

Ref No. USB/PM-BOPP-MBOPP-LOCAL/2024/283		Ummsaid Bakery Price Comparison Sheet of Packaging Materials					Price Validity starts From	01/Sep/2024	
S No	Description	Supplier Name					Approved Supplier		
		1 ITC Limited India (QAR)	2 First Pack Factory W.L.L, Qatar (QAR)	3 Al-Jawad Plastic & Flexible Packaging Factory Co., KSA (QAR)	4 Al Rayyan Plastic Factory (QAR)	5 Behzad Plastic (QAR)			
		Price / Kg							
1	BOPP Roll , 4 colour * Flexo	20.88	22.00	12.75	14.00	18.50	• Behzad (Cylinder develop with Behzad ) 19 SKUs		
2	BOPP Roll , 8 colour *Roto	20.88	22.00	12.75	-	22.50	• Behzad (Cylinder develop with Behzad ) 30 SKUs		
3	BOPP Plain Roll	-		10.00	-	13.00	• First Pack , 2 SKUs		
4	BOPP 20 micron + MOPP 20 Micron** Matte + Gloss	20.88	22.00	-	-	24.00	• First Pack (Cylinder develop with First Pack) 15 SKUs ✓		
5	BOPP 20 micron + MOPP 20 Micron	20.88	20.00	15.50	-	22.00	• First Pack (Cylinder develop with First Pack) 35 SKUs ✓		

**Approx. purchase value for volume coverage for each month is approximately QAR 256,451 & quarterly is QAR 769,352/-.** There is overall quarterly saving of approximately QAR 11,350/- as per the last purchase approval. Working sheet is attached for reference.

In case of any additional volume requirement, purchase will be made as per approved QC Supplier rates or lower.

In MBOPP Matt/Metallic BOPP/BOPP Flexo/BOPP Roto we have identified 94 SKUs (out of total 105 SKUs) whose consumption is less than 300kg. Further 77 SKUs are having consumption less than 100 kg/month, 14 SKUs having consumption less than 200kg and 3 SKUs are having consumption less than 300 KG/month. Thus for 94 SKU's we are preferring local suppliers over ITC to avoid min 6-8 months' inventories (3-4 month safety stock and 4 month approx. lead time) which can be an issue (in terms of write off / immediate change) if any change in the artwork is needed.

**Local Development :** Alternate for Behzad in Bopp Flexo & Rotto

**First Pack :** All new NPDs developed, single layer BOPP, MBOPP and Bopp matt will be developed at Firspack. In this quarter price is competitive compare to ITC. For cylinder development additional cost to be paid QAR 500/color in AW ✓

**Al Zaini :** New Roto installed at Al Zaini, they can print on single layer Bopp, Metallic Bopp and Matt Bopp. Cylinder cost will be additional if yearly invoice value is less than QAR 100K. Submitted other supplier samples. 1 SKU will be developed to evaluate printing, cutting and sealing quality of Rolls. Artwork has been shared with them to process.

**Al Rayan :** Production start from 2nd Week of June 2024. They submitted the samples for quality evaluation purpose. If quality founds suitable, then we will consider them for further supplier development in existing products

**Al Jawwad:** We have got the digital proof approval for 16 SKUs. Supplier is offering to deliver some quantity on approved Purchase order to evaluate the quality. Upon approval of quality, they will deliver the rest quantities. Once quality got approved, We will start sharing the orders frequently to check their quality on longer runs. We have targeted 18 SKUs whose MOQ is more than 1MT/ Semi Annually(Working sheet attached for details). In this quarter price is competitive as compare to Behzad and First pack. For cylinder development additional cost to be paid QAR 4000/SKU.

**Notes:**

1. We will buy at the above prices or lower, for next 3 months - next comparison sheet will be made in next quarter or if the prices are increased in this period. ✓
2. We are in discussion with Al Jawad from KSA to develop as alternate supplier for all Structure of Packing Material . We had shared the list of items whose consumption is more than 1MT/ semi annually to start with.
3. Choice of supplier will be made not only on being the cheapest , but also considering quality of print, capability of supplier production capacity and availability of cylinder with the supplier.
4. The stated period is 3 month but Procurement department will be checking the market prices regularly/ before making new orders.
5. Purchase orders will be raised based on this approval. In case of imports- freight, clearance, insurance, legalization, DO or any other ports / shipping line charge will be paid at actual.
6. To maintain local supplier as backup for 11 SKUs (from ITC ). We will purchase 20%-30% volume locally for this Quarter to avoid any short fall. Also we are considering the same previous quote as supplier currently not responding on RFQ (Email attached)
7. **First Pack has maintained 2 criteria for Rates applicable - Qty. less than 500kg and more than-equal to 500kg** (refer Firspack quotation) ✓
8. ± 10 % of ordered quantity will be accepted
9. Variance in freight cost due to order quantity or shipment mode change or force majeure scenario will be accepted.
10. 5% duty will be applicable for imports other than GCC
11. Conversion rate for USD is considered 3.68/dollar .

