




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: ZK-FDJL15-77564/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 with full corporate responsibility that our partners are able to offer and deliver the following available products under the specified terms and conditions:

DIESEL EN590 10PPM	
Quantity	(Min) 50,000 – (Max) 200,000 Metric Tons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

DIESEL EN590 50PPM	
Quantity	(Min) 50,000 – (Max) 200,000 Metric Tons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

JET FUEL A1	
Quantity	(Min) 1,000,000 – (Max) 5,000,000 Barrels
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

JET FUEL JP54 COLONIAL	
Quantity	(Min) 1,000,000 – (Max) 5,000,000 Barrels
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

D6 VIRGIN FUEL OIL	
Quantity	(Min) 50,000,000 – (Max) 800,000,000 Gallons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.





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DIESEL D2 GAS OIL	
Quantity	(Min) 50,000 – (Max) 200,000 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.

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

GASOLINE OCTANE (RON 93)	
Quantity	(Min) 50,000 – (Max) 100,000 Metric Tons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

PETCOKE	
Quantity	(Min) 50,000 – (Max) 300,000 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) 200,000 Metric Tons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

FUEL OIL CST 180	
Quantity	(Min) 50,000 – (Max) 200,000 Metric Tons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

LIGHT CYCLE OIL (LCO)	
Quantity	(Min) 50,000 – (Max) 200,000 Metric Tons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.



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Terms & Conditions

Origin:	KAZAKHSTAN
Incoterms:	FOB, CIF
FOB Delivery Ports:	Rotterdam, Houston, Fujairah, Jurong, Belawan, Batumi
CIF Delivery Ports:	ASWP
Max. Trial Lifts:	2,000,000 Barrels; 200,000 Metric Tons; 200,000,000 Gallons
Payment Terms:	TT / MT103 / USDT / SBLC MT760 / 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.

PROCEDURES ARE NON-NEGOTIABLE

Prices and Procedures are subject to change without notice. Check prior to submitting an ICPO. 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 - (SGS REPORT)

1. THE END BUYER SHALL SUBMIT AN IRREVOCABLE CORPORATE PURCHASE ORDER (ICPO) ACCOMPANIED BY A DETAILED COMPANY PROFILE INCLUDING POF. BUYER MANDATES OR INTERMEDIARIES ARE NOT SUBJECT TO NEGOTIATION AT THIS STAGE

2. UPON RECEIPT AND VERIFICATION OF THE ICPO AND COMPANY PROFILE, THE REFINERY WILL ISSUE A COMMERCIAL INVOICE (CI) ALONGSIDE A TANK TITLE TAKEOVER CONTRACT. THE BUYER IS REQUIRED TO SIGN AND RETURN THESE DOCUMENTS PROMPTLY TO THE REFINERY FOR APPROVAL.

3. FOLLOWING CONTRACT APPROVAL, THE REFINERY SHALL PROVIDE THE BUYER WITH THE FOLLOWING CERTIFIED DOCUMENTS:

- STATEMENT OF PRODUCT AVAILABILITY
- REFINERY COMMITMENT TO SUPPLY LETTER
- FRESH SGS (48-72 HOURS)

4. THE BUYER EXTENDS THE SELLER’S TANK LEASE FOR A MINIMUM OF 10 DAYS TO FACILITATE THE ISSUANCE OF THE TANK STORAGE RECEIPT (TSR) IN THE BUYER’S NAME. THIS TSR IS ESSENTIAL FOR TERMINAL ACCESS AND PORT AUTHORITY REGISTRATION. (USDT PAYMENT OPTION AVAILABLE)

5. THE SELLER WILL ISSUE AN UNCONDITIONAL DIP TEST AUTHORIZATION (UDTA) TO THE BUYER, ENABLING THE BUYER AND THEIR INSPECTION TO CONDUCT AN INDEPENDENT DIP TEST TO VERIFY PRODUCT QUALITY AND QUANTITY.

