



**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: ZR-FDST04-14657/SCO25

Validity: 30<sup>th</sup> September 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>DIESEL EN590 (ALL GRADES)</b>	
Quantity	(Min) 20,000 – (Max) 500,000 Metric Tons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

<b>JET FUEL A1</b>	
Quantity	(Min) 350,000 – (Max) 5,000,000 Barrels
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

<b>JET JP54 COLONIAL</b>	
Quantity	(Min) 350,000 – (Max) 5,000,000 Barrels
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

<b>WEST TEXAS INTERMEDIATE (WTI)*</b>	
Quantity	(Min) 500,000 – (Max) 3,000,000 Barrels
FOB Price	Please inquire for latest pricing.

\*Only available at Houston and Rotterdam

<b>D6 VIRGIN FUEL OIL</b>	
Quantity	(Min) 25,000,000 – (Max) 400,000,000 Gallons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

<b>D2 GAS OIL</b>	
Quantity	(Min) 20,000 – (Max) 500,000 Metric Tons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.



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

<b>EASTERN SIBERIA PACIFIC OCEAN CRUDE OIL (ESPO)</b>	
Quantity	(Min) 500,000 – (Max) 5,000,000 Barrels
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

<b>MARINE FUEL / GAS OIL (MGO)</b>	
Quantity	(Min) 50,000 – (Max) 500,000 Metric Tons
CIF Price	Please inquire for latest pricing.

<b>LIQUEFIED NATURAL GAS (LNG)</b>	
Quantity	(Min) 50,000 – (Max) 500,000 Metric Tons
CIF Price	Please inquire for latest pricing.

<b>LIQUEFIED PETROLEUM GAS (LPG)</b>	
Quantity	(Min) 50,000 – (Max) 500,000 Metric Tons
Grade	CIF Price
BUTANE 50 / PROPANE 50	Please inquire for latest pricing.
BUTANE 60 / PROPANE 40	Please inquire for latest pricing.
BUTANE 70 / PROPANE 30	Please inquire for latest pricing.
LPG C4	Please inquire for latest pricing.

<b>GASOLINE (RON 87 – 97)</b>	
Quantity	(Min) 50,000 – (Max) 500,000 Metric Tons
Grade	CIF Price
87 OCTANE	Please inquire for latest pricing.
89 OCTANE	Please inquire for latest pricing.
91 OCTANE	Please inquire for latest pricing.
93 OCTANE	Please inquire for latest pricing.
95 OCTANE	Please inquire for latest pricing.
97 OCTANE	Please inquire for latest pricing.

<b>NAPHTA</b>	
Quantity	(Min) 50,000 – (Max) 500,000 Metric Tons
CIF Price	Please inquire for latest pricing.



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<b>BITUMEN (ALL GRADES)</b>	
Quantity	(Min) 50,000 – (Max) 500,000 Metric Tons
CIF Price	Please inquire for latest pricing.

<b>PETCOKE (ALL GRADES)</b>	
Quantity	(Min) 100,000 – (Max) 750,000 Metric Tons
CIF Price	Please inquire for latest pricing.

<b>BASE OIL</b>	
Quantity	(Min) 50,000 – (Max) 500,000 Metric Tons
Grade	CIF Price
SN 100	Please inquire for latest pricing.
SN 150	Please inquire for latest pricing.
SN 300	Please inquire for latest pricing.
SN 500	Please inquire for latest pricing.
BS 150	Please inquire for latest pricing.
N 40	Please inquire for latest pricing.

<b>FUEL OIL CST</b>	
Quantity	(Min) 50,000 – (Max) 500,000 Metric Tons
Grade	CIF Price
CST 180	Please inquire for latest pricing.
CST 280	Please inquire for latest pricing.
CST 380	Please inquire for latest pricing.

<b>MAZUT M100</b>	
Quantity	(Min) 50,000 – (Max) 500,000 Metric Tons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

<b>ETHANOL</b>	
Quantity	(Min) 30,000 – (Max) 500,000 Metric Tons
CIF Price	Please inquire for latest pricing.

<b>METHANOL</b>	
Quantity	(Min) 50,000 – (Max) 500,000 Metric Tons
CIF Price	Please inquire for latest pricing.



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### Terms & Conditions

<b>Origin:</b>	KAZAKHSTAN
<b>Incoterms:</b>	FOB/CIF
<b>FOB Delivery Ports:</b>	Rotterdam, Houston, Fujairah, Jurong, Ningbo-Zhoushan, Qingdao
<b>Max. Trial Lifts:</b>	2,000,000 Barrels; 200,000 Metric Tons; 200,000,000 Gallons
<b>Payment Terms:</b>	MT103/TT
<b>Inspection:</b>	CIQ, 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** 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 ICPO, Company Registration Certificate and TSA.
2. Seller issues commercial invoice, Buyer signs and return commercial invoice along with an acceptance letter of commitment to execute transaction.
3. Seller issues to Buyer the below Partial POP Documents:
  - a. Statement of Product Availability.
  - b. Unconditional Commitment to Supply.
  - c. SGS/CCIC Chemical Testing Application Form issued by Seller, to be signed by Buyer for processing of Fresh SGS/CCIC.
  - d. Inspection Approval Letter to be signed by buyer's tank farm.
4. Upon confirmation of the above documents by Buyer, Seller issues to the Buyer the below Full POP Documents:
  - a. Injection Schedule.
  - b. Act of Transfer / Change of Ownership Documents.
  - c. Authority to Sell and Collect (ATSC)
  - d. Freshly Updated SGS/CCIC Report (72 Hours).
  - e. Injection / Q&Q Report.
  - f. Tank Storage Receipt (TSR) with tank number, GPS coordinates and tank location.
  - g. Authorization to Verify (ATV) physical verification.
  - h. Unconditional Dip Test Authorization (DTA).
5. NCNDA/IMFPA is signed by all intermediaries / agents / mandates involved. Upon successful dip test by Buyer, Buyer presents its TSR and Seller injects product into Buyer's tanks and Buyer makes payment for the total value of product injected into the tanks by MT103/TT.
6. Seller pays all intermediaries / agents / mandates involved in the transaction. Upon satisfaction by Buyer, both Buyer and Seller sign contract for monthly delivery with rolls and extension.
7. Within 24 hours of the completion of the injection, the Seller pays commissions to all intermediaries involved for the initial lift and on all subsequent lifts.



