



MATANG AGRICULTURE AND PLANTATION (SEGAMAT) SDN BHD

Reg No.: 198201010122 (89846-T) www.matangbhd.com

Head Office: Unit 39.02, Level 39, Menara Multi-Purpose, Capital Square, No. 8, Jalan Munshi Abdullah, 50100 Kuala Lumpur, Malaysia

Tel: +6(03) 2698 0189 / 2693 0189 Fax: +6(03) 2202 8081

Estate : K.B. 101, 85200 Jementah Segamat, Johor.

Tel : +6 (012) 6671 761

TENDER FOR FERTILIZER

INVITATION TO TENDER DATED 31 JULY 2026 ("INVITATION TO TENDER")

Based on the terms and conditions and all details as set out in this Invitation to Tender and the Tender Price (as defined below) submitted by the Tenderers, Matang Agriculture and Plantation (Segamat) Sdn Bhd ("MAPS" or "Client") is seeking a qualified supplier to supply the Fertilizer to the oil palm plantation estate of MAPS ("Matang Estate" or "Estate") located at K.B. 101, 85200 Jementah, Segamat, Johor, Malaysia.

GENERAL TERMS & CONDITIONS

1. Subject to the eventual award confirmed by the Client, the successful Supplier agrees to supply the Fertilizer as defined in Tender Terms and Conditions.
2. The Tender Price as submitted by the Supplier shall be fixed and not subject to adjustment for fluctuation of cost of labour, material, tool or any other contingencies. Where any taxes and/or extra levies are applicable, the Supplier shall bear the same and shall be deemed to have already been included as part of the Tender Price submitted.
3. The Tender Documents submitted by the Supplier shall remain valid and shall not be withdrawn for a period of thirty (30) days from the closing date fixed for submission of Tender Documents.
4. The supplier must complete and submit the Conflict-of-Interest Declaration Form, which are available on Matang Berhad official website at <https://matangbhd.com/corporate-governance/> if there is a potential conflict arising during the tender period.
5. The supplier is to adhere to the Anti-Bribery and Corruption Policy, which are available on Matang Berhad official website at <https://matangbhd.com/corporate-governance/>.
6. The supplier shall comply with the Personal Data Protection Act 2010.
7. All information supplied shall remain confidential. Supplier/tenderers shall not disclose prices, quantities, specifications, and evaluation process to any third party.



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8. Non-compliance with the terms and conditions in any respect shall render the Tender Documents submitted by the Supplier liable to rejection.
9. Closing date and time: **3.00 P.M., FRIDAY, 14 AUGUST 2026**, time in Malaysia.
10. Completed Tender Documents comprising all the items requested as set out in Page 3 herein must be submitted in **SEALED ENVELOPE** via courier or by hand to the following address:

MATANG BERHAD

Unit 39.02, Level 39, Menara Multi-Purpose,
Capital Square, No. 8, Jalan Munshi Abdullah,
50100 Kuala Lumpur,
Malaysia

(Tel: 03-2693 0189 / 2698 0189)

Ref: **TENDER FOR MAPS FERTILIZER (JULY 2026)**

11. Tender sent via email will be disqualified.

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TENDER TERMS AND CONDITIONS: -

As part of the complete Tender Documents, interested tenderers shall submit all of the following:

1. The duly completed and signed (on each page) of the following:
 - a. Appendix 1: Summary of Tender Price
 - b. Appendix 2: Detailed Specification
 - c. Appendix 3: Confirmation of the Tenderer/Supplier.
2. Fertilizer delivery date shall be as per the delivery date as specified in Appendix 1. In the event the delivery schedule cannot be completed, the delivery period may be extended for another 14 days without penalty.

