



# CIF & TTO Procedure KAZAKHSTAN

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Our ref: -TGCVR-861563/RU Emad  
Date Issued: 04 September, 2022  
Expiry Date: 29 December, 2022  
To: Capable End Buyers / Buyer Mandates.

## DIESEL GAS D2 OIL GOST 305-8250

CIF Price: GROSS 590 USD / NET 580 USD  
1st Trial Shipment: 100,000 MT  
Monthly Shipments: 200,000 MT – 400,000 MT  
Destination Port: AWSP/ROTTERDAM  
COMMISSION STRUCTURE: Seller Side \$5MT /Buyer Side \$5MT

## AVIATION KEROSENE COLONIAL GRADE 54

CIF Price: GROSS 125 USD / NET 123 USD  
1st Trial Shipment: 1,000,000 BBLs – 2,000,000 BBLs  
Monthly Shipments: 2,000,000 – 4,000,000 BBLs  
Destination Port: AWSP/ROTTERDAM  
Commission Structure: Seller Side \$1.00/ Buyer Side \$1.00

## JET A-1

CIF Price: 125 USD Gross/ 123 USD Net  
1st Trial Shipment: 2,000,000 BBLs  
Monthly Shipment: 2,000,000 – 4,000,000 BBLs  
Destination Port: AWSP/ROTTERDAM  
Commission Structure: Seller side \$1 / Buyer side \$1

## MAZUT M100 10585-75/99

CIF Price: 550 USD Gross/540 USD Net  
1st Trial Shipment: 100,000 to 200,000 MT  
Monthly Shipment: 200,000 MT  
Destination Port: AWSP/ROTTERDAM  
Commission Structure: Seller side \$5 / Buyer side \$5

## VIRGIN FUEL D6

CIF Price: Gross 1.40/ 1.36 USD Net  
1st Trial Shipment: 200,000,000 Gallons  
Monthly Shipments: 200,000,000 Gallons  
Destination Port: AWSP/ROTTERDAM  
Commission Structure: Seller Side \$0.2/ Buyer Side \$0.2



**LIQUIDIFIED PETROLEUM GAS [LPG] GOST: 20448 - 90**

CIF Price: 590 USD Gross / 580 USD Net  
1st Trial Shipment: 100,000 MT  
Monthly Shipments: 100,000 MT – 400,000 MT  
Destination Port: AWSP/ROTTERDAM  
Commission Structure: Seller Side \$5MT /Buyer Side \$5MT

**BITUMEN GRADE 60/70 AND 80/100**

CIF Price: 560 USD Gross / 550 USD Net  
1st Trial Shipment: 100,000 MT  
Monthly Shipment: 200,000 MT  
Destination Port: AWSP/ROTTERDAM  
Commission Structure: Seller side \$5 / Buyer side \$5

**LPG (LIQUEFEID PETROLEUM GAS) GOST 20448-90**

CIF Price: 580 USD Gross / 570 USD Net  
1st Trial Shipment: 50,000 -100,000 MT  
Monthly Shipment: 400,000 MT  
Destination Port: AWSP/ROTTERDAM  
Commission Structure: Seller side \$5 / Buyer side \$5

**GAS OIL EN 590 10 PPM**

CIF Price: 610 USD Gross / 600 USD Net  
1st Trial Shipment: 50,000, -100,000MT  
Monthly Shipment: 200, 000 MT  
Destination Port: AWSP/ROTTERDAM  
Commission Structure: Seller side \$5 / Buyer side \$5

**LNG (LIQUEFEID NATURAL GAS) GOST 5542-87**

CIF Price: 610 USD Gross/600 USD Net  
1st Trial Shipment: 50,000 - 100,000 MT  
Monthly Shipment: 200,000 MT  
Destination Port: AWSP/ROTTERDAM  
Commission Structure: Seller side \$5 / Buyer side \$5

**EXPORT BLEND CRUDE GOST: 51858-2002**

CIF Price: 125 USD Gross/ 123USD Net  
1st Trial Shipment: 2,000,000 BBLs  
Monthly Shipment: 2,000,000 – 4,000,000 BBLs  
Destination Port: AWSP/ROTTERDAM  
Commission Structure: Seller side \$1 / Buyer side \$1

