

No: QF/2025/082

Date : 21-Jun-2025

PURCHASE MEMORANDUM

<b>BASIC DETAILS</b> Item / Asset Title : Crude Sunflower Oil Type of Item / Asset : Raw Material Department : Production Type of expenditure : Capital		<b>IF CAPEX, NATURE OF CAPEX</b> a) Expansion <input type="checkbox"/> b) Capacity enhancement <input type="checkbox"/> c) Cost reduction <input type="checkbox"/> d) Replacement <input type="checkbox"/> e) Office equipments <input type="checkbox"/> f) Furniture & Fixings <input type="checkbox"/> g) Others (specify) <input type="checkbox"/>		<b>LAST PURCHASE</b> Supplier name : Agrosan Commodities DMCC COO : Ukraine Total value : USD 1,837,500/- Rate : USD 1.225/mt (Crude SFO) Total Qty : 1,500 MT (Crude SFO) Pur. Memo. No : QF/2025/082 Date : 21.04.2025	
---	--	---	--	---	--

REASON/OBJECTIVE OF THIS PURCHASE

1-Ordering Crude Sunflower Oil in bulk packing (flexibag) required for processing Sunflower Oil in our refinery to supply to local market.  
 2-Product origin is Ukraine, however, same will be shipped from Gdansk-Poland or Constanta-Romania Port and accordingly War risks will be covered under marine insurance.  
 3-Total coverage including this order will be ~6-7 months, physical coverage will be around 2-3 months only at any given point of time.  
 4-Refer Stock report attached for weekly 'In Hand' coverage levels for better understanding.

5-There is price impact as follows:

- a) USD 10/MT X 1,500 MT = USD 15,000/- equivalent QAR 54,750/- as compared to last purchase of Crude SFO from Agrosan.
- b) USD 15/MT X 1,500 MT = USD 22,500/- equivalent QAR 82,125/- as compared to last purchase of Crude SFO from Agrosan.
- c) USD 15/MT X 500 MT = USD 7,500/- equivalent QAR 27,375/- as compared to last purchase of Crude SFO from Agrosan.

6-Purchase price comparison & approval document attached.

RISKS/CONCERNS/NON-COMPLIANCE OF SO's or POLICY

Original documents are mandatorily required for customs clearance. However, we can clear the shipment on copies of documents as the special approval was obtained for shipments from Ukraine given the war situation.

QUOTED SUPPLIERS DETAILS									
No	Party Name	Country of Origin	Shipment Term	Currency	Quoted rate/MT	Negotiated rate/MT	Exchange rate	Rate / MT (QAR)	Quantity MT
1	Agrosan Commodities DMCC, UAE / Crude Sunflower Oil	Ukraine	CFR	USD	1,240	1,235	3.65	4,508	1,500
2	Sona Oils Pte Ltd., (thru HillSun Services Pte Ltd, Singapore) / Crude Sunflower Oil			USD	1,285	1,240	3.65	4,526	1,500
3	Mercury Group of Companies, UAE / Crude Sunflower Oil			USD	1,249	1,240	3.65	4,526	1,500
4	Alliance for Trade & Investment, Egypt / Crude Sunflower Oil	Egypt		USD	1,330	1,330	3.65	4,855	1,500
5	Lohma Pty Ltd, Australia / Crude Sunflower Oil	Ukraine		USD	1,278	1,278	3.65	4,665	1,500
6	Dreadnought KZ / Crude Sunflower Oil	Ukraine		USD	1,362	1,362	3.65	4,971	1,500
* All the supported quotations are attached									
1-Cost QAR 4,000/container (approx.) for clearance, insurance, legalisation, transportation, delivery order etc. any other port / shipping line charges is not included in this PM. 2-The above cost is indicative only. However actual will be paid by us at the time of clearance. 3-Quantity Tolerance +/- 10 % acceptable. 4-Partial delivery & payment is acceptable. 5-Insurance will be taken care by Business Unit. 6-Crude oil is duty exempted based on Quota and H.S. code availability and exemption will be arranged. In case of any issue in custom tariff and in the event of rejection of exemption request, 5% duty will be paid by us. 7-Certificate of Conformity (CoC) requirement if any will be additional and paid by us at actual. 8-Ordering from all 3 suppliers i.e. Agrosan (1,500 MT), Mercury (500 MT) & Sona Oil (1,500 MT) basis the availability to maintain stock.									

RECOMMENDED SUPPLIER DETAILS									
No.	Party Name	Country of Origin	Shipment Mode	Shipment Term	Exchange rate	Negotiated rate/mt	Rate/MT (QAR)	Quantity MT	Amount FC
1	Agrosan Commodities DMCC, UAE / Crude Sunflower Oil	Ukraine	Sea	USD	1,235	1,235	3.65	4,508	1,500
2	Sona Oils Pte Ltd., (thru HillSun Services Pte Ltd, Singapore) / Crude Sunflower Oil	Ukraine	Sea	USD	1,240	1,240	3.65	4,526	1,500
3	Mercury Group of Companies, UAE / Crude Sunflower Oil	Ukraine	Sea	USD	1,240	1,240	3.65	4,526	500
Total Amount									4,332,500

Supplier selection criteria(s):  
 Better quality ☐ Lowest bidder ☒ Reputed supplier ☐ Others (specify) ☐ From 3 supplier basis the availability

BUDGET DETAILS									
Particulars									
Budgeted value for the requested Capex/expense									
Budget utilized till last purchase									
Balance available for this purchase									
Proposed as per this purchase memorandum									
Surplus (Deficit)									

AUTHORIZATION / APPROVAL

Signature of Requester: <i>Michael</i> Signature of Approver: <i>Tayyab Mohammad Faizan Khatri</i> Signature of Manager: <i>Michael Mascarenhas</i> Signature of Senior Manager: <i>Tayyab Mohammad Azam</i> Signature of Contract Execution: <i>Michael Mascarenhas</i>									
Name: <i>Michael</i> Designation: <i>Senior Manager - Procurement</i> Name: <i>Tayyab Mohammad Faizan Khatri</i> Designation: <i>Manager Finance</i> Name: <i>Michael Mascarenhas</i> Designation: <i>Contract Execution - Export</i> Name: <i>Tayyab Mohammad Azam</i> Designation: <i>Senior Manager - Procurement</i> Name: <i>Michael Mascarenhas</i> Designation: <i>Contract Execution - Export</i>									

Khaja Bahaudin  
 Asst. Vice President - Finance  
 Tarique Mohammad  
 Chief Executive Officer  
 Ahmed Osman  
 Business Advisor  
 Sheikh Mansoor  
 Board Member