6. UPON SATISFACTORY CONFIRMATION OF PRODUCT QUALITY AND QUANTITY BY THE BUYER, THE BUYER SHALL REMIT 50% OF THE TOTAL PRODUCT VALUE TO THE REFINERY VIA MT103 WIRE TRANSFER. UPON RECEIPT OF PAYMENT, THE REFINERY WILL RELEASE ALL RELEVANT STORAGE AND PRODUCT OWNERSHIP DOCUMENTS, INCLUDING:

- AUTHORIZATION TO SELL AND COLLECT (ATSC)
- TITLE OF OWNERSHIP, DULY CERTIFIED BY THE MINISTRY OF ENERGY

7. THE BUYER SHALL PROCEED WITH THE DISCHARGE OR TRANSFER OF THE PRODUCT INTO THEIR OWN TANKS OR VESSEL. SHOULD THE INITIAL 10-DAY TSR PERIOD BE INSUFFICIENT, THE BUYER MUST EXTEND THE TANK LEASE ACCORDINGLY.

8. UPON SUCCESSFUL COMPLETION OF PRODUCT INJECTION OR DISCHARGE, THE REFINERY WILL ISSUE THE FINAL INVOICE FOR THE REMAINING 50% BALANCE. THE BUYER IS OBLIGATED TO COMPLETE PAYMENT WITHIN 48-72 HOURS VIA MT103.

9. THE REFINERY WILL DISBURSE COMMISSIONS TO ALL AUTHORIZED INTERMEDIARIES INVOLVED IN THE TRANSACTION WITHIN 48 HOURS OF RECEIVING FULL PAYMENT, IN ACCORDANCE WITH THE TERMS OUTLINED IN THE NCNDA/IMFPA AGREEMENTS.

NOTE: THIS PROCEDURE ENSURES CLARITY, TRANSPARENCY, AND ADHERENCE TO INTERNATIONAL FOB TRADING STANDARDS, MINIMIZING RISKS AND FACILITATING SMOOTH TRANSACTION FLOW BETWEEN BUYER AND SELLER.



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B) FOB TRANSACTION PROCEDURE - (TANK TO TANK – TTTIA)

1. BUYER ACCEPTS SELLER WORKING PROCEDURE AND ISSUE ICPO ADDRESSED TO THE SELLER REFINERY ALONG WITH TANK STORAGE AGREEMENT (TSA).
2. SELLER ISSUES COMMERCIAL INVOICE (CI), BUYER SIGNS AND RETURNS BACK COMMERCIAL INVOICE
3. SELLER PROVIDE BUYER WITH THE BELOW LISTED PPOP.
 - A. PRODUCT PASSPORT (PRODUCT ANALYSIS REPORT)
 - B. IRREVOCABLE COMMITMENT LETTER TO SUPPLIER
 - C. TANK STORAGE RECEIPT (TSR)
 - D. TANK TO TANK INJECTION AGREEMENT (TTTIA) TO BE SIGNED BY BUYER TANK FARM (BUYER MUST HAVE A 5 DAYS TSR FOR 5 DAYS INJECTION PROCESS)
4. SELLER REGISTER BUYER'S COMPANY WITH PORT AUTHORITIES FOR ACCESS TO THE PORT FOR DIP TEST.
5. SELLER PROVIDE BUYER WITH
 - A. SGS REPORT
 - B. INJECTION REPORT
 - C. UNCONDITIONAL DTA
6. (NCNDA/IMFPA) WILL BE SIGNED, BUYER WITHIN 24 HOURS CONDUCT DIP TEST TO CONFIRM THE PRODUCT IN SELLER TANK.
7. UPON SUCCESSFUL DIP TEST IN SELLER TANKS, SELLER PROCEED WITH TANK TO TANK INJECTION AND PROVIDE BUYER WITH THE INJECTION REPORT OF THE PRODUCT INTO BUYER TANKS.
8. BUYERS TEAM/SGS VISIT THE PORT/TANK STORAGE FOR CONFIRMATION OF INJECTED PRODUCT TO CONDUCT DIP TEST.
9. UPON SUCCESSFUL CONFIRMATION, BUYER MAKE PAYMENT FOR TOTAL COST OF PRODUCT INJECTED INTO BUYER TANKS VIA MT103, SELLER TRANSFER TITLE OWNERSHIP TO BUYER WITH ALL EXPORTATION DOCUMENTS REQUIRED OF BUYER FOR THE TRANSACTION.
10. UPON CONCLUSION OF FIRST LIFT TRANSACTION, SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND PROCEEDS WITH THE SIGNING OF CONTRACT WITH BUYER.