In the event the fertilizers are not delivered after 14 days extension, or other dates agreed by both parties or fails to deliver part of the consignment for any reason whatsoever except due to Force Majeure event, MAPS reserve the right to impose the following:

- a) Penalty of 1% of value of agreed Tender / Purchase Order ("PO") price of fertilizers so delayed, subject to a maximum penalty of 5% of agreed Tender / PO price of the fertilizers;
 - b) MAPS may look for alternative sources to purchase fertilizer and charge the difference in costs to the Supplier.
3. For fertilizer and / or alternative fertilizer quoted, please indicate specially in your Quotation the specifications in details in Appendix 2.
4. Tenderer / supplier are to provide one round leaf sampling test for Matang Estate (planted area 660.10 Ha) upon request.
5. Price per bag shall be inclusive of delivery charges and unloading cost to the fertilizer store in the Estate.
6. Term of payment: 60 days from the date of invoice received, subject to no short weight and satisfactory lab test on percentage of both individual and total nutrient in fertilizer purchased. For the avoidance of doubt and clarification purposes,



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1. Short Weight

- a) All delivery of fertilizer will be weighed at pre-determined weighbridge by the Estate.
- b) In the event of short weight ie, difference between MAPS weighbridge weight versus Supplier declared weight, MAPS is obligated for the following actions:
 - i) MAPS shall count the number of bags supplied in that particular load and note it accordingly in the Delivery Note / Order or Collection advice for Supplier immediate action.
 - ii) MAPS shall duly inform the Supplier within 3 calendar days of receipt of fertilizer.

The supplier shall respond within 3 working days of receipt of notice and arrange the following follow up actions:

- i) Send a representative to Matang estate or warehouse to randomly weigh the bags retained in the store.
 - ii) Provide weighbridge details of deliveries to date to establish overall weighment against the particular order.
- c) Should the random weighment and the overall weighment for cumulative loads show a short weight status then the Supplier shall either:
 - i) Replace the established short weigh amount; or
 - ii) Compensate MAPS by issuing a Credit Note.

2. Quality/Nutrient of Fertilizer

- a) The fertilizer to be supplied shall conform to the relevant standards as per SIRIM standard and specifications determine by MAPS. In the event MAPS finds that some or all the fertilizers supplied do not conform to these standards, MAPS shall duly notify the Supplier and not apply the particular lot of fertilizers.
- b) The **Supplier shall conduct one (1) joint sampling with the Estate during fertilizer delivery.** The Supplier is required to perform the joint sampling upon the arrival of the fertilizers at the Estate. All sampling and testing shall follow SIRIM's procedures, and **the samples shall be tested at one (1) mutually agreed independent laboratory.** Should the test results indicate that the fertilizers supplied do not meet the required specifications, the Supplier shall compensate MAPS proportionately based on the value of the fertilizers found to be under specification.



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- c) The calculation of the compensation amount arising from any nutrient shortage shall follow the penalty formulae prescribed as follows:

NUTRIENTS SHORTAGE

In the event of any shortage in nutrient content from the allowed variation as specified in Appendix 2. A claim shall be made from the Supplier according to the formulae stated below. The principle used in calculating the penalty (P1) or (P2) or (P3) is double the combined value of losses due to:-

- a. Fertilizer nutrient shortage and
- b. Incidental and handling charges at RM50 per MT of fertilizer.

Upon receipt of the Analytical Results from the appointed laboratory the Estate shall make the claim directly to the supplier in the relevant forms (a copy of each form is attached) with a carbon copy to Finance Dept.

Type of Nutrient/Constituent Shortage	Form
a. Nutrient Shortage in Straight Fertilizer	FERT. (3)
b. Individual Nutrient Shortage in Mixtures/Compound	FERT. (4)
c. Total Constituent Shortage in Mixtures/Compounds`	FERT. (5)

NUTRIENT SHORTAGE IN STRAIGHT FERTILISER

Penalty (P1) in Ringgit is $P1 = 2B(V+H)$

Where:-

V = Value in RM of the amounts of nutrient shortage per metric ton of fertilizer received.