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

1. Buyer issues ICPO, Company Registration Certificate and TSA.
2. Seller issues the commercial invoice (CI), Buyer signs and returns the CI along with an Acceptance Letter of commitment to execute transaction.
3. Seller issues to Buyer the below Partial POP Documents:
  - Statement of Product Availability.
  - Unconditional Commitment to Supply.
  - SGS Chemical Testing Application Form issued by Seller, to be signed by Buyer for processing of Fresh SGS.
  - Inspection Approval Letter to be signed by buyer's tank farm.

**NOTE: Buyer gets two invoices of 3 days each from their tank farm, one for buyer and one for seller. Seller makes payment for 3 days of tank lease on behalf of the Buyer and Buyer makes payment for the remaining 3 days after buyer's tank farm confirms seller's payment. Buyer's tank farm issues the 6-day TSR and signs the Inspection Approval Letter.**

4. Upon confirmation and receipt signed SGS Chemical Testing Application Form and the Inspection approval Letter, Seller issues to the Buyer the below Full POP Documents:
  - Injection Schedule.
  - Act of Transfer / Change of Ownership Documents.
  - Authority to Sell and Collect (ATSC)
  - Freshly Updated SGS Report (72 Hours).
  - Injection / Q&Q Report.
  - Tank Storage Receipt (TSR) with tank number, GPS coordinates and tank location.
  - Authorization to Verify (ATV) physical verification.
  - Unconditional Dip Test Authorization (DTA).
5. The NCNDA/IMFPA is signed by all intermediaries / agents / mandates involved. Upon successful dip test by Buyer, Buyer presents its TSR and Seller injects product into Buyer's tanks and Buyer makes payment for the total value of product injected into the tanks by MT103/TT.
6. Seller pays all intermediaries / agents / mandates involved in the transaction. Upon satisfaction by Buyer, both Buyer and Seller sign contract for monthly delivery with rolls and extension.



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### **(3) TRANSACTION PROCEDURE: CIF ANY SAFE WORLD PORT**

1. Buyer issues ICPO along with Buyer's company registration certificate.
2. Seller issues Sale & Purchase Agreement (SPA), Buyer review, amend (if necessary), signs, and return the SPA in WORD format to Seller within seven (7) banking days along with buyer's Client Information Sheet (CIS) confirming their readiness and capability to execute the transaction. Seller sends Final Approved SPA to Buyer in PDF Format along with the Invoice for buyer's issuance of a REFUNDABLE/DEDUCTIBLE 3% security guarantee deposit of the total 1st shipment value via T/T Wire to seller's fiduciary bank after signing of the contract.
3. Buyer makes payment and sends the payment swift copy and upon confirmation, Seller will proceed straight into shipment and furnish buyer with the FULL POP Documents.
4. Seller to finalize loading within five - seven (5-7) working days. Seller invites buyer for visitation to witness the final inspection and TTM for negotiation of future transactions (Optional to Buyer). Seller loads product within six (6) international working days, signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank and registers & legalizes the contract and sends to Buyer the following Full POP Document by swift via bank to bank and a copy via email to buyer and representative. Seller sends one full set of ORIGINAL POP documents to our authorized Customs Clearance agent at destination port, and send one full set of COPIES POP documents to Buyer's address via DHL or FedEx expedite (overnight) service and provide tracking numbers. (20 sets below):
  - Unconditional Commitment to Supply.
  - Certificate of Analysis (COA) also known as Product Passport.
  - Statement of Product Availability.
  - Certificate of Origin
  - Certificate of Incorporation.
  - Registered & Legalized Contract.
  - Act of Transfer/Change of Ownership Title.
  - Allocation Title Ownership Certificate
  - Copy of the Charter Party Agreement(s) to Transport the Product to Discharge Port.
  - Copy of License to Export.
  - Copy of Approval to Export.
  - Port Storage Tank Agreement.
  - Tank Receipt
  - Notice of Readiness (NOR)
  - SGS/Saybolt Certificate of Quality and Quantity, One (1) Original and three (3) copies.
  - Cargo Manifest
  - Vessel Ullage report
  - Vessel Q88
  - Bill of Lading
  - Estimated Time of Arrival (ETA)



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5. Buyer notifies seller by official written notice of his bank receiving seller's pop documents. Shipment commences as per contract schedule and product is shipped to buyer's designated discharge port and upon arrival of the cargo at the discharge port, buyer's inspection team carries out CIQ, SGS or equivalent inspection to ascertain quality and quantity.

7. Product is discharged into buyer's destination port/storage facility after successful inspection, Buyer release 97% payment via swift fund transfer MT103/TT within 3 to 5 banking days to Seller for total shipment value after discharge of product at destination port/storage facility and receipt of the entire relevant shipping documents. Seller within 48 hours pays the intermediaries involved according to signed & notarized NCNDA/IMFPA. Second and succeeding shipments continue.

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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.