





FUTURA DEALINGS

"FUTURA DEALINGS" LTD

VAT №: BG207662058

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: GE-FDMY12-488/SCO25

Validity: 31st 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 with full corporate responsibility that our partners are able to offer and deliver the following available products under the specified terms and conditions:

EN590 10PPM	
Quantity	(Min) 50,000 – (Max) 1,000,000 Metric Tons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

JET FUEL A1	
Quantity	(Min) 500,000 – (Max) 10,000,000 Barrels
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

D6 VIRGIN FUEL OIL	
Quantity	(Min) 100,000,000 – (Max) 800,000,000 Gallons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

D2 GAS OIL	
Quantity	(Min) 50,000 – (Max) 1,000,000 Metric Tons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

LIQUEFIED NATURAL GAS (LNG)	
Quantity	(Min) 50,000 – (Max) 200,000 Metric Tons
CIF Price	Please inquire for latest pricing.

GASOLINE OCTANE (RON 89-95)	
Quantity	(Min) 20,000 – (Max) 100,000 Metric Tons
CIF Price	Please inquire for latest pricing.



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PETCOKE	
Quantity	(Min) 15,000 – (Max) 1,000,000 Metric Tons
CIF Price	Please inquire for latest pricing.

LIQUEFIED PETROLEUM GAS (LPG)	
Quantity	(Min) 50,000 – (Max) 500,000 Metric Tons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

AUTOMOTIVE GAS OIL (AGO)	
Quantity	(Min) 50,000 – (Max) 1,000,000 Metric Tons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

HIGH-SPEED DIESEL EURO 4	
Quantity	(Min) 50,000 – (Max) 1,000,000 Metric Tons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

MAZUT M100	
Quantity	(Min) 50,000 – (Max) 1,000,000 Metric Tons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

BITUMEN - GRADES: 60/70	
Quantity	(Min) 10,000 – (Max) 50,000 Metric Tons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

UREA 46	
Quantity	(Min) 50,000 – (Max) 500,000 Metric Tons
CIF Price	Please inquire for latest pricing.



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Terms & Conditions

Origin:	KAZAKHSTAN
Incoterms:	FOB, CIF
FOB Delivery Ports:	Rotterdam, Houston
CIF Delivery Ports:	ASWP
Max. Trial Lifts:	2,000,000 Barrels; 200,000 Metric Tons; 200,000,000 Gallons
Payment Terms:	TT/MT103/SBLC/DLC MT700
Inspection:	SGS or Equivalent
Commission:	50/50% Paid to Seller Side and Buyer Side
Fuel Availability:	Fuels on this SCO are ALWAYS available. Your CI is the guarantee of an allocation.
Contracts:	Inquire about larger monthly contract amounts.

ICPO SUBMISSION POLICY AS OF 1/1/2025

To enable processing of a new order, Buyers **MUST** acknowledge and sign the "Understanding Fuel Producer Procedures" document which will accompany any Soft Corporate Offer (SCO).

PROCEDURES ARE NON-NEGOTIABLE

Prices and Procedures are subject to change without notice. Check prior to submitting an ICPO. Buyers are expected to be able to DEMONSTRATE STORAGE IN PLACE prior to receiving POP on Tank to Tank procedures. Higher quantities can be arranged after a successful trial.

NOTE ON THE USE OF FIDUCIARY RECEIVERS

Sanction policies and their effects on International Banking practices have dramatically affected the availability of funds when using foreign wire transfers. To facilitate timely transactions, our sellers will use regionally based fiduciary receivers rather than have funds sent directly to the refineries.



