

No: QFI/2023/063

## PURCHASE MEMORANDUM

Date : 26-Mar-2023

BASIC DETAILS		IF CAPEX, NATURE OF CAPEX		LAST PURCHASE					
Item / Asset Title	RBD Sunflower Oil	a) Expansion	b) Capacity enhancement	<input type="checkbox"/>	Supplier name : Alfa Trading Ltd.	COO : Ukraine			
Type of Item / Asset	Raw Material	c) Cost reduction	d) Replacement	<input type="checkbox"/>	Total value : USD 1,225,000/-	Rate : USD 1,325/Mt			
Department	Production	e) Office equipments	f) Furniture & Fittings	<input type="checkbox"/>	Total Qty : 1,000 MT [Crude SFO]	Pur. Memo. No. : QFI/2023/053	Date : 7/3/2023		
Type of expenditure	Capital <input checked="" type="checkbox"/>	Revenue <input type="checkbox"/>	Revenue <input checked="" type="checkbox"/>						

(Note: If check feasibility study/rab/c is/are applicable.

## REASON/OBJECTIVE OF THIS PURCHASE

- 1-Ordering RBD Sunflower Oil in bulk packing [Feriba] required for processing Sunflower Oil in our refinery to maintain stock for selling in local market.  
 2-Quality approved based on Specifications.  
 3-Product origin is Ukraine, however, same will be shipped from Poland or Romania Port and accordingly War risks will be covered under marine Insurance.  
 4-We are buying refined to considering more load on refinery due to Tamween corn oil supply. Further, differential premium is also very low as against internal refining.  
 5-There is cost advantage [on purchases of Crude Oil] of USD 90/Mt x 1000 MT = USD 90,000/- equivalent QAR 331,200/- as compared to last purchase  
 6-Stock coverage report attached.  
 7-Purchase price comparison & approval document attached.

## RISKS/CONCERN/NON-COMPLIANCE OF SOP'S OR POLICY

- 1-Payment - 100% TT against copy of shipping documents without BG.  
 2-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. But, we may have to pay the penalty of 1% of the invoice value as the non-attested invoice will be issued by the 3rd party supplier from Malaysia.

No	Party Name	Country of Origin	Shipment Term	Currency	Quoted rate/MT	Negotiated rate/MT	Exchange rate	Quantity MT	Amount FC	Total Qt.	Payment Term / Mode	Remarks
1	Alfa Trading Ltd, Malaysia [Hill Sun Services Pte Ltd, Singapore]/ RBD Sunflower Oil	Ukraine	CFR	USD	1,260	1,235	1,240	3.68	1,000	1,235,000	4,544,800	1-Cost QAR. 4,000/container (approx.) for clearance, insurance, legalisation, transportation, delivery order etc. any other port / shipping line charges 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-RBD Oil (Refined Oil) is not duty exempted, hence 5% duty on landed cost will be paid by us at the time of clearance. However we will try for exemption if possible.
2	Alfa Trading Ltd, Malaysia [Hill Sun Services Pte Ltd, Singapore]/ Env. RBD Sunflower Oil Price	Ukraine	CFR	USD	1,240	1,240	1,240	3.68	1,000	1,240,000	4,563,200	Offer was for Crude oil, equivalent Refined price is shown adding our refining premium Price advantage in buying RBD Sunflower oil from same supplier.
3	Emirates Refining CO. Ltd, UAE / Crude Sunflower Oil Price	Ukraine	CFR	USD	1,280	1,280	1,280	3.68	1,000	1,280,000	4,710,400	Offer was for Crude oil, equivalent Refined price is shown adding our refining premium Price advantage in buying RBD Sunflower oil from Alfa Trading.
4	Emirates Refining CO. Ltd, UAE / RBD Sunflower Oil	Russia	CFR	USD	1,235	1,235	1,235	3.68	1,000	1,235,000	4,544,800	Offer was for 500mt only. Payment terms are better with Alfa Trading. Offer is same as Alfa Trading, however, Payment terms are better with Alfa Trading.
5	Rusapro (Trans Euro Group), UAE / RBD Sunflower Oil	Russia	CFR	USD	1,230	1,230	1,230	3.68	1,000	1,230,000	4,894,400	CAD / LC Offer was for 500mt only. Product specifications was not received and pending for evaluation War risks will not be covered by Local Marine Insurer at usual premium. Price advantage in buying RBD Sunflower oil from Alfa Trading.

\*All the supported quotations are attached.

No.	Party Name	Country of Origin	Shipment Mode	Negotiated rate/mt	Quantity MT	Amount FC	Total - Qt.	RECOMMENDED SUPPLIER DETAILS	BUDGET OF FAIRNESS
1	Alfa Trading Ltd, Malaysia [Hill Sun Services Pte Ltd, Singapore]/ RBD Sunflower Oil	Ukraine	Sea	CFR	1,235	3.68	1,000	1,235,000	As mentioned above
								TOTAL QAR 4,544,800	

Supplier selection criterias(s) :	Lowest bidder	Reputed Supplier	Others (specify)	Approved product quality & Better payment terms	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
					Amount (QR)						

Planned Purchase  
vishnu Prasad  
Senior Officer -

Planned Purchase  
Michael Mascarenhas  
Assistant Manager -

Planned Purchase  
Fazil Ahmed  
Asst. Manager -

Planned Purchase  
Tayyib Mohammad Azam  
Manager Finance

Planned Purchase  
Fahim Rasmy  
Senior Manager • Finance

Planned Purchase  
Hamed Bushra  
General Manager

Planned Purchase  
Khaja Bahauddin  
Senior Manager • Finance

Planned Purchase  
Tariqe Mohammad  
Asst. Vice President -

Planned Purchase  
Sheikh Mansoor  
Board Member