

Umm Said Bakery

P.O.Box : 1444

PURCHASE MEMORANDUM

No: USB/2025/190

15/10/2025

BASIC DETAILS

Item / Asset Title : Vegetable Shortening
 Type of Item / Asset : Raw Material
 Department : Bakery - Production
 Type of expenditure : Capital ☐ Revenue ☒

IF CAPEX, NATURE OF CAPEX

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

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

LAST PURCHASE

Supplier name : Bakels Malaysia COO Malaysia
 Total value : USD 62,400 Rate : Exwork USD 1.04/Kg, Landed Cost : QAR 4.92/Kg
 Total Qty : 60,000 Kg
 Pur. Memo. No : USB/2025/184 Date : 23/07/2025

1-Vegetable Shortening is required for production of various products. ✓

2-The above quantity will provide a coverage for approx. 4 months. Shelf life of the product is 12 months. ✓

3-Purchasing this time directly from Bakels Malaysia as QFI quoted price is at higher side. ✓

4-We have a cost impact of USD 3,600 (a difference of USD 0.06/kg) compared to the previous ex-works rate due to substantial increase in raw material cost (Please refer Annexure I) . If 2 containers are shipped by December 2025, the ex-works rate of USD 1.04/kg applies. However, this would result in more than 7 months of stock coverage. ✓

5-Approved Budget Rate - QAR 7/Kg

REASON/OBJECTIVE OF THIS PURCHASE

RISKS/CONCERNS/NON-COMPLIANCE OF SOPs or POLICY

QUOTED SUPPLIER(S) DETAILS

No	Party Name / Description	Country of origin	Shipment Term	Currency	Quoted rate/kg	Negotiated rate/kg	Exchange rate	Estimated Door Delivered Cost/kg	Quantity Kg	Amount FC	Total - Qar.	Payment Term / Mode	Remarks
1	Bakels Malaysia ✓	Malaysia ✓	Exwork ✓	USD ✓	1.10	1.10 ✓	3.65	5.00	60,000 ✓	66,000 ✓	240,900 ✓	CAD Through Bank ✓	1. Estimated cost QAR 6,500/shipment for clearance, legalisation, insurance, delivery order etc. any other port/shipping line charges is not included in this PM. However, this is an estimation and it will be paid as per actual. 2. Shortening is duty exempted, however if Customs duty exemption is rejected due to HS code difference or qty exhaust or any other reason it will be paid as per actual 3. Quantity tolerance of ±10% is acceptable. ✓ 4. Freight cost is estimated based upon current rates. However, it will be paid as per actual rate at the time of shipment. 5. Insurance will be taken care by Business Unit. ✓ 6. Reefer charges will be extra to avoid temperature abuse and to maintain product Quality. 7. Partial payment and Partial Delivery ✓ 8. At the time of MOPH - Health clearance, if any samples collected send for any lab testing/COC charges from 3rd party - testing fees will borne by us and it will be paid as per actual. This cost is not included in this PM. 9. In case of reefer containers, cost of QAR 200/- per container for electricity charge will be incurred additionally from the day the shipment arrives at the port until the day it is released.
Estimated sea Freight Cost - 40feet										7,260 ✓	26,499		
Estimated Clearance, Insurance, legalisation & delivery order cost, etc										9,005	32,870		
Estimated Total Landed Cost										82,265	300,269		
2	Qatar Food Industries	Indonesia	Door to door	QAR	5.47	5.47	1.00	5.47	60,000	N/A	328,000	45 Days Credit	Price advantage ordering from Bakels Malaysia

RECOMMENDED SUPPLIER DETAILS

Party Name / Description	Country of origin	Shipment Mode	Shipment Term	Negotiated Amount	Exchange rate	Quantity Kg	Amount FC	Total - Qar.	Payment Mode	Date of shipment	Date of arrival	Period of Completion
Bakels Malaysia ✓	Malaysia ✓	Sea ✓	Exwork ✓	1.10 ✓	3.65	60,000 ✓	66,000 ✓	240,900 ✓	CAD Through Bank ✓	N/A	As per production schedule	Schedule will be provided to the supplier as per bakery production schedule to be provided at the time of order confirmation.
Estimated sea Freight Cost - 40feet								26,499				
Estimated Clearance, Insurance, legalisation & delivery order cost, etc								32,870				
Estimated Total Landed Cost								300,269				

Supplier selection criteria(s):

Better quality ☐ Lowest bidder ☐ Reputed supplier ☐ Others (specify) ☒ ... Approved Quality

BUDGET DETAILS

Particulars	Amount (QAR)
Budgeted value for the requested capex/ expense	
Budgeted utilized till last purchase	
Balance available for this purchase	
Proposed as per this purchase memorandum	
Surplus/ (Deficit)	