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A) FREE ON-BOARD TRANSACTION PROCEDURE - (TANK TO TANK)

1. Buyer issues an official ICPO with the Seller's procedure, passport copy, banking details along with its Tank Storage Agreement "TSA".
2. Upon successful validation of the Buyer's ICPO, logistics company, and storage agreement with the local port authority, Seller issues a Commercial Invoice (CI) to the Buyer. Buyer signs, seals, and returns the CI to the Seller.
3. Upon receipt of the Signed CI, Seller will issue a Tank to Tank Injection Agreement (TTTIA) to be fully completed, signed, and sealed by the Buyer and its Storage Facility. Upon receiving and verifying the fully endorsed TTTIA, Seller issues the POP below to the Buyer along with NCNDA/IMFPA to be signed by all intermediaries with the commission structure involved in the transaction.
 - Injection Report.
 - Product Passport.
 - 24 Hours SGS Report.
 - Product Certificate of Origin.
 - Tank Storage Receipt (TSR).
 - Authorization to sell and collect.
 - Commitment/Guarantee to Supply.
 - Unconditional Dip-Test Authorization.
 - Product Title Holder Transfer Agreement.
4. At Buyer's option, Buyer may perform a Dip Test in Seller's tank at Buyer's expense.
5. Upon successful verification of POP or Dip Test in the Seller's tank, Buyer provides a Tank Storage Receipt (TSR) with sufficient storage to accommodate the Seller's injection programming. Seller then injects the product into Buyer's tanks.
6. Buyer makes the payment for the product via MT103, Seller transfers the Title Holder & Ownership of the product to the Buyer.
7. After successful Trial Lift (First Lift), Seller issues SPA/Contract for 12 months with R&E to Buyer for processing.
8. Within 24 hours of the completion of the injection, the Seller pays commissions to all intermediaries involved for the initial lift and on all subsequent lifts.



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B) FREE ON-BOARD TRANSACTION PROCEDURE - (TANK TO TANK)

1. Buyer issues an official ICPO with the Seller's procedure, passport copy, banking details along with its Tank Storage Agreement "TSA" for seller's approval.
2. Seller issues a Commercial Invoice (CI). Buyer then signs, seals, and returns the CI to the Seller.
3. Buyer and Seller will jointly pay the lease for the Buyer's tank farm. The Buyer pays for 3 days and the Seller pays for 2 days after the Seller verifies that the Buyer's tank farm has received the payment from the Buyer, for a total of 5 paid days of tank lease.
 - a. Buyer will forward a copy of the wire confirmation for its 3 days to the Seller.
 - b. Buyer will provide a letter to Seller stating that the storage obtained by buyer and seller will only be used for this transaction.
 - c. Buyer will request that its tank farm provide a letter addressed to Seller stating that the storage obtained by buyer and seller will only be used for this transaction.
 - d. Seller will forward a copy of the wire confirmation for its 2 days to the Buyer.
4. Seller provides buyer with the following FULL POP Documents:
 - a. Fresh SGS Report, less than 48 hours
 - b. Unconditional Dip Test Authorization
 - c. Injection Report
 - d. Tank Storage Receipt with GPS Coordinates
 - e. Tank Farm Bar-code Information
 - f. Letter of Commitment to Supply.
 - g. Authority to Sell & Collect (ATSC)
 - h. Endorsed Injection Schedule by the Seller and Buyer Tank Farm
 - i. A Physical Authority To Verify (PATV)
5. Optionally, Buyer may conduct its own Dip-Test in Seller's tank at Buyer's expense.
6. Seller Injects the fuel into Buyer's tank after successful SGS Q&Q report and Buyer makes payment by MT103 TT Wire Transfer according to the final product value Invoice.
7. Seller transfers the title of ownership per Buyer's instruction. Buyer lifts the product.
8. After successful Trial Lift (First Lift), Seller issues SPA/Contract for 12 months with R&E to Buyer for processing.
9. Within 24 hours of the completion of the injection, the Seller pays commissions to all intermediaries involved for the initial lift and on all subsequent lifts.





