





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: SN-FDMY12-21456/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:

EN590 10PPM	
Quantity	(Min) 100,000 – (Max) 500,000 Metric Tons
FOB Price	Please inquire for latest pricing.
PTO Price	Please inquire for latest pricing.
<b>Destination:</b> Alashankou Port	

JET FUEL A1	
Quantity	(Min) 1,000,000 – (Max) 3,000,000 Barrels
FOB Price	Please inquire for latest pricing.

D6 VIRGIN FUEL OIL	
Quantity	(Min) 100,000,000 – (Max) 200,000,000 Gallons
FOB Price	Please inquire for latest pricing.

LIGHT CYCLE OIL	
Quantity	(Min) 50,000 – (Max) 500,000 Metric Tons
FOB Price	Please inquire for latest pricing.

LIQUEFIED NATURAL GAS (LNG)	
Quantity	(Min) 50,000 – (Max) 500,000 Metric Tons
FOB Price	Please inquire for latest pricing.
PTO Price	Please inquire for latest pricing.
<b>Destination:</b> Alashankou Port	

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





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ESPO CRUDE OIL	
Quantity	(Min) 1,000,000 – (Max) 3,000,000 Barrels
FOB Price	Please inquire for latest pricing.
PTO Price	Please inquire for latest pricing. <b>Destination:</b> Alashankou Port

MAZUT	
Quantity	(Min) 50,000 – (Max) 500,000 Metric Tons
FOB Price	Please inquire for latest pricing.





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### Terms & Conditions

<b>Origin:</b>	TURKMENISTAN
<b>Incoterms:</b>	FOB, CIF
<b>Delivery Ports:</b>	Rotterdam, Houston, Jurong / Alashankou Terminal, China (Pipeline Takeover, CIF)
<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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**A) FREE ON-BOARD TRANSACTION PROCEDURE - (TANK TO TANK)**

1. Buyer issues: ICPO, Tank Storage Agreement (TSA), and Buyer passport.
2. Seller issues Commercial Invoice, Buyer signs and returns back to Seller for countersigning.
3. After complete verification of the Tank Storage Agreement (TSA) by the seller company, Buyer contacts their tank farm to arrange invoice for seller to pay for 3 storage days to Buyer's tank Storage Company to confirm Seller's readiness towards the transaction.
4. Upon receipt of payment for 3 storage days by the Buyer's tank Storage Company, the Buyer makes payment for an additional 3 storage days to complete the 6-day TSR. The Seller and Buyer representatives signs the NCNDA/IMFPA.
5. Seller transfers product allocation to buyer and releases the following documents to Buyer:
  - a. Product Passport.
  - b. Certificate of Origin.
  - c. Authority to Sell and Collect.
  - d. Injection schedule along with the NOR (Notice of readiness) to commence the injection of the product in buyer's tanks and Injection commences as per agreed SPOT Lift Quantity.
6. Upon Completion of Injection; Seller releases the following documents to Buyer:
  - a. Injection Report.
  - b. Recent SGS Quality Survey
  - c. Dip Test Authorization.
7. Buyer proceeds with inspection of product with SGS agent in his own tanks. Upon Buyer's successful Q&Q dip test on the product, Buyer makes the payment for the Total Value of the product injected into the Tanks by TT/MT103.
8. Seller releases to Buyer the product Title Ownership documents and Buyer lifts the product with his vessel Tanker.
9. Seller pays intermediaries as per NCNDA/IMFPA.





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

1. Buyer issues: ICPO, Tank Storage Agreement (TSA), and Buyer passport.
2. Seller issues Commercial Invoice, Buyer signs and returns back to Seller for countersigning.
3. Seller releases Inspection Approval Letter to Buyer to be signed by the Buyer and the Buyer's Tank Farm. All parties' signs NCNDA
4. Upon receipt of the signed Inspection Approval Letter from Buyer's Tank Farm, Seller issues the below documents to buyer:
  - a. Quantity and Quality Certificate (SGS) 48hrs fresh
  - b. Tank Storage Receipt (TSR).
  - c. Certificate of Origin
  - d. Product Passport (Dip Test Result).
  - e. Statement of Product Availability.
  - f. Refinery Commitment to Supply.
  - g. Authorization to Sell/Collect (ATSC).
  - h. Injection Report
  - i. Dip Test Authorization (DTA)
5. Upon successful verification of documents by the Buyer, Seller & Buyer's representative and the SGS Team meets at seller tank storage for dip test on the product and presentation of the hard copy Proof of Product documents to buyer representatives face to face.
6. Upon confirmation of product Q&Q, Seller seals the tanks in buyer's name for 10 days, Buyer pay for product by MT103/ TT and Seller immediately begins injection into buyers' tank storage.
7. Seller pays all intermediaries according to the signed NCNDA/IMFPA for monthly deliveries.