Mohd Wamiq	Abdul Rashid Abdulla	Shafiq Ahmed	Atif Hussain	Samcer Mohammed	Khaja Bahauddin	Tarique Mohammad	Ahmed Osman	Sheikh Mansoor
Officer - Procurement	Production Manager	Senior Manager-Operations	Head Procurement	Senior Manager - Finance	Asst. Vice President - Finance	Chief Executive Officer	Business Advisor	Board Member
15/10/2025	16/10/2025	16/10/2025	16/10/2025	19/10/2025	20/10/2025	20/10/2025	20/10/2025	21/10/2025 ✓

AUTHORIZATION / APPROVAL:

PO Number: 5550109669

Date: 26-10-2025

PURCHASE ORDER

Ummsaid Bakery Qatar

PO Box: 1444, Al Meena Street

Doha Qatar

Email: info@qbake.qa

Tel: 44415000 Fax: 44438137


 كيوبيك
Qbake
PURCHASE ORDER DETAILS

PO No. 5550109669 ✓
 PO Amend No.
 PO Status Open
 Project Code
 Project Name

PO Date 26/10/2025
 Amend Date
 Type General
 Offer No
 Pur Group 126-Store

TERMS & CONDITIONS

Pay Term CAD ✓
 Currency USD
 Invoice To Ummsaid Bakery Qatar
 Pay Mode Pre-Numbered Check
 Import YES
 INCO Terms EXW-Malaysia
 Mode of Transport
 Partial Shipment Yes
 Transshipment
 Remarks

SUPPLIER DETAILS

Supplier Name BAKELS (MALAYSIA) SDN. BHD.
 Supplier Code 20301288
 Contact Person
 Tel No. +66351916396
 Fax +66351916399
 Mobile +66955213612
 Email bm@maybakels.com.my

Contact Address NO-2 JALAN PENDAMAR 27/90
 SEKSYEN 2, OR DARUL EHSAN
 Country -Malaysia

ITEM DETAILS

S.No	PO Line	Item Code and Description	Sh.No	Need Date	UOM	Quantity	Unit Rate	Value
1	00010	100000532 - VEGETABLE SHORTENING	0001	15/01/2026	KG	18,000.00	1.10/1	19,800.00
2	00020	100000532 - VEGETABLE SHORTENING ✓	0001	19/02/2026	KG	42,000.00 ✓	1.10/1 ✓	46,200.00 ✓
Gross Price								66,000.00
Grand Total								66,000.00

Amount in Words: Us Dollar Sixty-Six Thousand and Zero cent Only

For Ummsaid Bakery Qatar

Delivery Address : Ummsaid Bakery Qatar

(Authorized Signatory)

Document Level Note :

Created by: Mohammed WAMIQ

Approved By: Adnan Meerji

Dec 17, 2025

10:08:06 AM

Ashfaq Mohamed

From: Mohammed Omer Mohammed Khursheed
Sent: Wednesday, December 17, 2025 2:33 PM
To: Ashfaq Mohamed
Subject: FW: Bakels Malaysia : RFQ

Thanks & Regards,

Mohammed Omer

Assistant Manager - Procurement



Ummsaid Bakery

(A Subsidiary of Zad Holding Company Q.P.S.C)

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Email: omer@qbake.qa | Website: www.qbake.qa

From: Bimal Thimira <bimal.thimira@bakelsme.com>

Sent: 14 October 2025 10:07

To: Mohammed Omer Mohammed Khursheed <omer@qbake.qa>; Sabri Othman <sabri.othman@maybakels.com.my>

Cc: Tayyab Mohammad Azam <tayyab@zad.qa>; Atif Hussain <atif@zad.qa>; Mohd Wamiq <wamiq@zad.qa>; Nur Aziera Suliman <nuraziera.suliman@maybakels.com.my>; Alfredo Santiago <alfredo.santiago@bakelsme.com>

Subject: RE: Bakels Malaysia : RFQ

Dear Omer,

We apologize for the situation. We are currently facing significant challenges in maintaining the same pricing due to a substantial increase in raw material costs.

However, we do understand that the order was placed in Q4. Since our system generates invoices based on the current date, it automatically applies the pricing valid at the time of invoicing

Here's how we suggest-

December 2025 – 21,000 Kg: Apply the old pricing to this order.

January 2026 – 21,000 Kg: We will try to generate the invoice in December to retain the old pricing.

February 2026 – 21,000 Kg: This order will be invoiced at the new 2026 pricing.

Kind Regards,

Bimal Thimira

Technical Sales Manager ME