

UMMSAID BAKERY
Requesting Approval for Credit Limit
SOUQ AL BALAD - ABU HAMOUR (C22167)
Sales and Collection from 01-Jan-2020 to 31-Dec-2022

Month	2020		2021		2022		Total Sales(Qrs)	Total Collection(Qrs)
	Sales (Qrs)	Collection(Qrs)	Sales(Qrs)	Collection(Qrs)	Sales(Qrs)	Collection(Qrs)		
JAN	180,075	172,062	151,994	141,090	186,152	177,351	518,221	490,503
FEB	163,943	148,556	150,593	139,647	189,113	180,234	503,648	468,437
MAR	180,865	168,751	213,068	195,728	300,902	273,227	694,835	637,706
APR	178,900	166,331	137,573	127,117	163,346	151,251	479,819	444,699
MAY	137,973	127,061	129,721	119,721	187,164	174,152	454,859	420,934
JUN	163,442	150,877	143,866	133,148	163,901	147,307	471,208	431,332
JUL	139,268	126,121	113,158	102,531	140,669	130,382	393,094	359,034
AUG	135,319	126,793	137,825	127,484	188,384		461,527	254,277
SEP	143,610	132,271	166,829	152,266	223,919	598,846	534,358	284,537
OCT	159,290	144,724	193,426	177,510	231,114		583,831	921,080
NOV	158,125	144,637	193,274	177,373	190,209		541,608	322,010
DEC	156,751	147,602	171,792	157,236	187,838		516,381	304,838
Rebate, Shelf Rent & Discount		123,235		137,469		135,532		396,236
Grand Total	1,897,561	1,879,021	1,903,118	1,888,320	2,352,710	1,968,282	6,153,389	5,735,623
Monthly Average Sales	158,130	-	158,593	-	196,059	-		

Credit Terms	Present	Proposed	Movement
Payment Term :	Present Payment Term at 45 Days from statement date	Proposed Payment Term at 45 Days from statement date	Nil
Credit Limit :	Present Credit Limit Qrs. 900k	Sales Team Proposed Credit Limit Qrs. 750k	Qrs.(-150k)
Security Cheque/Guarantee	Customer is not willing to give Bank Guarantee/Security Cheque		
Customer Category :	SPMKT		

Outstanding summary as on 23-Jan-2023					
Jan-23	Dec-22	Nov-22	Oct-22	Sep-22	Total outstanding
Current Month	0-30	31-60	61-90	91-120	539,271
161,224	187,838	190,209	-	-	190,209

<u>Last one year (2022) observation:-</u>	<u>Credit Application</u>
<ul style="list-style-type: none"> Average payment days - 40 No cheque bounce and Form-A generated. 03 times We have taken exceptional approval to continue the sales due to delay in payment. 2022 September Customer is demanded the additional rebate 5% or credit period of 60 days. We agreed for 45 Days credit instead of additional rebate. <p><u>Fixed Rebate:-</u></p> <ul style="list-style-type: none"> 6% for European Bakery Products Only. 	<p>Below Supporting Documents not provided by Customer.</p> <ul style="list-style-type: none"> Bank Statement for at least last six months Audited Financial Statement for at least last two years. An authorization letter required to obtain the QCB report from Qatar Bureau Reference letter from other suppliers

Sales Team Justification:-

Requesting your kind approval for credit limit of Qrs. 750K for the Y2023

Requested & Sales Dept. Inputs
Provided by

Reviewed by

Recommended by

Reviewed by

Approved By

Mr. Nishad Aboobacker
Sr. Manager - Sales

Mr. Sameer Mohammed
Sr. Manager - Finance

Mr. Saheem Bhat
General Manager

Mr. Khaja Bahauddin
AVP - Finance

Mr. Tariqe Mohammad
Chief Executive Officer

Shamil Abdul

Shamil Abdul

Accountant • Finance

2/2/2023

Mohamedu Asthak

Mohamedu Asthak

Chief Accountant

2/2/2023

Sameer Mohammed

Sameer Mohammed

Senior Manager • Finance

2/5/2023

Khaja

Khaja Bahauddin

Asst. Vice President - Finance

2/5/2023

Tariqe Mohammad

Tariqe Mohammad

Chief Executive Officer

2/5/2023