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C) FOB TRANSACTION PROCEDURE - (TANK TO TANK – TTTIA - TTM)

1. BUYER SENDS ICPO WITH ACCEPTANCE LETTER, COMPANY REGISTRATION CERTIFICATE ALONG WITH BUYER’S TANK STORAGE AGREEMENT (TSA) FROM THEIR TANK FARM AS PROOF OF STORAGE AVAILABILITY AND READINESS.
2. SELLER ISSUES COMMERCIAL INVOICE FOR THE AVAILABLE QUANTITY IN THE STORAGE TANKS TO BUYER ALONG WITH TTTIA
3. UPON BUYER TANK FARM SIGNED THE TANK-TO-TANK INJECTION AGREEMENT (TTVIA) AND SELLER WILL PROVIDE TO THE BUYER WITH THE OTHER PPOP ACROSS THE TABLE IN BUYER'S DESIGNATED TANK FARM OFFICE AND IS EXCHANGED WITH BUYER'S TTTIA DOCUMENT ALONG WITH THE FOLLOWING PPOP DOCUMENTS:
 - A. FRESH 48HR SGS IN BUYER NAME.
 - B. LETTER OF GUARANTEE.
 - C. PRODUCT PASSPORT.
 - D. INJECTION REPORT.
 - E. UNCONDITIONAL DTA.
 - F. STATEMENT OF PRODUCT AVAILABILITY.
4. SELLER ISSUES COMPLETE DTA AND 5 DAYS VALID TANK STORAGE RECEIPT TO BUYER, BUYER ORDER SGS TO CONDUCT DIP TEST OF THE PRODUCT IN THE SELLER'S TANK ON BUYER EXPENSES AND SUBMIT THE INJECTION REPORT TO THE BUYER.
5. UPON SUCCESSFUL DIP TEST, SELLER INJECTS THE FUEL INTO THE BUYER'S LEASED STORAGE TANK AND SELLER SUBMITS THE FULL INJECTION REPORT TO THE BUYER.
6. BUYERS MAKE 100% PAYMENT BY MT103 TT WIRE TRANSFER FOR THE TOTAL PRODUCT TO SELLER BANK ACCOUNT & SELLER PAYS COMMISSION TO ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION WITHIN 24 HOURS AFTER CONFIRMATION OF THE BUYER'S PAYMENT.
7. SELLER ISSUES DRAFT SPA TO BUYER TO REVIEW FOR R&E MONTHLY DELIVERIES.
8. BUYER REVIEW AND APPROVES THE SPA AND ISSUES SBLC/IRDLIC IRREVOCABLE, NON-TRANSFERABLE, AUTO REVOLVING FOR 12 MONTHS SHIPMENT VALUE, DOCUMENTARY LETTER OF CREDIT FOR LENGTH OF CONTRACT AND FOR EACH LIFT PER SCHEDULE, BUYER PAYS AFTER DIP TEST BY MT103 WIRE TRANSFER ONE FOR EACH MONTHLY QUANTITY.
9. THE SUBSEQUENT DELIVERY SHALL COMMENCE ACCORDING TO THE TERMS AND CONDITIONS OF THE CONTRACT.
10. SELLER PAYS COMMISSIONS TO ALL INTERMEDIARIES AS PER IMFPA/NCNDA 24 HOURS AFTER CONFIRMATION OF PAYMENT FROM THE BUYER.