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C) FREE ON-BOARD PROCEDURE: TANK TAKE OVER

1. Buyer accepts the seller's working procedure and issues an Irrevocable Corporate Purchase Order (ICPO) with its banking details and signatory Passport copy.
2. The Seller issues Commercial Invoice (CI) for the product, Buyer countersigns and returns to the Seller.
3. Seller receives the countersigned CI, Buyer requests a 5-day (five day) tank extension invoice for the dip test in the Seller's tanks.
4. Upon receipt of the Buyer's payment, the Seller opens communication with its Tank Farm Management for the creation, issuance, and Buyer's endorsement of the Tank Take Over documentation. Upon complete registration of the Buyer's documentation with the port authority, Seller issues the PPOP documents below:
 - a. Authorization to Sell and Collect
 - b. Product Passport/Analysis.
 - c. Product Certificate of Origin.
 - d. Injection report.
 - e. Unconditional Dip-Test Authorization
5. Buyer confirms receipt of the PPOP documents and conducts its inspection and Dip-Test with its SGS team. Upon successful verification of PPOP and the Dip Test in the Seller's tank, Buyer makes the payment for the total amount of the product via MT103. Seller confirms the Buyer's payment and transfers title ownership of the product to the Buyer. The Buyer then completely takes over Seller's storage tanks.
6. After successful Trial Lift (First Lift), Seller issues SPA/Contract for 12 months with R&E to Buyer for processing.
7. Within 24 hours of the completion of the injection, the Seller pays commissions to all intermediaries involved for the initial lift and on all subsequent lifts.



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D) FREE ON-BOARD TRANSACTION PROCEDURE - (TANK TO VESSEL)

1. Buyer sends Seller an ICPO with banking details, company information, and passport after review of Seller's Soft Corporate Offer, along with a CPA.
2. Seller issues a Commercial Invoice (CI) for the available quantity to the Buyer. The Buyer signs, seals, and returns the CI to the Seller.
3. Seller issues to Buyer the following:
 - a. Product Passport.
 - b. Certificate of Origin.
 - c. Commitment Letter to Supply.
 - d. Authorization to Sell and Collect.
 - e. Statement of Product Availability.
 - f. Five (5) Day Tank Extension Fee Invoice (refundable if Seller's fuel does not pass inspection and deductible from the cost of the fuel if Buyer waives its own dip test in favor of verifying Seller's SGS).
4. Buyer pays for the tank extension and upon Seller confirmation of the payment, Seller issues the following POP along with the NCNDA/IMFPA to be signed by all intermediaries with the commission structure involved in the transaction.
 - a. SGS Test (24 hours).
 - b. Unconditional Dip Test Authorization (UDTA).
 - c. Authorization to Verify (ATV).
 - d. Tank storage receipt (TSR).
 - e. Injection Report
5. Upon the countersigning of the UDTA, the Buyer has the option to schedule SGS/Intertek to conduct a Dip Test of the product in the Seller's Tank at the Buyer's Expense.
6. Upon successful Dip Test OR acceptance of the Seller's SGS report, Buyer provides Vessel details (Q88) to Seller and Seller shall immediately submit the Notice of Readiness to Inject.
7. Seller commences injection into the Buyer's Vessel and issues the Injection Report to the Buyer.
8. Upon confirmation of the total quantity injected into Buyer's vessel, the Buyer makes 100% payment by MT103 TT Wire Transfer for the total product, Seller transfers the Title Holder & Ownership of the product to the Buyer.
9. After successful Trial Lift (First Lift), Seller issues SPA/Contract for 12 months with R&E to Buyer for processing.
10. Within 24 hours of the completion of the injection, the Seller pays commissions to all intermediaries involved for the initial lift and on all subsequent lifts.



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E) CIF TRANSACTION PROCEDURE - (ANY SAFE WORLD PORT)