Authorisation/ Approval

Mohd Wamiq	Abdul Rashid	Shafiq Ahmed	Tayyab Mohammad Azam	Tayyab Mohammad Azam	Sameer Mohammed	Adnan Meerji	Khaja	Tariq Ali	Ahmed Osman	Sheikh Mansoor
Officer - Procurement	Production Manager	Senior Manager- Operations	Senior Manager – Procurement	Sr Manager - Procurement	Senior Manager • Finance	General Manager	Asst. Vice President - Finance	Chief Executive Officer	Business Advisor	Board Member
03/09/2024	03/09/2024	04/09/2024	05/09/2024	08/09/2024	08/09/2024	08/09/2024	09/09/2024	09/09/2024	10/09/2024	10/09/2024



Ref No. USB/PM-BOPP-MBOPP-LOCAL/2024/401 ✓		Ummsaid Bakery Price Comparison Sheet of Packaging Materials					Price Validity starts From	02/Dec/2024 ✓	
S No	Description	Supplier Name					Approved Supplier		
		1 ITC Limited India (QAR)	2 First Pack Factory W.L.L, Qatar (QAR)	3 Al-jawad Plastic & Flexible Packaging Factory Co., KSA (QAR)	4 Al Rayyan Plastic Factory (QAR)	5 Behzad Plastic (QAR)			
		Price / Kg							
1	BOPP Roll , 4 colour * Flexo	19.76	✓ 22.00	13.00	14.00	18.50	• Behzad (Cylinder develop with Behzad ) 16 SKUs		
2	BOPP Roll , 8 colour *Roto	19.76	22.00	14.00	-	22.00	• Behzad (Cylinder develop with Behzad ) 29 SKUs • Al-Jawad (Cylinder developed with Al-jawad) 1 SKU		
3	BOPP Plain Roll ✓	-	✓ 10.00	10.00	12.00	13.00	• First Pack , 2 SKUs		
4	BOPP Printed Roll ✓		✓ 16.00	13.00	-	18.50	• First Pack , 5 SKUs • Al-Jawad, MOQ is Min 500kg; Consumption is less than 100kg/month		
5	BOPP 20 micron + MOPP 20 Micron** Matte + Gloss	22.07	22.00	15.00	-	24.00	• First Pack (Cylinder develop with First Pack) 18 SKUs		
6	BOPP 20 micron + MOPP 20 Micron ✓	21.30	✓ 20.00	16.00	-	22.00	• First Pack (Cylinder develop with First Pack) 40 SKUs • Behzad (Cylinder develop with Behzad) 1 SKU @ QAR 22/kg		
7	CPP Metallized, BOPP + Metallized CPP			20.00		-	• First Pack (Cylinder develop with First Pack) 3 SKUs - NPD Rusk • Behzad have not available with approved Structure		

Approx. purchase value for volume coverage for each month is approximately QAR 281,424 & it will be approx. QAR 1,407,119/- . There is overall saving of approximately QAR 15,099/- (in 5 Months) as per the last purchase approval. Approx. Monthly consumption for BOPP will be 13,722kg. Working sheet is attached for reference.

In case of any additional volume requirement, purchase will be made as per approved QC Supplier rates or lower.

In MBOPP Matt/Metallic BOPP/BOPP Flexo/BOPP/ BOPP/ CPP Metallized we have identified 114 SKUs (out of total 100 SKUs) whose consumption is less than 300kg. Further 74 SKUs are having consumption less than 100 kg/month, 21 SKUs having consumption less than 200kg and 5 SKUs are having a consumption less than 300 KG/month. Thus for 100 SKU's we are preferring local suppliers over ITC/Aljawad to avoid min 6-8 months' inventories (3-4 month safety stock and 4 month approx. lead time) which can be an issue (in terms of write off / immediate change) if any change in the artwork is needed.