$$V = \frac{X - Y}{X} \times C$$

X = Total % Nutrient Specified

Y = Total % Nutrient Analyzed

B = Total Weight (MT) of batch/lorry of fertilizer received

C = Current Tender Price

H = Handling & Incidental Costs = RM50/MT



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INDIVIDUAL NUTRIENT SHORTAGE IN MIXTURES /COMPOUNDS

Where any one or more of the major nutrients (N, P₂O₅, K₂O) are short by:-

12% - Individual Nutrient in Mixture

8% - Individual Nutrient in Compound

The penalty is calculated as follows:-

Penalty (P₂) in Ringgit (RM) is $P_2 = 2W (D+H)$

Where:-

W = Total weight (MT) of straight fertilizer** required to replace the nutrient shortage.

$$W = \frac{(X_2 - Y_2)B}{M}$$

X₂ = Total % Nutrient Specified*

Y₂ = Total % Nutrient Analyzed*

B = Total Weight in metric ton (MT) of batch of Mixture/Compound fertilizer received.

D = Price of the replacement straight fertilizer**

M = % nutrient specified in replacement straight fertilizer required to make up the nutrient shortage**

* The major nutrients are Nitrogen (N), Phosphorus (P₂O₅) and Potassium (K₂O)

**The appropriate straight fertilizers for the nutrients N, P₂O₅ and K₂O are Ammonium Sulphate (21%N), Rock Phosphate (30%P₂O₅) and Muriate of Potash (60%K₂O) respectively.

As shortage of Magnesium (MgO) and trace elements are small, it can be generally ignored.

Where there is more than one nutrient shortage in the mixtures/compound fertilizer then the Total Penalty shall be the sum of penalties for individual nutrient shortages.



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TOTAL CONSTITUENT SHORTAGE IN MIXTURES /COMPOUNDS

Where any individual nutrient shortage is within the allowable variation but the total constituent shortage is more than 5% then the computation for penalty (P3) shall be according to the following formula:-

Penalty (P3) in Ringgit (RM) is $P3 = 2B(V1+H)$

Where:-

V1 = Value in Ringgit (RM) of total constituent shortage per metric ton of fertilizer received.

$$= \frac{X1 - X2}{X1} \times C$$

X1 = Total % Constituent Specified

X2 = Total % Constituent analyzed

B = Total Weight in metric ton (MT) of batch of Mixture/Compound fertilizer received.

C = Current Tender Price

H = Handling & Incidental Costs = RM50 per MT.

SHORTAGE IN BOTH INDIVIDUAL AND TOTAL NUTRIENT IN MIXTURE OR COMPOUND FERTILIZER

In the event of both individual and total constituent nutrient shortage in Mixture or Compound Fertilizer arise, then Penalty shall be made on the highest value (Ringgit), either on Individual or Total nutrient.

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FORM FERT (3)

MATANG AGRICULTURE AND PLANTATION (SEGAMAT) SDN BHD PENALTY FOR NUTRIENT SHORTAGE IN STRAIGHT FERTILISER

TO: _____

FROM : **ESTATE**

FERTILISER TYPE:

DATE :

Delivery No	Specify Nutrient Shortage	(X)	(Y)	(B)	(C)	(V)	(P1)
		Total % Nutrient Specified	Total % Nutrient Analysed	Total Weight of Batch Received (MT)	Current Tender Price (RM)	Value of Nutrient Shortage (RM) = $\frac{X-Y}{X} \times C$	Penalty (RM)
							=2B(V+H)
TOTAL							

H = Handling and incidental costs = RM50 per MT

Please note that this amount will be deducted from payment due to you.

c.c Finance Department

Signature : _____
Manager

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FORM FERT (4)

MATANG AGRICULTURE AND PLANTATION (SEGAMAT) SDN BHD
PENALTY FOR INDIVIDUAL TOTAL NUTRIENT SHORTAGE IN MIXTURE / COMPOUND FERTILISER

TO: _____

FERTILISER TYPE:

FROM : **ESTATE**

DATE :

[illegible]

	TOTAL
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H = Handling and incidental costs = RM50 per MT

Please note that this amount will be deducted from payment due to you.