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D) FOB TRANSACTION PROCEDURE - (TANK TO TANK – 2 DAY EXTENSION)

1. BUYER ISSUES HIS ICPO CONTAINING THE SELLER'S WORKING PROCEDURE WITH COMPANY PROFILE, COMPANY REGISTRATION CERTIFICATE, BANKING DETAILS AND SCANNED COPY OF BUYER'S PASSPORT.
2. SELLER ISSUES A COMMERCIAL INVOICE FOR FIRST LIFT QUANTITIES FOR PARTY'S SIGNATURES AND ENDORSEMENT. BUYER SIGNS AND RETURNS TO SELLER.
3. BUYER SIGNS AND RETURNS TO SELLER, AND SELLER ISSUES PPOP:
 - a) REFINERY COMMITMENT TO SUPPLY.
 - b) STATEMENT OF PRODUCT AVAILABILITY.
 - c) SELLER'S TSR.
 - d) ATV TO CONTACT BY EITHER (PHONE OR EMAIL)
4. UPON BUYER CONFIRMATION OF THE ABOVE PPOP DOCUMENTS, THE BUYER EXTENDS SELLER'S TANK STORAGE FOR 2DAYS PAYMENT TO OBTAIN 2DAYS TSR IN BUYER'S NAME TO ENABLE SELLER PROVIDED THE UDTA FOR BUYER TO CONDUCT DIP TEST IN SELLER'S TANK.
5. SELLER/BUYER AND TANK FARM SIGN THE TTIA TO COMMENCE INJECTION INTO BUYER TANK STORAGE OR VESSEL. BUYER PAYS 100% VIA MT103 T/T WIRE TRANSFER FOR THE TOTAL VALUE PRODUCT.
6. SELLER PROVIDES ALL RELEVANT DOCUMENTS TO BUYER FOR THE PURCHASE OF THE PRODUCT.
7. SELLER PAYS COMMISSION WITHIN 48 HOURS BY SWIFT MT103 TO ALL INTERMEDIARIES AS SIGNED NCNDA/IMFPA.



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E) FOB TRANSACTION PROCEDURE - (TANK TO TANK – COST SHARING)

1. BUYERS ISSUES ICPO WITH FULL BANKING DETAILS & COMPANY PROFILE.
2. SELLER ISSUES COMMERCIAL INVOICE TO BUYER.
3. BUYER SIGNED/SEALED AND RETURNS COMMERCIAL INVOICE WITH LETTER OF ACCEPTANCE TO SELLER WITHIN 24HRS.
4. BUYER PROVIDES SELLER WITH TSA FROM RELIABLE TANK FARM FOR SELLER VERIFICATION AND APPROVE.
5. BUYER PAY 5 DAYS AND SELLER PAYS 3 DAYS SIMULTANEOUSLY TO COMPLETE 8 DAYS TO BUYER'S TANK FARM AND SEND TSR TO SELLER WITH AUTHORIZATION TO VERIFY (ATV).
6. SELLER ISSUES TO BUYER BELOW PPOP DOCUMENTS AS MENTIONED VIA EMAIL.
 - a) FRESH SGS REPORT (QUALITY AND QUANTITY) (24-72HOURS FRESH)
 - b) TANK STORAGE RECEIPT (TSR) WITH GPS COORDINATES OF TANK LOCATION.
 - c) INJECTION SCHEDULE (ROTTERDAM)
 - d) AUTHORIZATION TO VERIFY THE PRODUCT IN SELLER'S TANK (ATV)
 - e) PRODUCT PASSPORT.
 - f) UNCONDITIONAL DIP TEST AUTHORITY (UDTA)
7. SELLER COMMENCES WITH THE INJECTION OF THE FIRST MONTH SHIPMENT QUANTITY FROM THE REFINERY STORAGE RESERVATION THROUGH THE PIPELINE INTO STORAGE TANK IN THE PORT OF LOADING OR TANK TO TANK.