Local Development : Alternate for Behzad in Bopp Flexo & Rotto

**First Pack :** All new NPDs developed, single layer BOPP, MBOPP, Bopp matt and Metallized CPP will be developed at Firspack. In these 5 months, price is competitive compare to ITC. For cylinder development additional cost to be paid QAR 500/color in AW

**Al Rayan :** Production started from 2nd Week of June 2024. They submitted the samples of HDPE/LDPE and PP bags for quality evaluation purpose. However, we are waiting for BOPP samples to submit the same to QC. If quality founds suitable, then we will consider them for further supplier development in existing products

#### Al jawwad:

(A)- We have successfully developed the 1SKU from Al-jawad in BOPP-R. Also, we have got the digital proof approval for 16 SKUs. Now, we are looking to developed 1 SKU in BOPP - Metallic. We already have pending orders with existing approved Suppliers. Once deliveries will complete then order will place to Al-jawad upon SKU approval.

(B)- Since, we are planning to developed those SKUs whose developed with ITC or Consumption in morethan 300kg per month. Al-Jawad MOQ is 1 MT.

(C) - Al-Jawad is offering to deliver some quantity on approved Purchase order to evaluate the quality. Upon approval of quality, they will deliver the rest quantities. Once quality got approved, We will start sharing the orders frequently to check their quality on longer runs. We have targeted 16 SKUs whose MOQ is more than 1MT/ Semi Annually(Working sheet attached for details). In this quarter price is competitive as compare to Behzad and First pack. For cylinder development additional cost to be paid QAR 4000/SKU.

**ITC :** Given prices are with MOQ of 750kg/SKU along with USD 200/color as a cylinder charges.

#### Notes:

1. We will buy at the above prices or lower, for next 5 months - next comparison sheet will be made after April 2025 or if the prices are increased in this period.
2. We are in discussion with Al Jawad from KSA to develop as alternate supplier for all Structure of Packing Material . We had share the list of items whose consumption is more than 1MT/ semi annually to start with.
3. Choice of supplier will be made not only on being the cheapest , but also considering quality of print, capability of supplier, production capacity and availability of cylinder with the supplier.
4. The stated period is 5 month but Procurement department will be checking the market prices regularly/ before making new orders.
5. Purchase orders will be raised based on this approval. In case of imports- freight, clearance, insurance, legalisation, DO or any other ports / shipping line charge will be paid at actual.
6. To maintain local supplier as backup for 11 SKUs (from ITC ). We will purchase 20%-30% volume locally for this Quarter to avoid any short fall. Also we are considering the same previous quote as supplier currently not responding on RFQ (Email attached)
7. **First Pack has maintained 2 criteria for Rates applicable - Qty. less than 500kg and more than-equal to 500kg (refer Firstpack quotation)**
8. ± 10 % of ordered quantity will be accepted
9. Variance in freight cost due to order quantity or shipment mode change or force majeure scenario will be accepted.
10. 5% duty will be applicable for imports other than GCC
11. Conversion rate for USD is considered 3.68/dollar .

#### Authorisation/ Approval

Abdul Raheem	Tayyab Mahammed	Afzael Hussain	Hamed Balcha	Aamer Meeri	Khaja Rahasuddin	Tariqe Moharrad	Ahmed Olyam	Sherif Mansoor
Shafiq Ahmed	Samer Mohammed	Samir Hussain	Hamed Balcha	Aamer Meeri	Khaja Rahasuddin	Tariqe Moharrad	Ahmed Olyam	Sherif Mansoor
Officer - Procurement	Senior Manager - Operations	Senior Manager - Procurement	Senior Manager - Finance	Head - Procurement	General Manager	General Manager	Asst. Vice President - Finance	Chief Executive Officer
17.12.2024	17.12.2024	17.12.2024	19.12.2024	18.12.2024	22.12.2024	25.12.2024	25.12.2024	26.12.2024

Mohd Waseeq	Abdul Raheem	Tayyab Mahammed	Afzael Hussain	Hamed Balcha	Aamer Meeri	Khaja Rahasuddin	Tariqe Moharrad	Ahmed Olyam	Sherif Mansoor
Officer - Procurement	Production Manager	Senior Manager - Operations	Senior Manager - Procurement	Senior Manager - Finance	Head - Procurement	General Manager	Asst. Vice President - Finance	Chief Executive Officer	Business Advisor
17.12.2024	17.12.2024	17.12.2024	19.12.2024	18.12.2024	22.12.2024	25.12.2024	25.12.2024	26.12.2024	26.12.2024

