 1,000,000 Metric Tons per Month

FOB Price: Gross USD \$420 / USD \$410 NET on FOB

CIF Price: Gross USD \$430 / USD \$420. NET on CIF

### DOCUMENTATIONS /TRANSACTION WORKING PROCEDURES FOB ROTTERDAM & JURONG,FUJAIRAH, PORTS

1. Buyer issues ICPO on receipt of Seller's Soft Offer along with Tank Storage Agreement (TSA) as proof of storage availability.
2. Seller issues commercial invoice, for the available quantity in the storage tank to Buyer, Buyer Signs CI and returns to Seller including copy of NCNDA/IMFPA signed by all buyer groups with commission structures.
3. Seller issues the Dip Test Authorization letter for buyer and Buyer Tank Farm endorsement along with the following PPOP documents:
  - Product Passport
  - Availability of Product endorsed
  - Authority to Sell & Collect (ATSC)
4. Seller issues Complete DTA attached with fresh SGS Report and Tank Receipt to Buyer, Buyer order SGS to conduct Dip Test of the product in the Seller's Tank on Buyer expenses submit the full injection report to the Buyer.
5. Upon successful Dip Test, sellers inject the fuel into buyer lease Storage Tank and sellers submit the full injection report to the Buyer
6. Buyer make 100% payment by MT103 TT wire transfer for the total product and Seller pays commission to all intermediaries involved in the transaction within 24 hours after confirmation of the buyer payment.
7. Seller issues draft SPA to buyer to review for R&E monthly deliveries.
8. Buyer review and approves the SPA and issues SBLC/IRDLCL irrevocable, nontransferable, auto revolving for 12 months shipment value, documentary letter of credit for length of contract and for each lift per schedule. Buyer pays after Dip Test by MT103 Wire Transfer on each monthly quantity.
9. The subsequent delivery shall commence according to the terms and conditions of the contract.
10. Seller pays commissions to all intermediaries as per IMFPA/NCNDA 24 hours after receiving payment from Buyer.

### FOB ROTTERDAM, JURONG, HOUSTON AND FUJAIRAH TRANSACTION PROCEDURES (TANK TO TANK)



## ARGAMAK GROUP LIMITED LIABILITY COMPANY

Адрес/Address: Almaty Region, Talgar District, Panfilovsky Village, Panfilovo Village,  
Pushkin Street, 16

Телефон/Phone: +7 (778) 609-5804

Почта/Email: armanomarov124@gmail.com

КАТО: 196253100 | ВИН/БИН: 201240031299



1) Buyer issues:

- ICPO
- Tank Storage Agreement (TSA)
- Copy of Buyer passport.

2) After verification of the TSA, refinery issues Commercial Invoice, Buyer signs and returns back within 3 working days

3) The refinery releases the following Partial POP documents to Buyer:

- DTA Letter for buyer and buyer's tank farm endorsement
- Product Passport.
- Certificate of Origin.
- Authority to Sell and Collect.
- Guarantee Letter to Supply

4) After confirmation of the above Partial POP documents, Buyer contacts their tank farm to arrange payment invoice for the refinery to pay for 2 days tank extension to Buyer's tank Storage Company to confirm Seller's readiness towards the transaction.

5) Upon confirmation of payment for the 2 days by the refinery to the Buyer's tank Storage Company, the Buyer makes payment for an additional 3 storage days to complete the 5-days TSR. The Seller and Buyer representatives signs the NCNDA/IMFPA.

6) Upon confirmation of the TSR; the refinery releases the following complete POP documents to Buyer:

- Injection Report.
- Fresh SGS report not older than 24hrs
- Authorization to Verify (ATV)

7) Buyer authorizes the injection and the refinery proceeds with injection into buyer's leased tank

8) Buyer proceeds with inspection of product with SGS agent in his own tanks. Upon Buyer's successful Q & Q dip test on the product, Buyer makes the payment for the Total Value of the product injected into the Tanks by TT Wire/MT103.

