

No: QFI/2025/082

PURCHASE MEMORANDUM

BASIC DETAILS		IF CAPEX / NATURE OF CAPITAL		LAST PURCHASE	
Item / Asset Title : Crude Sunflower Oil .....	Type of Item / Asset : Raw Material .....	a) Expansion <input type="checkbox"/> b) Capacity enhancement <input type="checkbox"/>	c) Cost reduction <input type="checkbox"/> d) Replacement <input type="checkbox"/>	Supplier name : Agro Commodity DMCC	COO : Ukraine
Department : Production .....	Type of expenditure : Capital .....	e) Office equipments <input type="checkbox"/> f) Furniture & fittings <input type="checkbox"/>	g) Others (specify) <input type="checkbox"/> If a/b/c is/are applicable, Note: Pls attach feasibility study if a/b/c is/are applicable.	Total value : USD 8,37,55/-	Rate : USD 1,225/mt (Crude SFO)
				Total Qty : 1,500 MT (Crude SFO)	Pur. Memo. No : QFI/2025/082 Date : 22-04-2025

**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 3-3 months only at any given point of time.

4-Refer Stock report attached for weekly In Hand coverages levels for better understanding.

5-There is price impact as follows:

a)USD 10/Mt / USD 1,500 MT = USD 15,000/ equivalent QAR 54,750/- as compared to last purchase of Crude SFO from Agrozan.

b)USD 15/Mt X 1,500 MT = USD 22,500/- equivalent QAR 82,125/- as compared to last purchase of Crude SFO from Agrozan.

c)USD 15/Mt X 500 MT = USD 7,500/- equivalent QAR 27,375/- as compared to last purchase of Crude SFO from Agrozan.

6-Purchase price comparison & approval document attached.

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.

**RISKS/CONCERN/S/NON-COMPLIANCE OF SOPs OR POLICY**

No	Party Name	Country of Origin	Shipment Term	Currency	Quoted rate/MT	Negotiated rate/MT	Exchange rate/MT	Rate/MT (QAR)	Quantity	QUOTED SUPPLIER(S) DETAILS			Remarks
										FC	Total - Qt.	Payment Term / Mode	
1	Agro Commodity DMCC, UAE / Crude Sunflower Oil	Ukraine	CFR	USD	1,240	1,235	3.65	4,508	1,500	1,852,500	6,761,625		1-Cost QAR 4,000/container (apprx.) for clearance, Insurance, legalisation, transportation, delivery order etc. any other port, shipping line charges is not included in this P.M. 2-The above cost is indicative only.However actual will be paid by us at the time of clearance.
2	Sona Oil Pte Ltd., (thr HillSun Services Pte Ltd, Singapore) / Crude Sunflower Oil	Ukraine	CFR	USD	1,285	1,240	3.65	4,526	1,500	1,860,000	6,783,000	100% LC payable at sight	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. Incase of any issue in customs 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. Agrozan (1,500 MT), Mercury (500 MT) & Sona Oil (1,500 MT) basis the availability to maintain stock.
3	Mercury Group of Companies, UAE / Crude Sunflower Oil	Ukraine	CFR	USD	1,249	1,240	3.65	4,526	1,500	1,860,000	6,783,000	100% against copies documents	
4	Alliance for Trade & Investment, Egypt / Crude Sunflower Oil	Egypt	CFR	USD	1,330	1,330	3.65	4,835	1,500	1,995,000	7,281,750	TBA	
5	Lotema Pte Ltd, Australia / Crude Sunflower Oil	Ukraine	CFR	USD	1,278	1,278	3.65	4,665	1,500	1,917,000	6,699,000	30% advance...70% before portation	Price advantage in ordering from Agrozan, Mercury & Sons Oils.
6	Dreashoptech (KZ) / Crude Sunflower Oil	Kazakhstan	CFR	USD	1,362	1,362	3.65	4,971	1,500	2,043,000	7,455,950	100% against copies documents	

**RECOMMENDED SUPPLIER DETAILS**

No	Party Name	Country of Origin	Shipment Mode	Negotiated rate/mt	Exchange rate/mt	Rate/MT (QAR)	Quantity MT	Amount FC	Total - Qt.	BUDGET DETAILS		
										Mode	Date of shipment	Date of arrival
1	Agro Commodity DMCC, UAE / Crude Sunflower Oil	Ukraine	Sea	USD	1,235	3.65	4,508	1,500	1,852,500	6,761,625		
2	Sona Oil Pte Ltd, (thr HillSun Services Pte Ltd, Singapore) / Crude Sunflower Oil	Ukraine	Sea	USD	1,240	3.65	4,526	1,500	1,860,000	6,783,000	As above	During July 2025
3	Mercury Group of Companies, UAE / Crude Sunflower Oil	Ukraine	Sea	USD	1,240	3.65	4,526	500	620,000	2,263,000		Apprx 60-90 days

Supplier selection criteria(s) :

Better quality

Lowest bidder

Reputed supplier

Others (specify)

From 3 suppliers basis the availability

Particulars	Budgeted value for the required Capital/expense			Remarks if any
	Budgeted value for the required Capital/expense			
Budgeted value for the purchase				
Balances available for the purchase				
Proposed date for the purchase memorandum				
Supply /Deficit				

**APPROVAL/ APPROVAL**

Michael Ayyar	Tayyab Mohammad Azam	Atif Hussain	Hamed Bushra	Ahmed Mansoor
Michael Masurenhas	Faizan Khatri	General Manager	General Manager	Business Advisor
Assistant Manager - Contract Execution - Export	Manager Finance	Head Procurement	Head Procurement	Business Advisor
Vishnu Prasad	Senior Officer - Procurement	Khurram Khan	Khalid Hussain	Sheikh Mansoor
Business Advisor	Business Advisor	Business Advisor	Business Advisor	Board Member