

TO: Amanda Chan (CEO)  
FROM: Parth Jhunjunwala (Vice President of Operations)  
SUBJECT: Update regarding a letter to Mr. Abi dos Santos for the payment of \$2.5 million  
DATE: April 1, 2022

## **Purpose**

Angoil has not paid the \$2.4 million and 8% interest on the reimbursement for the gas lift compression system installed on the Scorpia 18 months ago, despite it being in the contract. This was because of Mr. dos Santos and other Angoil officials, who also had an objection to paying the daily day-rate for Scorpia. I have written a letter to Mr dos Santos, whom I have worked with for some years now, requesting payment for the same.

## **Summary**

The letter to Mr. dos Santos explains to him that the gas lift compression system is not just a capital improvement for Scorpia and that if he repays the reimbursement within a week, Blue Point will waive the 8% interest. I explained to Mr. dos Santos about the objection raised regarding paying the day-rate for the tanker and to talk to the other Angoil officials about the same. I have also mentioned how he would benefit by paying off the reimbursement as Blue Point looks forward to renewing the contract with Angoil. I offered him an open dialogue to discuss the day-rate if we renew the contract.

## **Discussion**

Mr. dos Santos is an intelligent man with many authorities to answer to. I have known him for some years now and the decision to not pay the reimbursement does not seem to be coming directly from Mr. dos Santos, but from the other officials and supervisors at Angoil. He is a person who plans years ahead and knows it would not work well to creak contract legalities when Blue Point is offering them a good tanker with an updated system. I chose to make him realize that I helped him with the negotiations earlier as well, followed by how quickly Blue Point responded to their request for the compression system, which would benefit Angoil in the long run as well. I put down the objection over the payment of day-rate on days of no oil production and made it clear that he needs to talk to the other officials to not raise this issue again. I chose to highlight throughout the letter, how the compression system has benefited Angoil, and would keep benefitting them if we renew our contract with them.

## **Conclusion**

By the nature of the letter sent, Angoil and its officials would probably realize that it would be best if they reimburse Blue Point for the long run and future contracts. We await Mr. Abi dos Santos's reply to the letter as well as repayment.