9) Seller releases to Buyer the product Title Ownership documents and Buyer lifts the product with his vessel Tanker.

10) Seller pays intermediaries as per NCNDA/IMFPA.

### FOB HOUSTON AND PAY PROCEDURE

1. Buyer issues ICPO, Company Registration Certificate and Data page of buyer's Passport copy.



## ARGAMAK GROUP LIMITED LIABILITY COMPANY

Адрес/Address: Almaty Region, Talgar District, Panfilovsky Village, Panfilovo Village,  
Pushkin Street, 16

Телефон/Phone: +7 (778) 609-5804

Почта/Email: armanomarov124@gmail.com

КАТО: 196253100 | VIN/БИН: 201240031299



2. Seller receives buyer's ICPO. Seller issues Commercial Invoice (CI) for the total product in seller's leased tank in port terminal for buyer's endorsement.

3. Buyer endorsed seller's Commercial Invoice (CI) and return CI, along with buyer's own/leased Tank Storage Agreement (TSA) from buyer's Logistic Company as a proof of buyer's availability of storage facility.

4. Seller acknowledges the endorsed CI as well verifies buyer's TSA. if well satisfied, Seller issues to buyer the following PPOP documents:

- a) Copy of DIP-TEST AUTHORIZATION - D.T.A. to buyer, to be endorsed by Buyer's Tank farm.
- b) Copy of Product quality passport (Analysis test Report)
- c) Copy of Guarantee Letter to Supply
- d) Copy of Statement of Availability of Product

5. Buyer sends copy of endorsed DTA to Seller within 48 hrs. Upon receipt of endorsed DTA, seller issues the following PPOP documents to the buyer and NCNDA & IMFPA will be signed and endorsed for the protection of all intermediaries involved in the transaction: a) Copy of Certificate of Origin.

- b) Copy of Commitment to Supply;
- c) Copy of Authorization to Verify
- d) Copy of Authorization to Sell and Collect
- e) Copy of Accreditation certificate
- f) Copy of Product Allocation Certificate
- g) Copy of Fresh SGS Report
- h) Copy of Injection Report
- i) Copy of Tank Storage Receipt/Reservoir Receipt
- j) Copy of GPS coordinates/ location of Seller tanks at loading port including tank details, tank farm contact person and telephone number.
- k) Copy of NCNDA & IMFPA document.

6. Buyer immediately orders his SGS inspection team to proceed for the dip test on the product in the seller's tank at buyer's expense.

7. Upon successful and satisfactory Q&Q test. Buyer provides his TSR and ATI to enable seller to inject the product into the buyer's tank.

8. Buyer pays for the total cost of the product in the tank or injected into the buyer's tank via MT103 to seller's nominated bank account.

9. Within 24 hours upon receipt of the payment, seller pays commission to mandates / intermediaries that are involve in the deal.

10. Seller issues title change/transfer of product to buyer and buyer fully take over the tank and the product



## ARGAMAK GROUP LIMITED LIABILITY COMPANY

Адрес/Address: Almaty Region, Talgar District, Panfilovsky Village, Panfilovo Village,  
Pushkin Street, 16

Телефон/Phone: +7 (778) 609-5804

Почта/Email: armanomarov124@gmail.com

КАТО: 196253100 | ВИН/БИН: 201240031299



### WORKING PROCEDURES FOB JURONG TANK TO VESSEL CPA

1. Buyer issues ICPO.
2. Seller issues Commercial Invoice (CI), buyer signs and returns back to seller.
3. Seller issues to buyer the next documents:
  - a. ATSC
  - b. COMMITMENT LETTER TO SUPPLY.
  - c. PRODUCT PASSPORT
  - d AVAILABILITY OF PRODUCT
4. The Logistic payment invoice to pay by the buyer for injection fee and for transportation from seller reservoir to vessel)
5. Seller injects into buyer's vessel and buyer conducts its own DIP TEST Inspection for Q & Q of the Petroleum Products
6. Buyer successful Q &Q Dip test on the product, buyer makes the payment for the total value of product injected into the tanks through of MTI03 - TT.
7. Upon seller receives the payment for the product from the buyer, seller issues to buyer the Title ownership of the product and all exporting document of the product.
8. Buyer lifts the product.
9. Seller pays all intermediaries involved in the transaction.
10. Contract commences.

