





**FUTURA DEALINGS**

**"FUTURA DEALINGS" LTD**

**VAT №: BG207662058**

[admin@futuradealings.com](mailto:admin@futuradealings.com) 

**+359 885 055 558** 

**ul. Vladayska 8, 1606, Sofia, Bulgaria** 

Procedures are non-negotiable. Potential buyers are expected to demonstrate their ability to purchase. Prices and procedures are subject to change without notice.

Ref: B-FDMY12-14467/SCO25

Validity: 31<sup>st</sup> May 2025

Attn: Prospective Buyer

## **SOFT CORPORATE OFFER**

Futura Dealings Ltd. presents this soft corporate offer as an entrusted facilitation and consultancy partner to prominent market participants. Hereby we declare that our partners are able to offer and deliver the following available products under the specified terms and conditions:

<b>EN590 10PPM</b>	
Quantity	(Min) 100,000 – (Max) 200,000 Metric Tons
FOB Price	Please inquire for latest pricing.

<b>JET FUEL A1</b>	
Quantity	(Min) 1,000,000 – (Max) 2,000,000 Barrels
FOB Price	Please inquire for latest pricing.

<b>D6 VIRGIN FUEL OIL</b>	
Quantity	(Min) 100,000,000 – (Max) 400,000,000 Gallons
FOB Price	Please inquire for latest pricing.

<b>WEST TEXAS INTERMEDIATE (WTI)</b>	
Quantity	(Min) 1,000,000 – (Max) 2,000,000 Barrels
FOB Price	USGC Platts Please inquire for latest pricing.

<b>LIQUEFIED NATURAL GAS (LNG)</b>	
Quantity	(Min) 100,000 – (Max) 200,000 Metric Tons
FOB Price	Please inquire for latest pricing.





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### Terms & Conditions

<b>Origin:</b>	United States
<b>Incoterms:</b>	FOB
<b>FOB Delivery Ports:</b>	Rotterdam, Houston (WTI available in Houston only)
<b>Max. Trial Lifts:</b>	2,000,000 Barrels; 200,000 Metric Tons; 200,000,000 Gallons
<b>Payment Terms:</b>	MT103
<b>Inspection:</b>	SGS or Equivalent
<b>Commission:</b>	50/50% Paid to Seller Side and Buyer Side
<b>Fuel Availability:</b>	Fuels on this SCO are ALWAYS available. Your CI is the guarantee of an allocation.
<b>Contracts:</b>	Inquire about larger monthly contract amounts.

### ICPO SUBMISSION POLICY AS OF 1/1/2025

To enable processing of a new order, Buyers **MUST** sign the "Understanding Fuel Producer Procedures" document AND provide **Proof of Funds** (POF) in an amount sufficient to indicate that they can afford to pay for their storage or tank extension requirements per the Buyer's chosen Procedure.





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### **FREE ON-BOARD TRANSACTION PROCEDURE - (TANK TO TANK)**

- 1) Buyer issues and send irrevocable corporate purchase order (ICPO) with seller's transaction procedure along with passport copy of the company representative. The buyer will also provide TSA to the seller.
- 2) Seller issues Commercial Invoice (CI), Buyer sign CI and Return CI to seller.
- 3) Seller releases Injection Programming Agreement (IPA) to Buyer for affirmation to program product injection with Buyer's tank farm.
- 4) Upon successful programming, Seller's representative, SGS Team, and Buyer's representative meets at seller tank storage for the tank and pipeline verification and Seller issues the hard copy POP documents to buyer representatives in person (Face to Face).
  - a. Quantity and Quality Certificate (SGS) 48hrs fresh
  - b. Tank Storage Receipt (TSR).
  - c. Product Passport (Dip Test Result).
  - d. Statement of Product Availability.
  - e. Refinery Commitment to Supply.
  - f. Authorization to Sell/Collect (ATSC) on Buyer's name.
  - g. Authorization Letter to Verify the Product with the Tank Farm.
  - h. Company Registration Certificate.
- 5) Upon successful verification of documents and SGS report by buyer's team, buyer commence dip test in seller's tank, if need be, for more confirmation.
- 6) Upon confirmation of product Q&Q, Seller begins injection into buyer's tank storage and all parties sign NCNDA/IMFPA.
- 7) The buyer makes payment by MT103 or TT wire transfer for the total product available.
- 8) The seller changes the title of ownership to the buyer's name and pays all intermediaries according to the signed NCNDA/IMFPA for monthly deliveries and the buyer lifts the product.

**Non- Circumvention, Non-Disclosure:** All parties hereto irrevocably covenant not to circumvent any person or company, or entity involved in this transaction directly or indirectly, by any means or device or any manner whatsoever. It is further agreed and covenanted that this transaction shall in no way be divulged or revealed partially and wholly to any person or body outside the circumference of this transaction. This non- circumvention and non- disclosure shall be in accordance with the requirements of International Chamber of Commerce (ICC) Paris, France and shall remain valid and enforceable for the period of (5) five years from the date hereto.





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**Quality:** An independent surveyor company will be employed to certify the quality of product at the Port of Loading for further verification/confirmation.

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In order to proceed further, please contact our management for essential details and clarification on the ICPO requirements.

It is essential to ensure that all steps and documents in the transaction adhere to legal and regulatory requirements specific to the jurisdictions involved. Consulting professionals experienced in international trade and energy transactions will help ensure compliance with all relevant laws and regulations.

We appreciate the opportunity to engage in this transaction and look forward to a mutually beneficial business relationship.

**Respectfully,**

**Aleksandar Hristov**

**Managing Director, FUTURA DEALINGS LTD**





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## UNDERSTANDING INTERNATIONAL TRADE PROCEDURES

Potential Buyers of Petroleum products from manufacturers need to understand what the Sellers are looking for from a Buyer BEFORE engaging in any transaction. This will ensure a successful lift and minimize the possibility of failure.

1. Pricing is "refinery direct" and is not connected to Platts, which is based upon "traders" prices.
2. These refineries have proven themselves in the business for years and have delivered fuels of all types for decades, successfully.
3. Manufacturers have a **massive investment** in their fuels through refining, transporting, and storing them at the major ports around the world, so they expect Buyers to make a similar investment before transferring the product to them.
4. Thus, manufacturers do not provide proof of product (POP) for free. Buyers must demonstrate an investment in the ability to receive fuel prior to receiving POP in a transaction, regardless of procedure.
5. These investments are generally paid to 3rd party logistics providers and **not** to the manufacturers themselves unless the procedure calls for a Tank Extension. Manufacturers generally take no fees and only make money by **selling fuel**.
6. This policy favors Buyers with currently rented tanks, which is a de facto demonstration of an investment in the ability to receive fuel once POP is approved.
7. Manufacturers' Procedures cannot be changed in any way. **Do not attempt** to negotiate the Procedure once a transaction starts. This will only lead to cancellation.
8. Do your due diligence beforehand.

**Finally:** An ICPO is an order. It is not an opportunity to negotiate the Procedure. It is important for the Buyer to have a contract with the Logistics Company directly and not a third party. Refrain from substituting Logistics Companies in the middle of a transaction as it would be considered as a **potential risk**. It is assumed that you are ready to transact. Make sure you understand what is required of you in any given Procedure and you will receive Proof of Product at the appropriate point in the procedure and not beforehand.