





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: OT-FDJL04-13699/SCO25

Validity: 31ST July 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:

EN590 10PPM	
Quantity	(Min) 10,000 – (Max) 300,000 Metric Tons
FOB Price	Please inquire for latest pricing.

JET FUEL A1	
Quantity	(Min) 500,000 – (Max) 2,000,000 Barrels
FOB Price	Please inquire for latest pricing.

D6 VIRGIN FUEL OIL	
Quantity	(Min) 10,000,000 – (Max) 300,000,000 Gallons
FOB Price	Please inquire for latest pricing.

D2 GAS OIL	
Quantity	(Min) 10,000 – (Max) 300,000 Metric Tons
FOB Price	Please inquire for latest pricing.

LIQUEFIED NATURAL GAS (LNG)	
Quantity	(Min) 10,000 – (Max) 300,000 Metric Tons
FOB Price	Please inquire for latest pricing.

LIQUEFIED PETROLEUM GAS (LPG)	
Quantity	(Min) 10,000 – (Max) 300,000 Metric Tons
FOB Price	Please inquire for latest pricing.

AUTOMOTIVE GAS OIL (AGO)	
Quantity	(Min) 10,000 – (Max) 300,000 Metric Tons
FOB Price	Please inquire for latest pricing.





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GASOLINE OCTANE (RON 87-95)	
Quantity	(Min) 10,000 – (Max) 300,000 Metric Tons
FOB Price	Please inquire for latest pricing.

Terms & Conditions

Origin:	KAZAKHSTAN, AZERBAIJAN
Incoterms:	FOB
FOB Delivery Ports:	Rotterdam, Houston, Fujairah, Jurong, Ningbo-Zhoushan
Max. Trial Lifts:	2,000,000 Barrels; 200,000 Metric Tons; 200,000,000 Gallons
Payment Terms:	TT/MT103
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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(1) FREE ON-BOARD TRANSACTION PROCEDURE - (TANK TO TANK)

1. Buyer submits Irrevocable Corporate Purchase Order (ICPO) to include full corporate details, signatory passport, banking details, product description along with their Tank Storage Agreement(TSA).
2. Seller accepts Buyer ICPO and within 24-72 business hours Seller issues the Commercial Invoice(CI) for the Buyer to counter sign.
3. Buyer returns the counter-signed CI to seller within 48 business hours.
4. For storage facility compliance, confirmation, and approval, seller issues a Facility Interim Inspection & Product Transfer Approval (FIIPTA) to all parties involved in the transaction for their approval.
5. Upon approval of the FIIPTA by all parties, seller issues to the buyer all POP documents which include:
 - a. Product Injection Report.
 - b. Product Certificate of Origin.
 - c. Product Passport.
 - d. SGS (Quality & Quantity) Analysis Report.
 - e. Tank Storage Receipt (TSR).
 - f. Authorization to sell and collect.
 - g. Unconditional Dip-Test Authorization.
6. Seller grants the buyer access to their product to conduct Unconditional Dip-Test in the seller's tank at the buyer's expense (optional).
7. After a successful Unconditional Dip-Test by the buyer group, Seller issues a Tank to Tank Injection Agreement (TTIA) and Product Injection Programming (PIP) to be signed by all parties.
8. Upon the signing of the TTIA & PIP by all parties, Seller proceeds with product injection into the buyer's tank as scheduled in the PIP.
9. Upon completing product injection, buyer pays for the product via MT103 TT Wire Transfer as per the final product value injected into the tanks.
10. Upon buyer payment confirmation, Seller proceeds to transfer product ownership and title holder to the buyer.
11. Seller issues the NCNDA/IMFPA and pays the commission fees to all involved intermediaries. Thereafter, seller issues its SPA to buyer for monthly supply.

***On FIIPTA:** Upon issuance of FIIPTA, the port authority may require Partial POP and Injection Programming (IP) from the Seller as well as full TSR and Pipeline Transportation Code (PTC) from the Buyer.