### TANK TAKE OVER (TTO) / SHIP TO SHIP PROCEDURE

1. Buyer issues Irrevocable Corporate Purchase Order (ICPO) with Guarantee Letter to take over Title of the product.
2. . Seller issue draft (MOU) agreement to Buyer counter-sign and return back to seller.
3. Seller sends to Buyer the following documents for Buyer's confirmation.
  - A. Seller's Export License/Reg. Certificate
  - B. Bill Of Lading-(in the name of Buyer as Consignee.)
  - C. Vessel Tanker Details.
  - D. Product Passport-Dip-Test Report.
  - E. Proforma Invoice.





## ARGAMAK GROUP LIMITED LIABILITY COMPANY

Адрес/Address: Almaty Region, Talgar District, Panfilovsky Village, Panfilovo Village,  
Pushkin Street, 16

Телефон/Phone: +7 (778) 609-5804

Почта/Email: armanomarov124@gmail.com

КАТО: 196253100 | ВИН/БИН: 201240031299



F. 3% Payment deposit Invoice.

G. Cargo Manifest.

H. Cargo Ullage Report.

I. Q88

4. Buyer confirms the goods documents and makes 3% down deposit which stands as an Allocation Security & Guarantee payment to the seller nominated bank by T/T Wire Transfer within 3 banking days, which shall be deducted from the total payment value of the takeover product.

5. Seller releases a fresh dated Dip-Test Authorization-DTA to Buyer to order SGS inspection or Equivalent inspection team for Q & Q inspection upon goods/cargo arrival at the discharge port.

6. Upon the successful completion of Dip-test inspection, Buyer make the balance 97% payment by MT103 wire transfer for the total goods value, Seller transfers Title of ownership Certificate to buyer's name as the legitimate owner of the goods and commence trans-loading.

7. Trans-loading commence immediately. 8. Seller will release payments to the intermediaries involved within 48 hours of receiving the Payment for the product from the Buyer's bank

### TRANSACTION PROCEDURE ON CIF (DELIVERY STATED IN SPECIFICATIONS)

1. Buyer issues ICPO with this procedure incorporated on the ICPO along with Buyer's company registration certificate.

2. Seller Issues Sale & Purchase Agreement (SPA), Buyer review, amend (if necessary), signs and return the SPA in WORD format to Seller within 3 banking days. Seller sends final SPA to Buyer in PDF format, Buyer confirms final SPA and issues letter of acceptance of the final SPA.

3. Seller issues to Buyer via email the following transaction documents:

A. commitment to supply B. statement of product availability

C. certificate of origin)

D. product passport and ATSC. Buyer confirms the receipt of the documents by mail and issue confirmation letter within 24hrs.

4. Seller makes arrangement for the chartered freight with a renowned shipping company for the transportation of the product to buyer designated discharge port, both Seller and Buyer sign the Charter Party Agreement (CPA) together with the shipping company (A three party CPA) this is applicable only for 1st shipment. (Seller & Buyer jointly pays CPA cost 50/50 via T/T wire transfer directly to the shipping company. Fee would later be refunded/deducted when Buyer is paying for the total product cost).

5. After completion of the above, Seller issues to Buyer product title transfer agreement, Buyer signs and returns. Seller legalizes the Contract with the authorities in charge and sends to buyer the legalized contract, the certificate of product title transfer and then proceeds with the port & custom clearance of product and all internal routines operations accordingly

6. Upon completion of the above and confirmation of this export approval by the Authority to Seller with the endorsement of the Charter Party Agreement (CPA) and the Shipping Schedule by the Port Authority, to enable Seller





## ARGAMAK GROUP LIMITED LIABILITY COMPANY

Адрес/Address: Almaty Region, Talgar District, Panfilovsky Village, Panfilovo Village,  
Pushkin Street, 16

Телефон/Phone: +7 (778) 609-5804

Почта/Email: armanomarov124@gmail.com

КАТО: 196253100 | ВИН/БИН: 201240031299



release the below Proof of Product Documents:

- ~ Legalized Charter Party Agreement (CPA) with the Loading Port Authority.
- ~ Injection Report ~ Product Allocation Certificate.
- ~ Allocation Title Transfer Certificate.
- ~ Export License
- ~ Export Approval
- ~ Tank Receipt.
- ~ Dip Test Authorization.

