

# Proforma Invoice

Ref. No.: I6266081423  
Prepared for: TXAPITA Mobility, Ltd  
Prepared on: 11 / 28 / 2023  
Prepared by: AntonioRapisarda

PRODUCT	PRICE	QTY	SUBTOTAL
MAX Plus Scooter with IoT (EU version) Ninebot kickscooter SNSC2.3	€760.00	100	€76,000.00
Subtotal			€76,000.00
Warehousing Fee			€521.00
VAT			€16,069.41
<b>Total</b>			<b>€92,590.41</b>

## Comments:

A monthly fee of US\$5/activated scooter/month will be charged for using the Segway IoT solution.

## Warranty period:

Segway Discovery Europe B.V. warrants to Buyer that for a period of 90 DAYS from the date of Buyer's receipt of the Goods, such Goods will be free from material defects in material and workmanship per the standard and product specifications provided in the user manual of the Goods. Such user manual in general is available at: <https://www.segway.com/customer-support/manuals-and-guides/> and Seller would provide a copy to Buyer upon request.

This quotation is subject to the following **terms and conditions**:

- Term of Trade: FCA Rotterdam
- Payment Terms: 100% Before shipment
- Delivery from: Rotterdam, NL to Av. Marginal n°925, Distrito Municipal Kampfumo - Maputo, Moçambique
- Additional delivery services: Tail lift: true , accessible for big truck: true
- Delivery will be made within 12 days following receipt of payment.
- Insurance: To be covered by Buyer
- Bank Charge: All bank charges to be covered by Buyer



- This quotation may be accepted to form a binding invoice upon any one of the following options:
  - a. Signature below and payment to Segway Commercial for the items listed in this quote prior to the expiration date.
  - b. Issuance of a purchase order to Segway Commercial referencing this quote and the terms and conditions herein prior to the expiration date above.

**Bank Info ( IBAN ) Segway Discovery Europe B.V. : NL06 BKCH 2002 5057 56**

**Wiring instruction:** SWIFT code: **BKCHNL2RXXX**, Bank of China ( Luxembourg ) S.A. Rotterdam Branch

**Amount to be sent in EURO using the exchange rate of [www.xe.com](http://www.xe.com) at moment of payment.**



TXAPITA Mobility, Ltd

Eddie Massinga

CEO

11 / 28 / 2023



# Signature Certificate

Reference number: Y9VRJ-Q3HYB-KUZXX-XB3VE

## Signer

**Eddie Massinga**

Email: eddiemassinga@txapita.co.mz

Shared via link

Sent:

Viewed:

Signed:


## Timestamp

28 Nov 2023 12:29:56 UTC

29 Nov 2023 01:36:35 UTC

29 Nov 2023 01:52:02 UTC

## Signature



IP address: 207.151.52.225

Location: Los Angeles, United States

Document completed by all parties on:

29 Nov 2023 01:52:02 UTC

Page 1 of 1



**Signed with PandaDoc**

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# Request for Detailed Proposal - Deployment of 100 e-Scooters, 20 Charging Stations and 20 e-Go Karting Vehicles



Eddie Massinga <eddiemassinga@txapita.co.mz>

Friday, 27 October 2023 at 13:36

To: anthony.ho@segway.com; antonio.rapisarda@segwaydiscovery.com; rwalas@metromobility.io; Cc: rene.meneses; Bcc: rene.meneses13@gmail.com; Eddie Massinga

Dear,  
Tony Ho, Antonio Rapisarda, Sarah Hill, Ryan Walas

I hope this message finds you well. Allow me to start by saying what a tremendous pleasure it has been to collaborate with your companies in Silicon Valley and kickstart the Micromobility Conference in San Francisco with you all.

As a result of the discussions and information gathered for this, I am excited to formally confirm you that **TXAPITA** is officially moving forward with **Segway** and **Metro-Mobility** to launch our shared mobility service that will initially include 100 e-Scooters (specifically, the S90L Model) and 20 e-Go Karting vehicles. Additionally, we intend to deploy 20 Charging stations to support our e-Scooter fleet. This expansion of our services reflects our commitment to enhancing urban mobility in Mozambique.

