



## FOB PROCEDURES

We Hereby Issue This Soft Offer with Full Corporate Responsibility. We Confirm and Certify That Our Seller Have the Intention and Capability to Supply the Commodity According to The Terms and Conditions Stated Below Which Is Deliverable at Rotterdam.

Grade: Export Grade

Origin: Kazakhstan

Contract Term: 12 months minimum (with rolls and extensions)

Payments Term: MT103, BG or SBLC via MT760

POP: Provided as per documents list in contract

Inspection by: SGS/CIQ.

**Product: EXPORT GRADE JET A1**

Quantity: First trial 1,000,000 BBLs

Quantity: by month 2,000,000 BBLs

1. Buyers send IPO, CP, company registration, Passport documents, together with duly filled KYC sheet, with previous year's turnover data and TSA signed, to seller upon receipt of seller's Soft .
2. Seller Issues commercial Invoice whit all product's code inside , Buyer Signs and Returns to Seller the Signed Commercial invoice and and attach the copy of the SBLC in the name of the seller sent Bank to Bank via SWIFT, as a guarantee of the purchase.
3. Seller issue DTA document to buyer, to be signed by buyer and buyer's tank storage facilities provider, buyer returns the signed DA to seller in readiness to receive the SGS team.
4. Seller Issue: Partial Pop Document:
  - Product Passport (Analysis)



- Statement Of Product Availability
  - Commitment Letter to Supply
  - Authority To Sell and Collect (ATSC)
  - Refinery registration certificate
  - Tank Storage Receipt (TSR)
5. Upon the confirmation of the POP documents by the buyer, seller with 24 hours issues the NOR and delivery schedule document to the buyer, buyer confirmed the NOR document and release their TSR in accordance with the injection schedule.
  6. Seller issues the following POP documents:
    - Fresh SGS Not Older Than 48 Hours
    - Title Of Ownership Certified by Ministry of Energy
    - Pre-Injection Report
  7. Upon Confirmation of Act of Transfer in Buyers' Name, Seller Issues to The Buyer, Title of Ownership Certificate, To Be Followed by AI Export Documentation, Buyer conduct DIP TEST and pay at sight via MT103, Buyer Lifts the Product and transfer product to buyer's tank.
  8. Once Lifting Commence, Buyer enters into contract and release payment instruments as agreed by both parties

Note: The IPO must be on buyer's letterhead with authorized signatory and stamp. It is mandatory that the document carries the buyer's bank and bank officer's contact information. The names and positions of the Company representative signing the ICPO must be clearly indicated. Otherwise, the document has no legal value; the documents must be fresh (recent date -the most 1-3 days old max.)

The letterhead of the Company requesting the commodity must correspond to the Bank Account Holder on the banking information provided.

**The ICPO must be addressed Directly to the Seller :**  
**Pershing Trading & Co / Mandate seller ACCA Consulting**

#### **Non Disclosure and Non Circumvention**

The parties agree not to disclose the contents of this Letter to any third party. Each party irrevocably agrees not to circumvent the other party by contacting third parties which have become known to them by the other party directly or indirectly and to immediately notify the other party should such an attempt be made by a third party.

  
**ACCA CONSULTING S.A.S.**  
**DIRECTEUR GENERAL**  
**CALAFATO SALVATORE**