

PURCHASE ORDER

Dandy Company Ltd

PO Box: 2239, Street 2, Gate No. 160

Doha Qatar

Email: Tel:44422980 Fax:



PURCHASE ORDER DETAILS

PO No. 5100307687 PO Date 22/04/2025
 PO Amend No. Amend Date
 PO Status Open Type General
 Project Code Offer No
 Project Name Pur Group 101-Raw Materials

TERMS & CONDITIONS

Pay Term CAD
 Currency USD
 Invoice To Dandy Company Ltd
 Pay Mode
 Import YES
 INCO Terms CIF-Hamad Port, Doha - Qatar
 Mode of Transport
 Partial Shipment Yes
 Transshipment
 Remarks PM-047RM/2025

SUPPLIER DETAILS

Supplier Name BARTEX SP. Z.O.O.
 Supplier Code 20304264
 Contact Person Contact Address UL. DWORCOWA 4A, 14-400 PASTEK,,
 Tel No. +971 501601941
 Fax +48552499932 Country POLAND-Poland
 Mobile
 Email Umesh@sbhgroupp.com

ITEM DETAILS

S.No	PO Line	Item Code and Description	Sh.No	Need Date	UOM	Quantity	Unit Rate	Value
1	00010	100001457 - SKIMMED MILK POWDER - REPLACER	0001	07/04/2025	KG	25,000.00	1890.00/1000	47,250.00

Gross Price 47,250.00

Grand Total 47,250.00

Amount in Words: Us Dollar Forty-Seven Thousand Two Hundred Fifty and Zero cent Only

For Dandy Company Ltd

Delivery Address : Dandy Company Ltd

(Authorized Signatory)

Document Level Note :

PM-047RM/2025

DANDY SHIPPING REQUISITES

Below is the list of shipping requisites which are to be followed without compromise. Review the requirements and get back to us and please note that all the below points to be addressed before loading /

Created by: Ezhil Rizwan

Approved By: Saadain Waris

Apr 24, 2025

3:50:24 PM

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DANDY COMPANY LIMITED

Gate 160, Street 2, Industrial area, PO Box 2239, Doha - Qatar
Tel: +974 44609600

No: PM-047RM/2025

Date : 14-Apr-2025

Item / Asset Title : Hapro Ice 6115	Supplier name : Haverlo Hoogwegt	COO : Netherlands
Type of Item / Asset : Raw Material	Total value : QAR 167,144	Rate : 6250/MT
Department : Production	Total Qty : 25 MT	
Type of expenditure : Capital	Pur. Memo. No : PM-212RM/2024	Date : 09-Dec-24
Revenue		

☒ a) Expansion ☐ b) Capacity enhancement ☐ c) Cost reduction ☐ d) Replacement ☐ e) Office equipments ☐ f) Furniture & Fittings ☐ g) Others (specify) ☒ h) Others (specify) ☐ i) Others (specify)

Note: Please attach feasibility study if applicable before applicable.

We are seeking to replenish our stock of Skimmed Milk Powder Replacer, a key ingredient used in all our ice cream products. We invite quotes from various suppliers, as detailed in the table below, for easy reference.

1. We request approval to place an order for 25MT SMP replacer at \$1890/MT with BARTEX SP. ZOO (Manufacturer) & SBH FOODS is authorized distributor for this product, based on their competitive pricing for the approved products.
2. Our current Stock on Hand (SOH) and Stock in Transit (SIT) will cover requirements until late November 2025. The order quantity is projected to extend coverage until mid-February 2026, aligning with the SNOP forecast.
3. We often meet our SMP replacer from supplier Haverlo Hoogwegt, however, this time their price \$1940/MT is not favorable, even tried negotiation which was unsuccessful and advised by them that they are unable to get the price lower than what is been quoted considering USD weakening in the market, thus, strategic procurement decision made to meet our requirement from Bartex SP. ZOO, SBH FOODS an alternate source, as their product is approved with us and previously a shipment taken in the year 2022 was successfully met our commercial run.
3. The price of SMP replacer has been rising in the market due to an increase in demand for whey protein, which in turn driving up costs, on contrary the SMP prices are seeing a decrease, however, the continued demand for whey protein is leading to an overall price increase for SMP replacers which is a whey-based product.
4. Market insight from supplier on price increase attached for reference.
5. We plan to schedule the order quantity for shipment to arrive at Hamad Port by June 2025.
6. The order will consist of fresh production, with an expected production date of April 2025 and an expiry date of September 2026. Since the product has an 18-month shelf life, it will be consumed well before its expiry, mitigating any risk of product waste. Please find the attached coverage sheet for further details.

1. The current offer price stands at \$1890/MT, reflecting a 10.20% increase compared to the last buying price of \$1715 in December 2024.
2. SMP replacer prices have been going up because demand for whey protein is increasing, which raises production costs. Meanwhile, SMP prices are going down. Still, since SMP replacers are made from whey, the strong demand for whey protein continues to push their prices higher.
3. Due to the price increase of SMP replacer, our regular supplier, Haverlo Hoogwegt, was unable to secure this order, as their offer was second higher in the comparison table. They also did not find a favorable opportunity to negotiate a price reduction as the price of whey protein increasing in the market and weakening of USD against EURO not favorable to act on this order.
4. Based on the factors outlined above, the current market price is higher than the budgeted value. However, we were able to secure the most suitable and cost-effective option available in the market to meet Dandy's business requirements.

No	Item Description/Party Name	Country of Origin	Shipment Mode	Currency	Quoted rate	Exchange rate	Rate in Quoted	Budget Rate/Quoted	Quantity MT	Total - Qr.	Payment Term / Mode	Remarks
1	Haverlo Hoogwegt- Hapro Ice 6115	Netherlands	CFR	USD	1,940	3.65	7,081	6,400	25.00	177,025	QAR thru Bank	
2	BARTEX SP ZOO, SBH FOODS	Poland	CFR	USD	1,890	3.65	6,859	6,400	25.00	172,463	QAR thru Bank	Tolerance : +/- 25% in quantity & Value.
3	Tetrapak - Luliac	Europe	CFR	EUR	2,209	4.13	9,123	6,400	25.00	228,079	QAR thru Bank	
Total:												

* All the supported quotations should be attached

Party Name	Country of Origin	Shipment Mode	Shipment Term	Exchange rate	Rate in Quoted	Budget Rate/Quoted	Quantity MT	Total - Qr.	Payment Mode	Date of shipment	Date of arrival	Remarks
BARTEX SP ZOO, SBH FOODS - SMP Replacer	Netherlands	SEA	CFR	3.65	7,081	25.00	177,025	177,025	QAR thru Bank		Jun/25	
Legitimation charges				-	-	-	2,650	2,650	QAR thru Bank			
Local charges				-	-	-	5,500	5,500	QAR thru Bank			
Total							185,175	185,175				+/- 25% tolerance in local & other charges

Supplier selection criteria(s):
☐ Better quality ☐ Lowest bidder ☒ Reputed supplier ☐ Others (specify) ☒ Approved Supplier

Particulars	Amount (QAR)
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)	

Ezail Rizwan
Executive Purchase
14/04/2025

Abu Khan
Manager - Procurement
15/04/2025

Saadun Wariis
General Manager
17/04/2025

Almred Osman
Business Advisor
20/04/2025

Sheikh Mansoor
Board Member
20/04/2025