





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: ZR-FDMY12-14644/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 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) 300,000 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) 3,000,000 Barrels
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

JET JP54 COLONIAL	
Quantity	(Min) 1,000,000 – (Max) 3,000,000 Barrels
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

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

*Only available at Houston and Rotterdam

D6 VIRGIN FUEL OIL	
Quantity	(Min) 50,000,000 – (Max) 400,000,000 Gallons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

D2 GAS OIL	
Quantity	(Min) 20,000 – (Max) 200,000 Metric Tons
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.





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

EASTERN SIBERIA PACIFIC OCEAN CRUDE OIL (ESPO)	
Quantity	(Min) 50,000 – (Max) 3,000,000 Barrels
FOB Price	Please inquire for latest pricing.
CIF Price	Please inquire for latest pricing.

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

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

AUTOMOTIVE GAS OIL (AGO)	
Quantity	(Min) 50,000 – (Max) 500,000 Metric Tons
CIF Price	Please inquire for latest pricing.

GASOLINE OCTANE (RON 87-95)	
Quantity	(Min) 50,000 – (Max) 500,000 Metric Tons
CIF Price	Please inquire for latest pricing.

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





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Terms & Conditions

Origin:	KAZAKHSTAN, GEORGIA
Incoterms:	FOB/CIF
FOB Delivery Ports:	Rotterdam, Houston, Fujairah, Jurong, Ningbo-Zhoushan, Qingdao
Max. Trial Lifts:	2,000,000 Barrels; 200,000 Metric Tons; 200,000,000 Gallons
Payment Terms:	MT103/SBLC MT760/DLC MT700
Inspection:	CIQ, 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.

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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APPROVED TANK FARMS

Please obtain a TSA from either one of these international logistics suppliers BEFORE submitting orders on a Tank-to-Tank basis.

Storage Logistics – Max Ahart, Director, Storage@StorageLogisticsLLC.com,
www.StorageLogisticsLLC.com

Delcon Maritime – Wayne Brooks, Operating Officer, TankStorage@DelconTerminal.com,
www.DelconTerminal.com





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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) 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) and stating the exact bank issuing the Financial Instrument and the Financial Instrument issuer's Client Information Sheet (CIS) **"if different from the buyer's company name."** Seller sends Final Approved SPA to Buyer in PDF Format along with the Proforma Invoice for buyer's issuance of SBLC MT760 / DLC MT700 pre-advice or Ready, Willing and Able (RWA) MT999/199/799 to Seller's fiduciary bank confirming their readiness and capability to execute the transaction.
3. Buyer sends swift copy of their issued SBLC MT760 / DLC MT700 pre-advice or Ready, Willing and Able (RWA) MT999/199/799 to Seller's fiduciary bank. Upon confirmation, Seller issues to Buyer via email the following transaction documents (Partial POP):
 - a. Unconditional Commitment to Supply.
 - b. Certificate of Analysis (COA) also known as Product Passport.
 - c. Statement of Product Availability.
 - d. Commercial Invoice for the total 1st shipment product value.
4. Within seven (7) banking days, Buyer's bank in accordance with seller's verbiage issues swift fully funded SBLC MT760 or DLC MT700 to Seller's fiduciary bank account to cover the 1st shipment total product value and send swift copies sent to Seller to enable seller commence loading of product with the shipping company. Seller's bank issues 2% PB to Buyer's bank to activate Buyer's financial instrument within seven (7) days.

NOTE: If due to any reason buyer can't issue the SBLC MT760 / DLC MT700 pre-advice or RWA MT999/199/799 in procedure #2, buyer is to request for the Commercial Invoice for the direct issuance of SBLC MT760 or DLC MT700 immediately after signing of the Contract. Meanwhile, the alternate solution to all is to request for invoice and make a REFUNDABLE/DEDUCTIBLE 3% security guarantee deposit of the total 1st shipment value via T/T Wire Transfer after signing of the contract. Upon confirmation, Seller will proceed straight into shipment and furnish buyer with the FULL POP Documents via bank to bank. The Duration of the financial instrument issuance must be more than 366 days.

5. Upon Seller's bank successful exchange of instrument method with buyer's bank or REFUNDABLE / DEDUCTIBLE Security Guarantee Deposit/Payment of 3% of the total 1st shipment product value via T/T Wire to seller's fiduciary bank, Seller to finalize loading within five to seven (5 to 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





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Clearance agent at destination port and sends one full set of COPIES OF THE POP documents to the Buyer's address via DHL or FedEx, expedited (overnight) service and provides tracking numbers. (17 sets below):

- a. Copy of the Charter Party Agreement(s) to Transport the Product to Discharge Port.
- b. Act of Transfer/Change of Ownership Title.
- c. Certificate of Incorporation.
- d. Registered & Legalized Contract.
- e. Allocation Title Ownership Certificate.
- f. Copy of License to Export.
- g. Copy of Approval to Export.
- h. Port Storage Tank Agreement.
- i. Tank Receipt
- j. Certificate of Origin
- k. Notice of Readiness (NOR)
- l. SGS/Saybolt Certificate of Quality and Quantity, One (1) Original and three (3) copies.
- m. Cargo Manifest
- n. Vessel Ullage report
- o. Vessel Q88
- p. Bill of Lading
- q. Estimated Time of Arrival (ETA)

6. 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 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.