NB: IF THE INJECTION PROCESS EXCEEDS 8 DAYS BUYER SHALL COMPLETE THE OUTSTANDING DAYS TO ENABLE THE CONCLUSION OF THE INJECTION, THIS USUALLY DEPENDS ON THE TANK LOCATION.
8. UPON THE COMPLETION OF THE INJECTION, SELLER ISSUES DTA TO BUYER, BUYER INSPECTS WITH SGS AGENT.
9. AFTER BUYER SUCCESSFUL Q&Q DIP TEST ON THE PRODUCT BUYER MAKES THE PAYMENT FOR THE TOTAL VALUE OF THE PRODUCT INJECTED INTO THE TANK VIA MT103 OR TT WIRE TRANSFER.
10. UPON SELLER RECEIPT OF THE FULL PRODUCT PAYMENT FROM THE BUYER, SELLER ISSUES TO BUYER THE TITLE OWNERSHIP OF THE PRODUCT AND EXPORTS DOCUMENTS.
11. SELLER PAYS ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND SENDS SPA TO BUYER FOR ONE-YEAR SUBSEQUENTLY MONTHLY SHIPMENT CONTINUE AS PER TERMS AND CONDITIONS OF THE SALES AND PURCHASE AGREEMENT CONTRACT BETWEEN BUYER AND SELLER.





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F) CIF TRANSACTION PROCEDURE - (SBLC / DLC / GUARANTEE)

1. BUYER ISSUES ICPO AND ACCEPTANCE LETTER WITH SELLER'S DELIVERY PROCEDURES ON BUYER COMPANY LETTERHEAD ALONG WITH BUYER BANKING INFORMATION & COMPANY REGISTRATION CERTIFICATE.

2. SELLER ISSUES SALES PURCHASE AGREEMENT TO BUYER

3a. BUYER SIGNS AND RETURNS THE SPA TO SELLER WITH GUARANTEE OF COMPLIANCE, SELLER ISSUES PARTIAL PROOF OF PRODUCTS TO BUYER:

- (A) EXPORT LICENSE.
- (B) CERTIFICATE OF ORIGIN.
- (C) IRREVOCABLE COMMITMENT TO SUPPLY.
- (D) PROFORMA INVOICE FOR THE FIRST VALUE MONTH.
- (E) STATEMENT OF AVAILABILITY OF PRODUCT.

3b. WITHIN 7 BANKING DAYS, BUYER'S BANK SENDS TRANSFERABLE IRREVOCABLE OPERATIVE SBLC VIA MT760 OR DLC VIA MT700 ACCORDING TO SELLER'S FIDUCIARY BANK VERBIAGE TO SELLER'S NOMINATED FIDUCIARY BANK ACCOUNT FOR FIRST MONTH SHIPMENT, SHOULD BUYER FAIL TO ISSUE PAYMENT INSTRUMENT WITHIN THE 7 BANKING DAYS, THE BUYER MUST MAKE CASH DEPOSIT OF 3% THE TOTAL QUANTITY OF THE FIRST TRIAL SHIPMENT BY MT103 TT WIRE TRANSFER, FOR SECURITY GUARANTEE TO ENABLE SELLER SECURE A CHARTER VESSEL AND COMMENCE SHIPMENT. THIS PAYMENT WILL BE DEDUCTED FROM THE TOTAL COST OF PRODUCT AFTER INSPECTION AT DISCHARGE PORT, SELLER'S BANK ISSUES FULL POP DOCUMENTS TO THE BUYER'S BANK ALONGSIDE WITH THE 2% PERFORMANCE BOND (PB) AND TTM WILL BE HELD IN BUYER'S DESIGNATED SAFE LOCATION UPON ARRIVAL OF CARGO AT BUYER'S DISCHARGE PORT.

