

PURCHASE ORDER

Dandy Company Ltd

PO Box: 2239, Street 2, Gate No. 160

Doha Qatar

Email: Tel:44422980 Fax:



PURCHASE ORDER DETAILS

PO No.	5100306214	PO Date	20/11/2024	Pay Term	CAD
PO Amend No.		Amend Date		Currency	AED
PO Status	Open	Type	General	Invoice To	Dandy Company Ltd
Project Code		Offer No		Pay Mode	
Project Name		Pur Group	101-Raw Materials	Import	YES

SUPPLIER DETAILS

Supplier Name	HIPER MIDDLE EAST FZE	Mode of Transport
Supplier Code	20304788	Partial Shipment
Contact Person	HIRAN CHANDIMA PERERA	Transshipment
Contact Address	BUSINESS CENTER – B1, 1ST FLOOR,	
Tel No.	529973221	Remarks
Fax		PM-195RM/2024
Mobile		
Email	hiran@hipermiddleeast.com	

ITEM DETAILS

S.No	PO Line	Item Code and Description	Sh.No	Need Date	UOM	Quantity	Unit Rate	Value
1	00010	100002187 - FULL CREAM MILK POWDER - IR	0001	02/02/2025	KG	254,000.00	13039.15/1000	3,311,944.10
2	00020	100002187 - FULL CREAM MILK POWDER - IR	0001	02/02/2025	KG	24,000.00	13039.15/1000	312,939.60
3	00030	100002187 - FULL CREAM MILK POWDER - IR	0001	02/02/2025	KG	72,000.00	13039.15/1000	938,818.80

Gross Price 4,563,702.50

Grand Total 4,563,702.50

Amount in Words: UAE Dirham Four Million Five Hundred Sixty-Three Thousand Seven Hundred Two and Fifty fils Only

For Dandy Company Ltd

Delivery Address : Dandy Company Ltd

(Authorized Signatory)

Document Level Note :

We originally placed an order for a total of 350 MT and have received a partial shipment of 72MT (change as per actual qty) therefore to process the GRN we have amended the PO.

Created by: Ezhil Rizwan

Approved By: Saadain Waris

May 14, 2025

12:12:57 PM

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DANDY COMPANY LIMITED
Gate 150, Street 2, PO Box 2259, Doha - Qatar
Contact: +971 4 4505100

No: PWD-195RM/2024

PURCHASE MEMORANDUM

Date : 13-Nov-2024

BASIC DETAILS

Item / Asset Title	: FCMF - Europe/LATAM & OCEANIA, SMP
Type of Item / Asset	: Raw Material
Department	: Production
Type of expenditure	: Capital

REASON/OBJECTIVE OF THIS PURCHASE

Note: Purchase feasibility study is b/c before capitalization

PURCHASE MEMORANDUM		LAST PURCHASE	
VEADEX NATURE OF CAPITAL		SUPPLIER NAME	
a) Expansion	<input type="checkbox"/>	b) Capacity enhancement	<input type="checkbox"/>
c) Cost reduction	<input type="checkbox"/>	d) Replacement	<input type="checkbox"/>
e) Office equipments	<input type="checkbox"/>	f) Furniture & fittings	<input type="checkbox"/>
Revenue	<input type="checkbox"/>	g) Others (Specify)	<input type="checkbox"/>

PMW/195RM/2024 & PWD : 17-Aug-2024 & 6-Oct-2024

PWD : 18-2RM/2024 Date :

This purchase is intended to replenish Full Cream Milk Powder for Europe, LATAM, and Iran quantity totalling 550 MT. The strategy involves blending Iranian-origin FCMF with LATAM FCMF to achieve our desired flavor profile.

The quantities are divided equally, with 275 MT sourced from Iran and the remaining 275 MT from LATAM. The strategy involves sourcing FCMF from Oceania even in this peak season, we are exploring it as a more economical alternative by sourcing FCMF 40% (50MT) from LATAM instead of sourcing CNY 125 MT of FCMF from Oceania - we are adjusting our procurement to 50 MT from LATAM and 50% 275 MT from Iran. This blend results in a weighted cost of USD 3.975/MT, saving USD 2.52/MT, although we typically use Oceania-origin milk powder in specific products like Flavoured Laban, the cost-effectiveness of LATAM and Iranian milk powder warrants this change.

For Skimmed Milk Powder we are ordering 150MT, divided into 100 MT from Hiper Middle East (brands Approved/Chaha Farm) and 50 MT from KASKAT (brands Approved/SUITSK). This order is expected to cover needs through early October 2025, with current stock and in-transit quantities covering needs until early August 2025. Hiper Middle East has quoted prices in USD with payment in AED: FCMF at USD 3.55/MT (equivalent to AED 9.697/MT), and SMP at USD 2.40/MT (AED 9.697/MT), both CIF Roways Port. Other suppliers will receive payment in USD, as detailed in the accompanying table.

Market Update Summary (NID): New Zealand, a leader in the global dairy industry, has seen recent price fluctuations, which present both challenges and opportunities. The GDT order recently rose by 1.2%, reflecting shifts in global supply chains and local consumption across dairy categories (milk powders, butter, cheese, etc.). Despite rising dairy prices, with Whole Milk Powder up by 4.4% and Skimmed Milk Powder by 4.0% since the October 2024 GDT results, we have secured competitive pricing.

RISKS/CONCERN/COMPLIANCE OF SOPs or POLICY

01. The average purchase price for FCMF Europe/LATAM is now USD 3.785/MT, a 1.76% increase from the last purchase price of USD 3.709/MT in October 2024.

02. Releasing FCMF Oceania with a 60% Iran and 40% LATAM blend has brought the current average price down to 3.822/MT compared to USD 3.875/MT in October 2024.