Signature :

Manager

c.c Finance Department

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FORM FERT (5)

MATANG AGRICULTURE AND PLANTATION (SEGAMAT) SDN BHD PENALTY FOR TOTAL CONSTITUENT SHORTAGE IN MIXTURE / COMPOUND FERTILISER

TO: _____

FROM : _____ ESTATE

DATE : _____

Delivery No	Mixture/Compound	(X1)	(X2)	(B)	(C)	(V1)	(P3)
		Total % Constituent Specified	Total % Constituent Analysed	Total Weight of Batch Received (MT)	Current Tender Price (RM)	Value of Total Constituent Shortage (RM) = $\frac{X1-X2}{X1} \times C$	Penalty (RM) = $2B(V1+H)$

H = Handling and incidental costs = RM50 per MT

Please note that this amount will be deducted from payment due to you.

Signature : _____
Manager

c.c Finance Department

The Client reserves the rights to enquire further or to request additional information and or documents relevant to the Tender from the Tenderer(s) or the Supplier(s).

ENQUIRIES

Please direct your enquiries to Mr Jericho Lee or Ms Sophie Tan at 03-2698 0189 or 03-2693 0189 and / or email: jericholee@matangbhd.com or sophietan@matangbhd.com.



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APPENDIX 1: SUMMARY OF TENDER PRICE

No	Fertilizer Type	Alternative Fertilizer, if applicable	Delivery (Batch)	Quantity (MT)	No of Bag(s) (50kg)	Delivery Date	Unit Price (RM/MT) Delivered
1	Hi-Kay Plus (13:6:27:4 + 0.65B) (50kg/bag)		1 st	120.00	2,400	Nov26 (1st – 30th)	
			2 nd	120.85	2,417	Dec26 (1st – 31st)	
			3 rd	120.00	2,400	Jan27 (1st – 31st)	
			4 th	120.85	2,417	Feb27 (1st – 28th)	
			5 th	120.00	2,400	Mar27 (1st – 31st)	
			6 th	120.85	2,417	Apr27 (1st – 30th)	
			7 th	120.00	2,400	May27 (1st – 31st)	
			8 th	51.50	1,030	June27 (1st – 30th)	
			Total	894.05	17,881		



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No	Fertilizer Type	Alternative Fertilizer, if applicable	Delivery (Batch)	Quantity (MT)	No of Bag(s) (50kg)	Delivery Date	Unit Price (RM/MT) Delivered
2	High Grade Fertilizer Borate (48%) (25kg/bag)		1 st	9.20	368	Oct26 (1 st –31 st)	

Signature of authorised representative of the Tenderer: _____

Company stamp of the Tenderer / Supplier: _____



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APPENDIX 2: DETAILED SPECIFICATION

No	Fertilizer Type	Nutrient Content	Country of Origin	Specification (Please attach relevant information / document in separate pages if there is not enough space)
1	Hi-Kay Plus (13:6:27:4 + 0.65B) (50kg/bag)			
2	High Grade Fertilizer Borate (48%) (25kg/bag)			

Signature of authorised representative of the Tenderer: _____

Company stamp of the Tenderer / Supplier: _____



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APPENDIX 3: CONFIRMATION OF THE TENDERER/SUPPLIER

To MATANG AGRICULTURE AND PLANTATION (SEGAMAT) SDN BHD:

I, the person hereunder named as authorised representative of the Tenderer or Supplier, acknowledge that we have fully understood and will comply with the Terms and Conditions and Statutory and Other Requirements included by the Client in the Invitation to Tender dated 31 July 2026.

We also understand and acknowledge that the final terms and conditions may vary subject to mutual consent between the Client and us.

We also confirm that the Tender Price herein indicated in our submission of the Tender Document shall be fixed and final herein indicated by the Client.

Signature of authorised representative of the Tenderer / Supplier:

Name:

Designation:

Date:

Company stamp:

Company address: _____

Contact Number: _____

Signature of witness:

Name:

NRIC:

(Please enclose a copy of the identity card or other form of identification of the witness)

Address: _____