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

1. Buyer issues their ICPO, Passport copy and Tank Storage Agreement (TSA).
2. Seller issues Commercial Invoice (CI) to buyer to be countersigned.
3. Buyer signs and return countersigned CI to Seller.
4. Seller issues Product Injection Report and SGS report to buyer tank farm. Buyer tank farm verifies the Seller's product availability at the port on behalf of the buyer's company. (NB: Before seller issues the Product Injection Report and SGS report to buyer tank farm for their verification at the port, seller will first issue a Non-Disclosure Agreement for endorsement between the buyer's tank farm and seller).
5. Upon the successful verification of seller product availability at the port by the buyer's tank farm, seller issues its Tank-to-Tank Injection Agreement (TTIA) to be signed by all parties.
6. After the TTIA has been signed by all parties, the seller proceeds to issue all POP documents to the buyer. POP documents include:
 - Product Passport.
 - Certificate of Origin.
 - SGS Analysis Report.
 - Tank Storage Receipt (TSR).
 - Authorization to Sell/Collect (ATSC).
 - Unconditional Dip Test Authorization (UDTA).
7. Buyer conducts a dip test (optional). After the successful dip test, the Seller schedules the Injection Programming and commences injection into the buyer's storage tanks.
8. Seller completes product injection into the buyer's tanks and the issues the Injection Report to the buyer.
9. Buyer pays for the total value of the product injected into the tanks by TT/MT103 and upon payment confirmation, seller transfers the Title Holder & Ownership of the product to the Buyer.
10. Seller pays all intermediaries according to the signed NCNDA/IMFPA. Thereafter, seller issues its SPA to buyer for monthly supply.

***On TTIA:** Upon issuance of TTIA, the port authority may require Partial POP and Injection Programming (IP) from the Seller as well as full TSR and Pipeline Transportation Code (PTC) from the Buyer.





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(3) 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 their Tank Storage Agreement "TSA".
2. Seller issues their Commercial Invoice (CI) to the buyer, Buyer signs and returns the commercial invoice to the seller **along with an Acceptance Letter of the sales and purchase procedure.**
3. Seller verifies the buyer storage facility and TSA with the port authority to confirm that they meet the required transaction standards. (NB: Seller will issue a Tank-to-Tank Injection Agreement (TTIA) to be signed by all parties only if buyer's TSA is engaged, not active or cannot be verified with the local port authority).
4. After the Buyer and its storage facility's TSA have been verified successfully by the seller to meet the required standards or after seller receives the TTIA fully signed by all parties, all POP documents listed below will be issued to the buyer immediately. POP documents include:
 - a. Injection Report.
 - b. Product Passport.
 - c. 24 Hours SGS Report.
 - d. Product Certificate of Origin.
 - e. Tank Storage Receipt (TSR).
 - f. Authorization to Sell and Collect.
 - g. Unconditional Dip-Test Authorization.
 - h. Product Title Holder Transfer Agreement.
 - i. NCNDA/IMFPA.
5. If required, the Buyer may inspect by SGS or equivalent (Dip Test In Seller's Tanks) at Buyer's expense.
6. Upon successful verification of POP or Dip Test in the seller's tank, buyer provides their Tank Storage Receipt (TSR) to Seller so that it can issue the scheduled Injection Programming (IP) to be signed by the Buyer's storage facility. Seller then injects the product into Buyer's tanks.
7. Buyer makes the payment for the product via MT103, seller transfers the Title Holder & Ownership of the product to the Buyer.
8. After successful Trial Lift (First Lift), Seller issues SPA/Contract for 12 months with R&E to Buyer for processing.
9. Seller pays commissions to all intermediaries involved, for the initial lift and all subsequent lifts according to the signed NCNDA/IMFPA.

***On TTIA:** Upon issuance of TTIA, the port authority may require Partial POP and Injection Programming (IP) from the Seller as well as full TSR and Pipeline Transportation Code (PTC) from the Buyer.





