





**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: OT-FDMY12-13697/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) 10,000 – (Max) 300,000 Metric Tons
FOB Price	Please inquire for latest pricing.

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

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

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

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

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

<b>AUTOMOTIVE GAS OIL (AGO)</b>	
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

<b>Origin:</b>	KAZAKHSTAN, AZERBAIJAN
<b>Incoterms:</b>	FOB
<b>FOB Delivery Ports:</b>	Rotterdam, Houston, Fujairah, Jurong, Ningbo-Zhoushan
<b>Max. Trial Lifts:</b>	2,000,000 Barrels; 200,000 Metric Tons; 200,000,000 Gallons
<b>Payment Terms:</b>	TT/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** 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 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 TSA with the port authority to confirm that the buyer/storage lessee along with the storage facility TSA meets 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. All POP documents listed below will be issued to the buyer immediately after buyer and their storage facility TSA have been verified successfully by the seller to meet the required standards or after seller receives the TTIA fully signed by all parties. NB: 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 buyer may inspect by SGS (Dip Test In Tanks) at buyer's expense.
6. Upon successful verification of POP or Dip Test in the seller's tank, buyer provides Tank Storage Receipt (TSR) to seller in order to issue the scheduled Injection Programming (IP) to be signed by buyer storage facility and 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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## **(2) FREE ON-BOARD TRANSACTION PROCEDURE - (TANK TO TANK)**

1. Buyer accepts the seller's 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 CI and returns to the seller. Seller verifies by TSA with the port authority for their approval.
3. Buyer introduce their 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 tank farm issues the TSR as required, Seller will issue their Product Injection Agreement (PIA) to be signed by all parties and upon the seller receiving the PIA fully signed by all parties, the Seller issues to the Buyer below the complete set of POP documents:
  - a. SGS Analysis Report (within 48 hours)
  - b. Product Passport
  - c. Product Certificate of Origin
  - d. Unconditional Dip Test Authorization
  - e. Injection Report
  - f. Tank Storage Receipt with GPS Coordinates
  - g. Authority to Sell & Collect (ATSC)
  - h. Authority To Verify (ATV)
  - i. 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, seller issues the Injection Programming for approval and then product is injected into the Buyer's tank as scheduled.
7. Upon successful product injection, the Buyer conducts the product payment via MT103 TT Wire Transfer 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 (SPA) contract between both parties.





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### **(3) 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 with commission structures and issues the Buyer's allotted Product Transfer Agreement (PTA) for endorsement by all parties after verifying and approving the Buyer's 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:
  - a. Injection Report.
  - b. Product Passport.
  - c. 24 Hours SGS Report.
  - d. Tank Storage Receipt (TSR).
  - e. Product Certificate of Origin.
  - f. Unconditional Dip-Test Authorization
4. Buyer's SGS team may choose to re-conduct inspection of the product in the seller's shore tank.
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 as made the total payment for the product via MT103.
7. Seller provides Buyer with a Sales and Purchase Contract (SPA) for a period of 12 months with R&E for processing following a successful Trial Lift.
8. Seller receives and countersigns the NCNDA/IMFPA. The seller pays commissions to each and every intermediary for the first lift, as well as any additional lifts.





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#### **(4) FREE ON-BOARD TRANSACTION PROCEDURE - (TANK TAKE OVER)**

1. Buyer accepts the Seller's working procedure and issues an Irrevocable Corporate Purchase Order (ICPO) with their banking details and signatory Passport copy.
2. The Seller issues Commercial invoice of the product, Buyer countersigns and returns to the seller.
3. Seller receives the countered signs CI, Buyer requests a 1-day invoice for tank storage extension and dip test in seller tanks.
4. Upon receipt and confirmation of buyer payment sellers issues the below PPOP documents:
  - Authorization to Sell and Collect.
  - Product Passport/Analysis.
  - Product Certificate of Origin.
5. Buyer signs and return the "Authorization to Sell and Collect" document to seller. Seller opens communication with the Tank Farm Management for tank take over registration and for product storage/transfer with the port authority. Upon a complete take-over and product storage/transfer registration with the port authority by the tank farm, Seller issues the below POP documents:
  - Tank Storage Receipt (TSR).
  - Injection Report.
  - 24 Hours SGS Report.
  - Unconditional Dip-Test Authorization.
6. (Optional) Buyer proceeds with their SGS team to re-conduct inspection of the product in Seller's shore tanks.
7. Upon the Buyer's successful verification of seller POP or Dip-Test inspection with its SGS team in the Seller's tank, Buyer makes the payment for the total amount of the product in the tanks via MT103.
8. Seller confirms the Buyer's payment and transfers title ownership of the product to the buyer. Buyer completely takes over the Seller's product in their storage tanks. The Buyer may further store their product in the tank farm or alternatively immediately after a successful product/tank take over proceed to transfer their product to a different tank farm or into a vessel at the port.
9. After successful Trial Lift (First Lift), Seller issues SPA/Contract for 12 months with R&E to Buyer for processing.
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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### **(5) 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. Seller receives the countered signs CI, Buyer requests a 1-day invoice for tank storage extension and dip test in seller tanks.
4. Upon receipt and confirmation of buyer payment sellers issues the PPOP documents below:
  - Authorization to Sell and Collect.
  - Product Passport/Analysis.
  - Product Certificate of Origin.
5. Buyer signs and return the "Authorization to Sell and Collect" document to the seller. Seller opens communication with the Tank Farm Management for product transfer registration. Upon a complete product transfer registration with the port authority by the tank farm, Seller issues the POP documents below:
  - Tank Storage Receipt (TSR).
  - 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 buyer successful verification of POP and Product Dip-Test in the seller's tank, Seller issues the Tank to Vessel Injection Agreement (TVIA) and Tanker Injection Programming (TIP)
8. Product injection begins into the buyer 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.