- (A) NOR/ETA
- (B) BILL OF LADING.
- (C) OFFICIAL EXPORT LICENSE.
- (D) VESSEL QUESTIONNAIRE 88.
- (E) PORT STORAGE AGREEMENT
- (F) SGS REPORT AT LOADING PORT.
- (G) CERTIFICATE OF OWNERSHIP TRANSFER.
- (H) DIP TEST AUTHORIZATION (DTA) & ATB.
- (I) CHARTER PARTY AGREEMENT TO TRANSPORT THE PRODUCT TO DISCHARGE PORT.
- (J) COPY OF TRANSNET SIGNED CONTRACT TO TRANSPORT THE PRODUCT TO THE LOADING PORT.
- (K) ALLOCATION TRANSACTION PASSPORT CODE CERTIFICATE (ATPCC) BY MINISTRY OF ENERGY.

4. SHIPMENT COMMENCES ONLY UPON CONFIRMATION OF BUYER'S BANK INSTRUMENT OR PAYMENT OF SECURITY GUARANTEE AND THE SHIPMENT SHOULD



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ARRIVE AT BUYER'S DISCHARGE PORT WITHIN 5-25 DAYS. THE SGS INSPECTION WILL BE BORNE BY THE SELLER AT THE LOADING SEAPORT AND BUYER AT THE UNLOADING SEAPORT.

5. BUYER RELEASES PAYMENT TO SELLER BY TT/MT103 UPON RECEIPT OF THE SHIPPING DOCUMENTS AND CONFIRMATION OF THE Q&Q BY SGS/CIQ AT DESTINATION PORT.

6. SELLER PAYS COMMISSION WITHIN 48 HOURS BY SWIFT MT103 TO ALL INTERMEDIARIES ASSIGNED NCNDA/IMPFA.

7. SELLER/BUYER PROCEEDS ON YEARLY BASIS AS PER SIGNED DRAFT CONTRACT.





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G) CIF TRANSACTION PROCEDURE - (JOINT CPA)

1. THE BUYER ISSUES ICPO + CP + COPY OF THE BUYER’S INTERNATIONAL PASSPORT (DATA PAGE) TO THE SELLER.
2. THE SELLER AND BUYER ENDORSE THE CONTRACT. THE BUYER ISSUES A LETTER OF COMMITMENT TO THE SELLER.
3. THE SELLER PROVIDES THE FOLLOWING PPOP DOCUMENTS TO THE BUYER;
 - A. COMMITMENT/ASSURANCE TO SUPPLY,
 - B. STATEMENT OF PRODUCT AVAILABILITY,
 - C. PRODUCT PASSPORT,
4. BUYER AND SELLER JOINTLY CHARTER A VESSEL FROM A RENOWNED SHIPPING COMPANY FOR SELLER INJECTION AND SHIPMENTS TO THE BUYER DESIGNATED DESTINATION/DISCHARGE PORT.
5. SELLER SENDS AN INVITATION LETTER TO THE BUYER TO COME TO THE EXPORTING PORT FOR CHECKING THE PRODUCT LOADING OR BUYER REPRESENTATIVE (OPTIONAL). THE SELLER LOADS THE PRODUCT ONBOARD THE VESSEL, SAILS TO THE COMPASSED DESTINATION OF THE BUYER AND SENDS THE FOLLOWING SHIPMENT DOCUMENTS TO THE BUYER;
 - A. CERTIFICATE OF ORIGIN
 - B. BILL OF LADING, ISSUED IN THE BUYER’S NAME.
 - C. AUTHORIZATION LETTER TO BOARD THE VESSEL
 - D. SGS INSPECTION REPORT
 - E. TANKER ULLAGE REPORT
 - F. CARGO MANIFEST
 - G. MARINE INSURANCE
 - H. VESSEL DETAILS OR Q88
6. THE BUYER PAYS VIA MT103/TT AS PER THE COMMERCIAL INVOICE WITHIN FIVE (5) BANKING DAYS, AFTER THE ARRIVAL OF THE VESSEL AT THE DESTINATION/DISCHARGING PORT AND SGS INSPECTION BY THE BUYER.
7. THE SELLER RELEASES PAYMENTS (COMMISSION) TO THE INTERMEDIARIES INVOLVED WITHIN 48 HOURS OF RECEIVING THE PAYMENT FOR THE PRODUCT FROM THE BUYER’S BANK.