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

1. Buyer accept seller procedure and submits an official ICPO, passport copy, banking details, and their Tank Storage Agreement "TSA".
 2. The Seller issues a Commercial Invoice (CI). Buyer countersigns THE CI and returns to the seller. Seller verifies Buyer's TSA with the port authority for approval.
 3. Buyer introduces its tank farm to the seller via email. Buyer tank farm issues two separate invoices for storage tank reservation. Seller commits fully by jointly paying the storage tank lease with the buyer directly to the Buyer's approved tank farm. The Buyer reserves 3 days of storage, while the Seller reserves 2 days of storage.
 4. Once the Buyer's tank farm issues the TSR as required, the Seller will issue its Product Injection Agreement (PIA) to be signed by all parties. When the Seller receives the PIA fully signed by all parties, the Seller issues to the Buyer below the complete set of POP documents:
 - SGS Analysis Report (within 48 hours)
 - Product Passport
 - Product Certificate of Origin
 - Unconditional Dip Test Authorization
 - Injection Report
 - Tank Storage Receipt with GPS Coordinates
 - Authority to Sell & Collect (ATSC)
 - Authority To Verify (ATV)
 - NCNDA/IMFPA
 5. Optionally, the Buyer may conduct its own Dip-Test in the Seller's tank at the Buyer's expense.
 6. After a successful SGS/Q&Q analysis report, the Seller issues the Injection Programming for approval. Product injection into the Buyer's tanks begins as scheduled.
 7. Upon successful product injection, the Buyer make payment via MT103 TT Wire Transfer as per the final product value injected into the tanks. Note: The 2-day storage tank reservation paid by the seller will be included in the final invoice.
 8. Upon payment confirmation, the Seller transfers the product ownership title.
 9. The Seller settles the fees of all involved intermediaries through NCNDA/IMFPA. Thereafter, the monthly contract shipment proceeds according to the terms and conditions in the Sales and Purchase agreement contract between both parties.
- *On PIA:** Upon issuance of PIA, the port authority may require Partial POP and Injection Programming (IP) from the Seller as well as full TSR and Pipeline Transportation Code (PTC) from the Buyer.





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

1. Buyer issues an official ICPO containing the seller's procedure, a copy of their passport, banking information, and their Tank Storage Agreement "TSA".
2. Seller issues a Commercial Invoice "CI" to the buyer, buyer signs and returns the commercial invoice to the seller **along with an Acceptance letter of the sales and purchase procedure.**
3. Seller receives the countersigned commercial invoice and issues the NCNDA/IMFPA to be signed by all parties engaged with the commission structures. Seller issues the Buyer's allotted Product Transfer Agreement (PTA) for endorsement by all parties after verifying and approving the buyer Tank Storage Agreement (TSA) with the port authorities. The seller provides the buyer with all product documents (POP) below after obtaining the fully endorsed PTA:
 - Injection Report.
 - Product Passport.
 - 24 Hours SGS Report.
 - Tank Storage Receipt (TSR).
 - Product Certificate of Origin.
 - Unconditional Dip-Test Authorization
4. Buyer's SGS team may choose to re-conduct inspection of the product in the seller's shore tank at the Buyer's expense (optional).
5. Upon successful verification of the POP or Dip-Test in the seller's tank, buyer provides their Tank Storage Receipt "TSR" to seller in order to begin Injection of the product into the buyer storage facility tanks.
6. Seller transfers the Title Holder & Ownership of the product to the Buyer upon a successful product injection into the Buyer's Tank Farm and after the Buyer has made the total payment for the product via MT103.
7. Seller provides Buyer with Contract for a period of 12 months with R&E for processing following a successful Trial Lift.
8. Seller receives and counter signs the NCNDA/IMFPA. According to the signed NCNDA/IMFPA, the seller pays commissions to each and every intermediary for the first lift as well as any additional lifts.

*On PTA: Upon issuance of PTA, the port authority may require Partial POP and Injection Programming (IP) from the Seller as well as full TSR and Pipeline Transportation Code (PTC) from the Buyer.