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

1. Buyer issues: ICPO, Tank Storage Agreement (TSA), and Buyer passport.
2. Seller issues Commercial Invoice, Buyer signs and returns back to Seller for countersigning.
3. Seller issues Non-Disclosure Agreement for signatory by the buyer, buyer's tank farm and Seller. Seller presents the product Injection Report and SGS report (quality and quantity) to Buyer's tank farm, upon verification of Injection Report & SGS report by Buyer tank farm, Buyer contacts their tank farm to secure their storage space.
4. Seller issues Injection Programming Agreement (IPA) to the buyer to be signed by the Buyer and Buyers tank farm company
5. Seller transfers product allocation to buyer and releases the following documents to buyer:
  - a. Product Passport
  - b. Certificate of Origin.
  - c. Authorization to Sell/Collect (ATSC).
  - d. Unconditional Dip Test Authorization (UDTA)
  - e. Injection schedule along with the NOR (Notice of readiness) to commence the injection of the product in buyers' tank and injection commences as per agreed SPOT Lift Quantity.
6. Buyer conducts its dip test on the product and the Seller commences injection into the Buyer's tank storage space. Seller releases the following documents to Buyer:
  - a. Injection Report.
  - b. Recent SGS Quality Survey
7. Buyer proceeds with inspection of product with SGS agent in his own tanks. Upon Buyers Successful Q&Q dip test on the product in his own tanks, Buyer makes the payment for the total value of the product injected into the tanks by TT/MT103.
8. Seller releases to the Buyer the product Title Ownership documents and Seller pays all intermediaries according to the signed NCNDA/IMFPA





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### **D) CIF TRANSACTION PROCEDURE - (PIPELINE TAKE OVER)**

1. Buyer issues the following documents:

- a. ICPO with seller working commercial procedure
- b. Buyer's company registration certificate.
- c. Buyer's passport copy

2. Seller issues sales purchase agreement (SPA) to Buyer, Buyer reviews, amends (if necessary), signs and return the sales purchase agreement (SPA) to seller for countersigning along with customer information sheet (CIS).

3. Seller gives Partial proof of products (PPOP) documents to buyer.

- a. Pipeline Shipment Bill of Lading (Trackable) showing present location of product.
- b. Product Quality and Quantity report issued by the Pipeline Company to affirm reception of product quality/quantity at the Pipeline facility.
- c. Product Quality and Quantity Analysis report issued from the Refinery Laboratory.
- d. Commitment to Supply and Statement of availability of product
- e. Commercial invoice of 2.5 percent commitment guarantee (USD, RMB, HK Dollar payment options available).

4. Within 5 banking days, Buyer pays invoice of 2.5 percent security guarantee to seller via TT/MT03 wire transfer.

5. The seller sends instructions to the pipeline company to continue with the commencement of the transportation of the product. Upon commencement of product transportation, the seller's bank sends the below full POP documents to the buyer's bank.

- a. Allocation Title Ownership Certificate.
- b. Contract to transport the product to the loading port.
- c. Tank Storage Receipt
- d. Product Allocation Export Permit.
- e. Bill of Lading.
- f. Pipeline Shipment Bill of Lading (Trackable)
- g. Product Quality and Quantity report issued by the Pipeline Company
- h. Chamber of International Commerce Kazakhstan in Buyer's Company Name
- i. Commitment to Supply and Statement of availability of product
- j. SGS Quality and Quantity Certificate of product inside the Pipeline. (Borne by Seller)

6. The Seller signs the NCNDA/IMFPA between all intermediaries involved, with the notarized copy sent to the Seller's bank and Buyer's Bank.

7. Upon arrival of the product at the Chinese port, Buyer conducts CIQ at the destination port and the Buyer makes payment via swift fund transfer within 5 banking days to the Seller for the total shipment value after the discharge of the product. The Seller, within 48 hours, pays the intermediaries involved according to the signed and notarized NCNDA/IMFPA.







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## **PIPELINE MAP PREVIEW**

### **SIMPLIFIED PIPELINE MAP TRANSPORTATION ROUTE**

**(TURKMENISTAN to CHINA)**

**Turkmenistan to  
Uzbekistan to  
Kazakhstan (via Kenkiyak, Kumkol, and Atasu) to  
Alashankou**









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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.