7. Seller issues the commercial invoice and sends to Buyer and within 5 working days, Buyer's bank issues to Seller's bank swift operative Standby Letter of Credit (SBLC) via Swift MT760 or Documentary Letter of Credit (DLC) via Swift MT700 for the entire 1st shipment total product value, and for Seller to lodge and activate a 2% PB (Performance Bond/Performance Guarantee) in the favor of the Buyer. If Seller fails to supply the cargo/shipment of the product to the Buyer this 2% Performance Bond will be paid/forfeited to the Buyer.

8. The product SGS inspection charges will be borne by Seller at the loading port. Seller invites buyer for visitation to witness the final inspection and TTM for negotiation of future transaction (Optional to Buyer). Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.

9. Loading & Shipment of product commences as per schedule. Upon Vessel's arrival and finalization of SGS at destination port, Buyer release payment via swift fund transfer within 3 to 5 banking days to Seller for total product value.

### CIF ASWP APPROVED STANDARD BANKING WORKING PROCEDURES

1. Buyer issues ICPO in buyer company letterhead with buyer bank account details.

2. Seller issues drafted Contract (open for possible amendments). Buyer signs, seals and returns Contract with company Information sheet (CIS) and buyer's identity, for final endorsement. Seller registers product documents and gives the below listed Partial proof of product then transports product to loading port.о

- (A) Seller Commitment to Supply
- (B) Certificate of Origin
- (C) Statement of availability of product
- (D) Product quality passport (Analysis test Report)
- (E) Proforma invoice.

3. Within 7 banking days, Buyer's bank sends SBLC via MT760 or DLC via MT700 according to seller's provided bank verbiage for the first trial shipment. In cases where the buyer fails to issue the bank instrument within the date on the proforma invoice, the buyer will make \$290,000 USD to secure the product allocation by payment against Cost. Insurance. Freight.(CIF)guarantee, export duty taxes and commence shipment. This payment shall be deducted from the total cost of the transaction after inspection at discharge port. or legal action will be taken against buyer for default of the transaction.

4. Seller's Bank issues Ful1POP Documents to Buyer's Bank with 2% Performance Bond. (PB) . POP .

a) Copy of license to export, issued by the department of the Ministry of Energy.Federation.

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 Transnet

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. Q88

i) Copy of Bill of Lading.

j) SGS Report at loading port.о

k) Dip test Authorization (DTA) & ATB

1) NOR /ETA

m) Certificate of Ownership Transfer

n) Allocation Transaction Passport Code Certificate (ATPCC) by Ministry of Energy (ATPCC)

5. Shipment commences as per signed contract delivery schedule and the shipment should .arrive at Buyer' s discharge port within 5-25 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport.

6. Buyer releases payment to Seller by TT/MT103 upon receipt of the shipping documents .and confirmation of the Q & Q by SGS/CIQ at destination port. SGS/CIQ TT/MT103

7. The Buyer shall pay commissions to it's intermediaries through MT103 within 48 hours according to the signed commission distribution agreement and confidentiality agreement. 48 MT103.

8. After the delivery of the first trial order, the Seller shall issue a 2% performance bond and a documentary letter of credit (DLC MT700) issued by the Buyer. The extension period shall be confirmed by the banks of both parties to continue the second and subsequent shipment.

ТОВАРИШЕСТВО С ОГРАНИЧЕННОЙ  
ОТВЕТСТВЕННОСТЬЮ "ARGAMAK GROUP"

