

PURCHASE MEMORANDUM

No: QFI/2023/208

BASIC DETAILS		IF CAPEX, NATURE OF CAPEX						LAST PURCHASE			
Item / Asset Title	: Crude Sunflower Oil	a) Expansion	<input type="checkbox"/>	b) Capacity enhancement	<input type="checkbox"/>	Supplier name	: Sona Olis PTE Ltd	COD : Ukraine			
Type of Item / Asset	: Raw Material	c) Cost reduction	<input type="checkbox"/>	d) Replacement	<input type="checkbox"/>	Total value	: USD 915,000/-	Rate	: USD 915/MT		
Department	: Production	e) Office equipments	<input type="checkbox"/>	f) Furniture & Fittings	<input type="checkbox"/>	Total Qty	: 1,000 MT				
Type of expenditure	: Capital <input type="checkbox"/>	g) Others (specify)	<input type="checkbox"/>			Pur. Memo. No	: QFI/2023/188	Date	: 29/10/2023		

Note: Pls attach feasibility study if a/b/c is/are applicable.

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 has been approved based on product 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-Current coverage of Sunflower oil is "3 months + 5 months in G/T, considering the increased lead time and requirement for Pre-Ramadan/Ramadan season we propose to purchase +1 month coverage
- 5-Total In Hand coverage including this purchase at any point of time not exceed beyond 4 months coverage being the minimum inventory to maintain and total commitment of strategic stocks to MOCI.
- 6-Refer Stock report attached for weekly 'In Hand' coverage levels for better understanding.
- 7-There is price impact of USD 90/MT x 1,000 MT = USD 90,000/- as compared to last purchase.
- 8-Purchase price comparison & approval document attached.

RISKS/CONCERNS/NON-COMPLIANCE OF SOPs 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 per recommendation from finance) as the special approval was obtained for shipments from Ukraine given the war situation.

QUOTED SUPPLIER(S) DETAILS

No	Party Name	Country of Origin	Shipment Term	Currency	Quoted rate/MT	Negotiated rate/MT	Exchange rate	Rate / MT (QAR)	Quantity (See Remarks)	Amount FC	Total -Qr.	Payment Term / Mode	Remarks
1	Agrolgistika LT (Aboissa Commodity Brokers, Brazil) / Crude Sunflower Oil	Ukraine	CFR	USD	1,010.00	1,005.00	3.68	3,698	1,000	1,005,000	3,698,400		1-Cost QAR, 4,000/container (appr.) 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. Incase of any issue in custom tariff and In the event of rejection of exemption request, 5% duty will be paid by us.
2	Sons Oils PTE Ltd, (Ex. Alfa), thru Hill Sun Services Pte Ltd, Singapore) / Crude Sunflower Oil	Ukraine	CFR	USD	1,065.00	1,065.00	3.68	3,919	1,000	1,065,000	3,919,200	100% TT against copy of shipping documents without BG	
3	Emirates Refining CO. Ltd,UAE / Crude Sunflower Oil	Ukraine	CFR	USD	1,079.00	1,079.00	3.68	3,971	1,000	1,079,000	3,970,720		Price advantage in ordering from Agrolgistika LT (Aboissa commodity). Offered price was CIF, for appropriate comparison has shown CFR value
4	Resources Overseas General Trading LLC / Crude Sunflower Oil	Russia	CFR	USD	1,060.00	1,060.00	3.68	3,901	1,000	1,060,000	3,900,800		Price advantage in ordering from Agrolgistika LT (Aboissa commodity). Offered price was CFR \$1040/mt, for appropriate comparison have added \$20/mt which is costs to match specs of Ukrainian origin

- All the supported quotations are attached

RECOMMENDED SUPPLIER DETAILS

No.	Party Name	Country of Origin	Shipment Mode	Shipment Term	Negotiated rate/mnt	Exchange rate	Rate/MT (Q&R)	Quantity MT	Amount FC	Total - Gr.	Payment Mode	Date of shipment	Date of arrival	Remarks
1	Agrolistika LT (Abolissa Commodity Brokers, Brazil) / Crude Sunflower Oil	Ukraine	Sea	CFR	1.005	3.68	3.658	1,000	1,005,000	3,698,400	100% TT against copy of shipping documents without BG	By January 2023	Approx. 1 month from dispatch	N/A

Supplier selection criteria(s) ;

Product quality has been approved based on specs

BUDGET DETAILS

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

AUTHORIZATION / APPROVAL

Subsidiary President	Michael Mascarenhas	Tayyab Mohammad Azam	Faizan Khatri	Hamed Bushra	Adnan Meerji	Khaja Bahaudin	Tarique Mohammad	Ahmed Osman	Sheikh Mansoor
Senior Officer - Procurement	Assistant Manager - Contract Execution - Export	Senior Manager - Procurement	Manager Finance	General Manager	General Manager	Asst. Vice President - Finance	Chief Executive Officer	Business Advisor	Board Member