Ref No. USB/PM-LDCP/393

## Ummsaid Bakery Price Comparison Sheet of Packaging Materials

Price Validity starts From 02/Dec/2024

S No	Description	Supplier Name				Approved Supplier
		1	2	3	4	
		ITC Limited India (QAR)	First Pack Factory W.L.L, Qatar (QAR)	Al-Jawad Plastic & Flexible Packaging Factory Co, KSA (QAR)	Hd Ulurarsi (QAR)	
		Price / Kg				
1	LDCP As Per Artwork (For Slice Bread)	-	15.00	14.00	* 17.32	• First Pack Factory W.L.L
2	LDCP BAG SLICED BREAD (Health Range, Matt)	-	18.00	14.00	* 17.32	• First Pack Factory W.L.L
<b>Approx. purchase value for volume coverage for each month is approximately QAR 141,054 &amp; for 5 months, It will be QAR 705,272 reference attached.</b>						
In case of any additional volume requirement, purchase will be made as per approved QC Supplier rates or lower.						
In LDCP Sliced Bread + Health Range Products, there are total 16 SKUs out of which 6 SKUs have consumption more than 500kg, 5 SKUs have consumption more than 300kg and less than 500kg, 5 SKUs have consumption less than 300kg.						
In LDCP Sliced Bread there is 12 SKU out of which 4 SKU have consumption of less than 300 kg ,4 SKU consumption is less than 500 kg & 4 SKU consumption is more than 500 KG						
In LDCP Health Range there is only 4 SKU out of which 1 SKU have consumption of less than 300 kg ,1 SKU consumption is less than 500 kg & 2 SKU consumption is more than 500 KG						
First Pack Supplier reduced the price in LDCP range by QAR 1/kg. Now total price advantage in given 5 months duration will be QAR 45,945/- Check spend details for reference.						
* First pack is our approved supplier. Any new NPDs developed in bread category will be developed at Firsipack. For cylinder development additional cost to be paid QAR 500/color in AW						
* HD Ulurarsi, Turkiye has supplied earlier in December 2022 on QAR 23.13 / kg (Delivered Price) and also current MOQ per SKU is 5MT (refer HD Quotation mail)						
<b>Notes:</b>						
1. We will buy at the above prices or lower, till end of April 2025 - next comparisons will be made after April 2025 or if the prices are increased.						
2. Currently we are working on existing structure of bread bags. We are moving from LDCP to Bread CPP as per marketing request. Samples have been arranged from existing approved supplier "Firstpack". Now waiting for final approval (Email attached). Once structure will finalize, we will develop the same with other suppliers whose price seems compatible.						
3. Choice of supplier made not only on being the cheapest , but also considering quality of print, capability of supplier production capacity and availability of cylinder with the supplier, MOQ , lead time of deliveries etc.						
4. Since GCC trade is open now so we have explored one of the vendor in KSA named Al-jawad Plastic. Their prices are mentioned in above sheet. Also their cost comparison with Firsipack also attached. Due to Cylinder charges (QAR 4000/SKU with 1MT MOQ), their prices will not recover in given 5 months duration. However, artwork approval and cylinder development will go parallel. Al-jawad Working sheet is attached for reference. Supplier is offering to deliver some quantity on approved Purchase order to evaluate the quality. Upon approval of quality, they will deliver the rest quantities. Once quality got approved, We will start sharing the orders frequently to check their quality on longer runs.						
5. The stated period is 5 month but Procurement department will be checking the market prices regularly/ before making new orders.						
6. Our Preferred Supplier First Pack has maintained 2 criteria for Rates applicable - Qty. less than 500kg and more than-equal to 500kg (refer Firsipack quotation)						
7. Any new SKU NPD addition, per color QAR 500 for cylinder development charges to be paid (refer Firsipack quotation).						
8. Purchase orders will be raised based on this approval & freight, clearance, insurance, legalization, DO or any other ports / shipping line charge will be paid at actual.						
9. ± 10 % of ordered quantity will be accepted						
10. Variance in freight cost due to order quantity or shipment mode change or force majeure scenario will be accepted.						
11. 5% duty will be applicable for imports other than GCC						
12. Conversion rate for USD is considered 3.68/dollar .						
<b>Authorisation/ Approval</b>						

Mohd Waniq	Abdul Rashed Abdulla	Sabiq Attael	Tayyib Mohamed Amin	Afif Harsali	Hamed Busisi	Saadeh Mohamed	Alian Meegi	Khalid Belhoudis	Taqiq Mohamed	Ahmed Osman	Shabbir Mensor
Officer - Procurement	Production Manager	Stander Manager - Operations	Senior Manager - Procurement	Head Procurement	General Manager	Senior Manager - Finance	General Manager	Asst. Vice President - Finance	Chief Executive Officer	Business Advisor	Board Member
16/12/2024	16/12/2024	17/12/2024	17/12/2024	17/12/2024	17/12/2024	19/12/2024	19/12/2024	22/12/2024	23/12/2024	23/12/2024	23/12/2024