
From: Jean Boustany <jean.boustany@[REDACTED]>
Sent: Sunday, April 29, 2012 9:34 AM
To: 'Basetsana Thokoane'
Subject: FW: Visit

From: Jean Boustany [mailto:jean.boustany@[REDACTED]]
Sent: Sunday, April 29, 2012 12:33 PM
To: 'Teofilo Nhangumele'
Subject: RE: Visit

Good morning brother.

Ok. That is fine. I was just trying to find a solution to the 5,000 US\$ issue. Since you have told me we will need to "keep warmth" with the Gov Officials.

As for EEZ, I fully understand the situation brother. You know best. Maybe the only person who could "informally" ask him is Junior. I thought we will all meet to discuss it also together with Rosario and Junior.

Anyways, I just want you to know that Arnaud is a very dear friend and manages funds in excess of 1 billion US\$. So I want him to "hook" a couple of opportunities in Maputo, and then we will take it to the next stage. Which will include a "success fee" on signature. Especially that we are talking about mining, oil, and gas concessions.

From: Teofilo Nhangumele [mailto:teo.nhangumele@[REDACTED]]
Sent: Sunday, April 29, 2012 12:17 PM
To: jean.boustany@[REDACTED]
Subject: Re: Visit

Brother, good morning!

The EEZ project is at the level where we have no input whatsoever to make. What input can we make when a project is on the desk of HoS? We cannot call him an ask what is going on. We can not ask him to hurry up. I would like you to know that this trip you are going to make does not involve EEZ Project. It is important we clarify this so as to manage your expectations.

In relation of gifts and give aways, I suggest we are moderate as not to send the wrong signal to them. We need to project a good image of ourselves as well as create a good and lasting impression, but we do not want to make government officials feel like we are "bribing". I personally feel we should not give them expensive pens on a first visit ... lets create some relationship first, and then we will be in a position to make this kind of offers. A business card, a corporate gift, etc should be okay. Lets first demonstrate on the ground that we are willing to do something.

Well i hope all is fine.

Best regards

Teo

On Apr 28, 2012, at 8:56 AM, Jean Boustany wrote:

Ok sure brother,

And if my presence there will help expediting the process, I am ready to stay as much as needed.

For Arnaud, I feel it is excellent and appropriate if we bring "in kind" presents at this stage.

Let's stay expensive pens to be handed to the Directors as "thank you for your time". What do you think brother?

We will cover everything else in Maputo (restaurant...etc...).

From: Teofilo Nhangumele <teo.nhangumele@[REDACTED]>

Date: Sat, 28 Apr 2012 08:50:21 +0200

To: jean.boustany@[REDACTED]; jean.boustany@[REDACTED]

Subject: Re: Visit

Brother,

I forgot to answer the last part of your question, about your coming. I am talking to Armando so that we can put together a separate programme for you, since you are a special visitor. I want Armando and Rosario to dedicate time to be with you, because you have been an exception to us. I am pushing for you to come. When you are around I will be able to give you more insight into the EEZ project delays. It has got nothing to do with payments. It is more to do with politics and processes.

I will give you feedback until Monday on this.

Best regards

Teo

Sent from my iPad

On 28 Apr 2012, at 8:18 AM, "Jean Boustany" <jean.boustany@[REDACTED]> wrote:

Ok brother I understand.

Brother, honestly. Is the same issue delaying EEZ ?

Or it is on a different scale ?

I will find a solution.

From: Teofilo Nhangumele <teo.nhangumele@[REDACTED]>

Date: Fri, 27 Apr 2012 16:49:10 +0200

To: Jean Boustany <jean.boustany@[REDACTED]>

Subject: Re: Visit

My brother,

On a very honest and serious note. Organizing this kind of program attracts cost, including the cost of maintaining the relationship with officials warm. These guys are our colleagues and friends, but time and again they have told me that those things do not buy them bread. Their business is not meeting people - they say.

I understand what you are saying, but we have been stranded many times and had to sit with the costs of facilitating the meetings. I am a broker my friend, and I have costs - I am being very honest with you.

At the moment we have no partnership with them. Even when we become partners there will still be need to share costs my brother. We do not have huge budgets - I hope you understand.

Give it a friendly thought.

Regards

Teo

On Apr 27, 2012, at 2:10 PM, Jean Boustany wrote:

Bro,

The 5K\$ is not a problem.

But Arnaud will not grasp the idea.

We will cover the costs of the visit for sure (hotel, taxis, restaurants, visas on arrival...etc...) anyways and as usual.

And since we will be partners in case there is a project which is taken to the "next stage", the non substantial operational costs should not matter between partners.

I don't want Arnaud to think that you are just facilitating a business, but on the contrary, being a partner based on your power in securing the "decision making".

Anyways, you decide bro how you want to drive this. I have no problem in any case.

Last issue: do you need me to be present on May 8th? I also have no problem to come.

Of course, if by that time we have the official ok for EEZ, then I will bring also the team of course.

Brother, by May 1st please, if still no ok, kindly email the bank to keep them "hooked".

From: Teofilo Nhangumele [mailto:teo.nhangumele@[REDACTED]]
Sent: Friday, April 27, 2012 2:42 PM
To: jean.boustany@[REDACTED]
Cc: Arnaud Lelouvie [REDACTED]
Subject: Re: Visit

Brother,

It is fine... this is exactly what I wanted to know so that we shape up the expectations. I will organize two meetings with the National Director of Exploration at National Petroleum Institute and one at the National Directorate of Geology, perhaps another one with national director of the National Hydrocarbons Company.

These meetings should suffice to to give our potential investors a clear idea of the opportunities.

Well brother this will attract a token fee of \$5.000 and all logistics and programme costs will be met by us, namely:

Meeting venues