





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: VP-FDMA19-32475/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) 300,000 Metric Tons
FOB Price	Please inquire for latest pricing.

JET FUEL A1	
Quantity	(Min) 500,000 – (Max) 5,000,000 Barrels
FOB 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.





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Terms & Conditions

Origin:	NON-SANCTIONED
Incoterms:	FOB
FOB Delivery Ports:	Rotterdam, Houston
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.

PROCEDURES ARE NON-NEGOTIABLE

Prices and Procedures are subject to change without notice. Check prior to submitting an ICPO.

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 – VOPAK (TANK TO TANK)

1. BUYER to issue ICPO addressed to SELLER for verification and approval.
2. SELLER to issue CI. BUYER signs and returns CI within 24 hours.
3. SELLER to issue Authorization to BUYER for BUYER's Vopak Terminal Manager to communicate with SELLER's Vopak Terminal Manager to verify the existence of the products. This is to allow BUYER to verify fuel is real.
4. After confirmation from BUYER's Vopak Terminal Manager, BUYER's Vopak Terminal
5. Manager submits below documents to SELLER's Vopak Terminal Manager:
 - Vopak Terminal Agreement or Vopak Reference Code;
 - Vopak Barcode;
6. BUYER finalizes the Vopak Terminal Protocols.
7. SELLER to issue Full POP documents to BUYER's Vopak Terminal Manager and injection begins.
8. Upon completing the injection, BUYER makes full payment via MT103 TT and SELLER transfers title to BUYER.
9. SELLER pays commission to all intermediaries until the Contract is complete along with all rolls and extensions.





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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.