**DIESEL ULTRA-LOW SULPHUR (ULSD 500 PPM)**

CIF Price: 650 USD Gross / 640 USD Net  
1st Trial Shipment: 50,000, -100,000MT  
Monthly Shipment: 200, 000 MT  
Destination Port: AWSP/ROTTERDAM  
Commission Structure: Seller side \$5 / Buyer side \$5



### TANKER TANKEOVER TRANSACTION TTO PROCEDURE

- 1 Buyer issue ICPO with banking details, corporate profile, customer information summary and passport copy of authorized representative.
- 2 Seller issue complete Tanker Take over (TTO) draft contract of the loaded cargo.
- 3 Buyer signs TTO draft contract and return to the seller.
- 4 Seller endorses TTO contract and sends to Buyer together with the following POP documents. Which were issued in the initial Buyer's name via email
  - a. certificate of product Origin
  - b. Product Passport(Quantity and quality Dip Test Analysis Report)
  - c. Bill of Lading
  - d. Tanker Vessel Q88 Document
  - e E.T.A (Estimated Time of Arrival) of vessel.
  - f. Ullage Report
  - g. Freight/Cargo Manifest
  - h. 5% invoice deposit
5. Buyer confirms and verifies the POP documents and issue via SWIFT TT (MT103) payment for the minimum of 5% of the total value of the product to Seller nominated account, to obtain Certificate of Ownership of the cargo. The shipping documents will be re-issued in the name of the Buyer. Seller will re-route the vessel to Buyer's destination port upon confirmation of payment and sends to Buyer the information of the clearing agent for the vessel simultaneously; the 5% will be deducted from the total cost of the products.
6. Upon arrival of the vessel at the Buyer's discharge port, the Buyer verifies the product, performs Dip-Test onboard Seller's vessel and pays the remaining 95% for the product via swift (MT103) before CIQ and Discharge of the vessel.
7. Buyer pays out to the intermediaries involved within 72 hours after receipt of payment of the product from the end buyer.



### COST, INSURANCE AND FREIGHT (CIF) PROCEDURE

1. Buyer issues ICPO must be with buyer company letterhead and buyer banking information.
2. Seller issues SPA to Buyer/Buyer signs seals and returns the SPA to seller, Buyer and Seller signs ICC warning letter.- If either buyer or seller defaults on the transaction, the defaulting party shall pay 2% of the total product value to the other party.,.
  - (a) Refinery Commitment to Supply
  - (c) Statement of availability of product
3. Within 7 banking days, Buyer's bank sends Transferable Irrevocable Operative SBLC via MT760 or DLC via 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 10 banking days, buyer will make cash deposit of \$ \$420,000 by TT wire transfer for security guarantee to enable seller charter vessel and commence shipment, and this payment will be deducted from the total cost of product after inspection at discharge port.
4. After completion of the above, Seller issue to Buyer product title transfer agreement, Buyer sign, and returns, Seller legalizes the joint contract with the authority in charge and send to the Buyer, and also proceed the product title transfer in Buyer name with the custom clearance of the product and all internal routines operations accordingly
5. Seller's Bank Issues Full POP Documents to the Buyer's Bank alongside with the 2% Performance Bond (PB).
  - a) Copy of license to export, issued by the department of the Ministry of Energy, Russian Federation.
  - b) Copy of Approval to Export, issued by the Ministry of Justice, Russian Federation.
  - 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
  - o) Shipment commences as per signed contract delivery schedule and the shipment
6. 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.



7. 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.
8. Seller pays commission within 48 hours by swift MT103 to all intermediaries as signed NCNDA/IMPFA.
- 9.. Seller/buyer moves on yearly basic as per signed draft contract.

- Application to be mandate directly to the End Seller Company / Refinery is welcomed and available.
- No SGS Reports, or past fulfilled Contact will be presented as "Past Performance", for the following reasons: \* Violates formal Contract confidentiality between Buyer and Seller.
- Against Trade Regulations.
- Price list are negotiable in some terms.