1. Buyer issues an Irrevocable Corporate Purchase Order (ICPO) addressed to the Seller Refinery along with scanned copy of the buyer's passport.
2. Supplier verifies Buyer Irrevocable Corporate Purchase Order and issue Commercial Invoice for the First Trial Shipment Note: Sales & Purchase Agreement will be jointly signed after the Trial Shipment.
3. Upon buyer endorsement of the Commercial Invoice, Seller send the below Documents to buyer.
 - Charter Party Agreement.
 - Product Quality Passport
 - Commitment to supply.
 - Statement of Availability of the Product.
4. Seller and Buyer proceed to endorse the Charter Party Agreement (CPA) document with the Shipping Company and both jointly bear the charges for the shipment.
5. After the shipment charges have been met by both the Seller and the Buyer, Seller issues the following Proof of Product documents along with assurance delivery letter:
 - Attestation of Allocation.
 - Allocation Transaction Passport Code Certificate.
 - Copy of statement Availability of the Product.
 - Copy of the refinery commitment to supply the product.
 - Copy of port storage agreement
 - Copy of the charter party agreement
 - Copy of the Product Passport
 - SGS Report
 - Bill Of Lading
 - Vessel's Q88
 - Tank Receipt
 - Certificate of Origin
 - Certificate of Inspection
 - Notice of Readiness
 - Net Weight
 - Full Packing List
 - Cargo Manifest
 - DTA and ATV
6. Buyer responds by issuing Irrevocable Non-Transferable Letter of Credit (MT760) SBLC or Letter of Credit (LC).
7. Shipment will commence according to terms and conditions of the Contract and accordingly to the agreed Delivery Schedule.
8. Buyer's bank release payment of the product via MT103 upon the arrival of the cargo at the discharge port and successful report of SGS Inspection at discharge port.
9. Supplier's bank releases the commissions to all representatives and intermediaries according to sign NCNDA.



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F) CIF TRANSACTION PROCEDURE - (ANY SAFE WORLD PORT)

1. Buyer confirms soft corporate offer and issues ICPO according to Seller's SCO procedure & terms.
2. Seller confirms ICPO and issues draft contract for Buyer signatory. Buyer sign & seals contract and returns it to Seller for acceptance and final signatures.
3. Seller bears the cost to register, endorse, and legalize contract with the Ministry of Energy. Seller issues a payment Invoice to the Buyer for the cost of the Product Transfer Certificate (PTC). This payment also covers 50% of the CPA charges to certify the Buyer as the product title holder for the delivery quantity.
4. Upon confirmation of the Buyer payment, Seller sends the POP documents below to the Buyer via email, along with a NCNDA/IMFPA to be signed by all intermediaries with the commission structure involved in the transaction, and Hard Copies are sent via courier service:
 - a. SGS Report.
 - b. Product passport (quality and quantity).
 - c. Copy of product transfer certificate.
 - d. Copy of warehouse agreement.
 - e. Commitment letter to supply.
5. Seller finalizes shipment schedules with the shipping company with notice of readiness and approval for delivering the commodity to the Buyer's discharge Port.
6. The Buyer's bank issues a bank instrument Via DLC-MT700 for the value of the first shipment to the Seller's Nominated fiduciary bank in a format acceptable to Seller's bank within 7 banking days to enable the Seller to commence transfer/loading of the product with the shipping company. Seller then releases the POP documents below after loading via a bank-to-bank SWIFT within five (5) working days and to allow Buyer to activate its DLC-MT700 for the value of goods:
 - a. Copy of Products certificate of origin.
 - b. Copy of statement of availability of product.
 - c. Copy of export license approval.
 - d. Copy of warehouse agreement.
 - e. Copy of vessel questionnaire 88.
 - f. Copy of charter party agreement with the shipping company.
 - g. Copy of assignment of ownership document.
 - h. Fresh cut SGS REPORT/DIP TEST letter.
7. Buyer or Buyer's representative visits the loading port to witness product inspection at the Port facility. Lifting starts and Buyer releases payment to Seller via Swift DLC payment instrument, four (4) days from discharging the entire cargo from the destination port, along with confirmation of the relevant shipping documents from both the loading and discharge ports.
8. Seller pays all the intermediaries involved in the transaction 24 hours after confirmation of the Buyer payment for the initial lift and on all subsequent lifts.



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9. If the Seller commits a material breach of the contractual provisions in this agreement and/ or fails to meet the delivery obligations in Article 05 of the SPA, the Buyer will be entitled to a claim on the Performance Bond (PB) immediately.

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.