03. The current average SMP price is USD 2.460/MT, a 5.32% increase from USD 2.520/MT in August 2024.

04. One the part year, reduced milk production in key regions such as the US and EU has significantly impacted global milk prices and supply-demand balances.

05. In the US, milk production is slightly lower, although milk component yields have partly offset the decreased Bird flu spread, however, raises concerns.

06. EU milk production is also below expectations, with France particularly contributing to the decline despite the increase in protein content.

07. This procurement strategy leverages competitive pricing, approved brands, and established suppliers to mitigate rising market prices and ensure consistent quality and availability.

PURCHASE SUPPLIER DETAILS

No	Party Name	Country of Origin	Shipment Term	Currency	Quoted rate	Negotiated rate	Exchange rate	Rate in	Budget	Quantity	Total	Total - Dr.	Payment Term / Mode	Remarks
1	Synapse - Campople	LATAM	CIF	USD	3.980	3.980	1.02	3.980	550	2,189,000	7,489,850	CAD	/ - 10% tolerance on Qty	
2	Hiper Middle East - Chaha Farm	IRAN	CIF	AED	13,139	13,039	-	13,300	540	7,171,533	7,145,963	CAD	/ - 10% tolerance on Qty	
3	UNIBUD/1/Alia	LATAM	CIF	USD	4,595	-	-	5,175	500	2,581,750	9,104,388	CAD	/ - 10% tolerance on Qty	
4	Numidai/Financia De Lago (URUGUAY)	LATAM	CFR	USD	4,120	-	-	3,65	550	2,286,000	8,170,980	CAD	/ - 10% tolerance on Qty	
	FCMF - Oceania													
1	Synapse/Campople	LATAM	CIF	USD	3,980	3,980	1.02	3,980	125	487,000	1,515,675	CAD	/ - 10% tolerance on Qty	
2	Hiper Middle East/Chaha Farm	IRAN	CIF	AED	13,039	13,039	-	13,300	125	1,629,984	1,662,492	CAD	/ - 10% tolerance on Qty	
3	Hipowag/OC/Finiz (Brazil)	BR	CIF	USD	3,975	-	-	4,569	125	4,898,975	1,935,584	CAD	/ - 10% tolerance on Qty	
4	Maini Dairy/Oakland	NZ	CIF	USD	4,050	-	-	3,65	125	506,550	1,847,813	CAD	/ - 10% tolerance on Qty	
5	Cedera Dairy/Bier Way	NZ	CFR	USD	4,025	-	-	3,65	125	503,125	1,536,406	CAD	/ - 10% tolerance on Qty	
	SMP													
1	Hiper Middle East/CHAHAT FARM	IRAN	CIF	AED	9,697	9,697	1.02	9,697	150	1,454,550	1,483,661	CAD	/ - 10% tolerance on Qty	
2	Kaser/Blusk/Kaskat	BELARUS	CIF	USD	2,680	2,680	-	3,65	150	403,000	1,467,300	CAD	/ - 10% tolerance on Qty	
3	Cedera Dairy/MHN	NZ	CIF	USD	2,875	-	-	3,65	150	421,550	1,561,113	CAD	/ - 10% tolerance on Qty	
4	Synapse/Campople / Solance	NZ	CIF	USD	2,875	-	-	3,65	150	421,550	1,571,083	CAD	/ - 10% tolerance on Qty	
5	Hipowag/Solance, Asia	NZ	CIF	USD	2,850	-	-	3,65	150	433,500	1,582,775	CAD	/ - 10% tolerance on Qty	
	All the supplier information should be attached													

RECOMMENDED SUPPLIER DETAILS

Party Name	Country of Origin	Shipment Term	Quoted rate	Exchange rate	Rate in	Budget	Quantity	Total	Supplier	Shipment mode	Quoted rate	Exchange rate	Rate in	Supplier	
FCMF - Europe/LATAM/Synapse - Campople-11 x 40FT Container	LATAM	CIF	3,980	1.02	3,980	14,200	275	1,094,500	3,984,915	CAD	275	3,657,766	275	275	
FCMF - Europe/LATAM/Hiper Middle East-Chaha Farm-11 x 40FT Container	IRAN	SEA	13,039	1.02	13,300	14,200	275	1,094,500	3,984,915	CAD	275	3,657,766	275	275	
FCMF - Oceania-Synapse/Finiz-2 x 40FT Container	LATAM	CIF	3,980	1.02	3,980	13,140	50	199,000	787,350	CAD	50	997,495	787,350	275	
FCMF - Oceania-Hiper Middle East/Chaha Farm-3 x 40FT Container	IRAN	CIF	13,039	1.02	13,300	13,140	50	199,000	787,350	CAD	50	997,495	787,350	275	
SMP-Hiper Middle East/CHAHAT FARM-4 x 40FT Container	IRAN	SEA	9,697	1.02	9,697	13,140	100	969,700	989,094	CAD	100	989,094	969,700	275	
SMP-Kaskat/Blusk/Kaskat-2x40FT Container	BELARUS	CIF	2,680	3.65	2,680	9,697	13,140	50	134,000	489,100	CAD	50	489,100	134,000	275
Local Charges + Logistical															
Total															
Supplier selection criteria(s) :															
Better quality	<input type="checkbox"/>	Lowest bidder	<input type="checkbox"/>	Reputed supplier	<input type="checkbox"/>	Others (specify)	<input type="checkbox"/>								

INVENTORY DETAILS

Particulars

Budgeted value on the requested capital/expense

Budget utilization for purchase

Balance available for this purchase

Proposed date for this purchase/memo/mandate

Supplier/Date/Ref

Supplier/Ref:

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