

**APPROVAL FOR 8250 MT BRAN CONTRACT WITH MARIA SHIPPING AGENCY S.R.L. (CFR) (ROMANIAN ORIGIN)**

**1 Details of Pending Contract to be executed**

DATE : 25.Apr.2023

Particular	Qty (MT)
Contractual Quantity	234,000
Qty Delivered as on 25-APR-2023	(128,155)
<b>Balance Qty to be delivered</b>	<b>105,845</b>
Secured Qty (Bal.Import Contracts)	(14,203)
Quantity Stored in Street 1	(5,776)
QFM Qty (local qty)	(24,050)
<b>Balance Qty to be contracted</b>	<b>61,816</b>

Particular	Bran 10/2022	Bran 17/2022	Bran 32/2022	Total
Contractual Quantity	90,000	72,000	72,000	234,000
Qty Delivered as on 25-APR-2023	52,500	35,786	39,869	128,155
<b>Balance Qty to be delivered</b>	<b>37,500</b>	<b>36,214</b>	<b>32,131</b>	<b>105,845</b>

\* Contract signed are not for specific Tender. Based on Tender timeline deliveries are made through multiple suppliers.

**2 Details of Contract signed with different Suppliers**

Supplier Name	Contract Number	START DATE	END DATE	Quantity-MTS	Qty Received	Balance Qty - Mts	Price (USD MT)
Sohar Flour Mills	MOCI-ARZ-SOH-2022-1	1-Mar-22	31-May-22	1,500	633	867	320.00
Royal Tea	MOCI/ARZ/ROY/2022-1(A1)	1-Jul-22	30-Sep-22	960	1,080	(120)	340.00
Maria Shipping	40/15.06.2022	1-Jul-22	30-Nov-22	8,000	8,610	(610)	420.00
Bakhresa Grain Milling	BAK/WB/01/2022	1-Mar-22	31-Jul-22	6,480	6,480	-	280.00
Bakhresa Grain Milling	BAK/WB/01/2022-(A1)	1-Mar-22	31-Oct-22	6,520	6,336	184	290.00
Bakhresa	C-2206-WB	1-May-22	31-Mar-23	3,312	3,312	-	280.00
Bakhresa	C-2206-WB-(A1)	1-Mar-22	31-Mar-23	6,688	6,688	-	290.00
Bakhresa GM Rwanda	RWA-1122-WB	1-Sep-22	31-Dec-22	3,000	3,648	(648)	290.00
Fortuna Trading	MOCI/ARZ/FOR/2022-4	1-Jun-22	30-Sep-22	10,000	10,439	(439)	319.00
FOUR SEASONS GROUP LTD	MOCI-ARZ-FORS-2022-1	1-Aug-22	30-Sep-22	4,000	4,683	(683)	371.00
Royal Tea	MOCI/ARZ/ROY/2022-2	1-Sep-22	30-Nov-22	4,000	2,916	1,084	340.00
Fortuna Trading	MOCI/QFM/FOR/2022-1	1-Jul-22	30-Sep-22	10,000	8,937	1,063	319.00
Bakhresa	C-2232-WB	1-Oct-22	31-Mar-23	12,500	12,504	(4)	320.00
Bakhresa GM Rwanda	RWA-1222-WB	1-Oct-22	31-Mar-23	4,500	4,584	(84)	320.00
Bakhresa Grain Milling	C-Bak/WB/02/2022	1-Sep-22	31-Mar-23	8,000	8,736	(736)	320.00
Maria Shipping	60/19.09.2022	1-Oct-22	31-May-23	8,400	6,996	1,404	403.00
ABS trading LLC	MOCI/ARZ/ABS/2022-2	1-Oct-22	31-Dec-22	2,000	2,130	(130)	320.00
Fortuna Trading	MOCI/ARZ/FOR/2022-2-BB	1-Sep-22	31-Oct-22	5,000	5,003	(3)	350.00
Fortuna Trading	MOCI/ARZ/FOR/2022-5	1-Nov-22	31-Dec-22	5,000	2,535	2,465	325.00
Fortuna Trading	MOCI/QFM/FOR/2022-2	1-Nov-22	31-Dec-22	5,000	2,655	2,345	325.00
Bakhresa	C-2240-WB	1-Nov-22	31-Mar-23	10,000	1,512	8,488	310.00
Bakhresa	C-2206-WB-(A2)	1-Mar-22	31-Mar-23	5,000	5,192	(192)	290.00
ABS trading LLC	MOCI/ARZ/ABS/2022-3	1-Nov-22	28-Feb-23	3,000	3,048	(48)	315.00
<b>Total Bran</b>				<b>132,860</b>	<b>118,657</b>	<b>14,203</b>	

**3 Based on our commitment to MOCI we need to enter into contract for 61,816 MT.**

- This agreement is with MARIA SHIPPING AGENCY for 8,250 MT @ USD 323.25 PMT, the same is within overall budget
- Our previous price was USD 403/Mt.
- Price decrease is due to fall in wheat price
- Legalisation will be on supplier account.
- Payment term is LC at sight with deduction clause for legalisation charges applicable.

**4 Risk Exposure**

- Goods are of Romanian origin.
- Supplier is not providing Performance Bond.
- Supplier is not participating in Delay & Quality Penalty if any from MOCI.

**5 Risk Mitigation Measures**

- Maria Shipping Agency is part of Agro Chirnogi. We have been dealing with Agro Chirnogi for last 2 years.
- We have already received several shipments from Maria Shipping under the previous contract with Romanian Origin.
- Previous shipments received were matching with all set Quality parameters.
- Supplier needs to adhere to 'Quality Parameters' as specified in the contract.
- Quality, weight and condition certificate to be issued by inspection company
- Based on the shipments received there is no Risk of Quality and other parameters w.r.t. payment and Transit time in case of Romanian Origin are been adhered.

**6 Reason to execute the agreement**

- In order to fulfill our contractual commitment to MOCI which is backed by performance bond from us.
- Our procurement is currently from East African countries/Romanian/Ukrainian/Salah region.

**7 Other Information**

- We have received Bran quantity as per earlier contract and there are no Quality issues reported so far.
- None of the Supplier are agreeing for a back to back contract.

  
27/4/23

Proposed By  
QFT - FINANCE

Recommended By  
GM - QFT

Approved By  
CEO