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H) STS TRANSACTION PROCEDURE

1. BUYER ISSUES AN OFFICIAL ICPO ALONG WITH CPA FOR REFINERY VERIFICATION AND APPROVAL WITH FULL BUYER BANKING DETAILS & COMPANY REGISTRATION CERTIFICATE.

2. SELLER ISSUES A COMMERCIAL INVOICE FOR FIRST LIFT QUANTITIES FOR BOTH PARTY'S SIGNATURES AND ENDORSEMENT.

3. SELLER ISSUE

- BILL OF LADING
- CERTIFICATE OF ORIGIN
- COMMITMENT TO SUPPLY
- FREIGHT CARGO MANIFEST.

4. BUYER PROVIDES NOR & ETA FROM HIS SHIPPING COMPANY WITHIN 48-72 HOURS
(Failure To Provide NOR & ETA, Seller Terminates The Contract)

5. SELLER ISSUE THE BELOW-LISTED DOCUMENT:

- OFFICIAL AUTHORIZATION TO BOARD THE VESSEL.
- UNCONDITIONAL DIP TEST AUTHORIZATION.
- AUTHORIZATION TO SELL (ATS)

6. WITHIN 24 HOURS' SELLER AND BUYER JOINTLY PAY \$158,000 VIA USDT TO ENABLE SELLER AGENCY REGISTER BUYER AND SELLER COMPANY WITH PORT AUTHORITY AND MARITIME POLICE FOR STS INJECTION PROGRAM WHICH INCLUDES OBTAINING ACCESS PERMIT CODE.

NOTE: WITHOUT COMPLETION OF REGISTRATION, BUYER TEAM CANNOT CONDUCT INSPECTION AND DIP TEST ON SELLER VESSEL.

7. UPON SUCCESSFUL COMPLETION OF REGISTRATION AND CONDUCTION OF DIP TEST, SELLER AND BUYER SIGN INJECTION AGREEMENT FOR TRANSFER OF FUEL. STS INJECTION COMMERCE IMMEDIATELY.

8. SELLER AND INTERMEDIARIES SIGN FEE PROTECTION AGREEMENT.

9. AFTER FUEL INJECTION IS COMPLETED; BUYER CONDUCTS DIP TEST INSPECTION FOR QUANTITY AND QUALITY OF THE FUEL. (OPTIONAL AND AT BUYERS COST)

10. WITHIN 24-48 HOURS MAXIMUM BUYER MAKES PAYMENT VIA MT103 WIRE TRANSFER FOR THE TOTAL VALUE OF THE PRODUCT DELIVERED INTO THE BUYER VESSEL TANKER AND SIMULTANEOUSLY TITLE TO THE PRODUCT IS TRANSFER TO THE BUYER AND SELLER HAND OVER ALL EXPORTATION DOCUMENTATION IN RELATION TO THE PETROLEUM PRODUCT.





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11. COMMISSION IS PAID TO INTERMEDIARIES INVOLVE IN THE TRANSACTION WITHIN 48 HOURS VIA USDT

12. BUYER AND SELLER SIGN CONTRACT FOR MONTHLY DELIVERY VIS STS, TTV, TTT OR CIF.

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.