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(6) FREE ON-BOARD TRANSACTION PROCEDURE - (TANK TAKE OVER)

1. Buyer accepts seller's working procedure and issues Irrevocable corporate purchase order (ICPO) with their banking details and signatory Passport copy.
2. The Seller issues a Commercial Invoice (CI) for the product, Buyer countersigns and returns to the seller.
3. Buyer requests a 1-day invoice for tank storage extension and dip test in the seller's tanks when returning the CI. Seller receives the countered signed CI.
4. Upon receipt and confirmation of the Buyer's payment, the Seller issues the document below:
 - Authorization to Sell and Collect.
5. Buyer signs and return the signed "Authorization to Sell and Collect" to seller. Seller opens communication with the Seller's Tank Farm Management for the tank take over registration and for product storage/transfer with the port authority. Upon the complete tank take over and product storage/transfer registration with the port authority by the tank farm, Seller issues the POP documents below:
 - Tank Storage Receipt (TSR).
 - Product Passport/Analysis.
 - Product Certificate of Origin.
 - Injection Report.
 - 24 Hours SGS Report.
 - Unconditional Dip-Test Authorization.
6. (Optional) Buyer proceed with their SGS team to re-conducts inspection of the product in Seller's shore tanks.
7. Upon buyer successful verification of the Seller POP or after Buyer optionally conducts a Dip-Test inspection with its SGS team in the Seller's tank, Buyer makes payment for the total amount of the product in the tanks via MT103.
8. Seller confirms Buyer payment and transfers title ownership of the product to the buyer. Buyer then completely takes over the Seller's product in its storage tanks. Buyer may store its product in the tank farm or alternatively, immediately after a successful product/tank take over, proceed to transfer its product to a different tank farm or into its vessel at the port.
9. Seller provides Buyer with Contract for a period of 12 months with R&E for processing following a successful Trial Lift.
10. Seller issues the NCNDA/IMFPA to be signed by all intermediaries involved in the transaction. Seller pays commissions to all intermediaries involved for the initial lift and all subsequent lifts.





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

1. The Buyer issues an ICPO with banking details, buyer's passport and Charter Party Agreement (CPA).
2. The Seller issues Commercial Invoice for the product, Buyer countersigns and returns it to the seller.
3. Buyer requests a 1-day invoice for tank storage extension and dip test in seller tanks when returning the CI. Seller receives the countered signed CI,
4. Upon receipt and confirmation of buyer payment sellers issues the PPOP documents below:
 - Authorization to Sell and Collect.
5. Buyer signs and returns the "Authorization to Sell and Collect" document to the seller. Seller opens communication with the Tank Farm Management for product transfer registration. Upon the complete product transfer registration with the port authority by the tank farm, Seller issues the POP documents below:
 - Tank Storage Receipt (TSR).
 - Product Passport/Analysis.
 - Product Certificate of Origin
 - Injection Report.
 - 24 Hours SGS Report.
 - Unconditional Dip-Test Authorization.
6. (Optional) Buyer proceeds with its SGS team to re-conduct the inspection of the product in Seller's shore tanks.
7. Upon the Buyer's successful verification of POP and Product Dip-Test in the seller's tanks, Seller issues the Tank to Vessel Injection Agreement (TVIA) and Tanker Injection Programming (TIP).
8. Product injection begins into the Buyer's vessel. (Buyer may completely take over seller tanks for further product storage).
9. After product Transfer & Injection into the buyer vessel has been completed, buyer makes the payment for the total product via MT103, seller transfers the Title Holder & Ownership of the product to the Buyer.
10. After successful Trial Lift (First Lift), Seller issues SPA/Contract for 12 months with R&E to Buyer for processing.
11. Seller issues NCNDA/IMFPA to be signed by all intermediaries involved in the transaction. Seller pays commissions to all intermediaries involved for the initial lift and all subsequent lifts.





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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.