Having had preliminary discussions with both Segway and Metro Mobility teams, I would like to formally request a detailed proposal from your respective companies. We are particularly interested in the following information:

1. **Price, Manufacturing Time and Delivery Date:**
  - Please provide unit/global price and a timeline for manufacturing the **100 e-Scooters** (Model S90L), **20 Charging Stations**, and **20 e-Go Karting vehicles**.
  - Indicate the expected delivery date for each type of equipment to Mozambique.
2. **E-Scooter Specifications:**
  - Share detailed specifications for the S90L e-Scooters, including technical specifications, features, and any customization options.
3. **E-Go Karting Vehicles:**
  - Provide information about the e-Go Karting vehicles, including specifications, features, and customization possibilities.
4. **Metro-Mobility Charging Stations:**
  - Share details about the charging stations, including specifications, compatibility, and any installation requirements.

We believe that a detailed proposal from your companies will enable us to make well-informed decisions about our forthcoming deployment. Additionally, it will help us align our project timelines and expectations. We are committed to creating a successful partnership that benefits both parties, from your entry into the Mozambican market to the expansion throughout the SADC region and the rest of Africa.

It's important to note that TXAPITA is a company operating in an competitive emerging market such as Mozambique, being a prosperous soon-to-be Multibillion Dollar thriving economy with the recent discovery of large deposits of [Oil and Gas already in exploration](#) by the U.S.-based Oil Company [ExxonMobil](#) and [several others](#), holding 100 trillion cubic feet (Tcf) of proved natural gas reserves and is the third-largest holder of proved natural gas reserves in Africa and ninth-largest in the world. We recognize the great potential of entering such vibrant markets with no competition in the mobility sector, so much that we can certify that the potential for growth and success in the Mozambican mobility sector is unmatched. Therefore, we kindly sought to your global businesses division to consider offering competitive pricing for the equipment and services.

Currently there is no e-Scooter sharing service in Maputo, creating a clear gap and FOMO in the market. Given the overcrowding, long waiting times and intense congestion of existing private and public transport, as well as the growing population of the city, an e-Scooter service provides a solution that is not only efficient and flexible, but also environmentally friendly. As a well-established and reliable provider of intelligent transport solutions in Mozambique, TXAPITA is ideally positioned to introduce and develop this service in Maputo with the following exclusive added value: TXAPITA has deep and certified knowledge about the market and its mobility component, there is also the factor of organic association with the Government: Ministry of Transport of Mozambique and AMT (Metropolitan Transport Agency of Maputo), jointly carrying out the planning, coordination, supervision and promotion of the urban passenger transport system in the Maputo Metropolitan Area.

We want to emphasize that your companies have been selected as our exclusive partners, and our company is committed to this decision. The proof of our commitment to this partnership can be found on our website, which has been reupdated around our collaboration. We are eager to foster a long-term, mutually beneficial relationship that aligns with our shared vision for a brighter future in Micromobility in Mozambique.

Please send your proposal soon as possible, and If you have any questions or require further clarification on our requirements, please do not hesitate to reach out to us. We are excited about the the collaboration between TXAPITA, Segway, and Metro-Mobility, and we look forward to receiving your proposal.

Thank you for your prompt attention to this request, and we anticipate a productive collaboration.

Sincerely,

Eddie Massinga, MBA  
CEO – Chief Executive Officer & Managing Partner







## Re: Request for Detailed Proposal - Deployment of 100 e-Scooters, 20 Charging Stations and 20 e-Go Karting Vehicles



Ryan Walas <rwalas@metromobility.io>

Monday, 30 October 2023 at 14:30

To: Eddie Massinga; Cc: Antonio Rapisarda; anthony.ho@segway.com; rene meneses

This is great news. I'm very happy to hear that you have selected Segway and Metro Mobility ChargeLock stations for your program.

I will work with Antonio to put together the requested price quotes and we will also provide the station information, specifications, and station installation guide.

I appreciate you taking the time to send us the information about your company and the market in Mozambique. With your history of working with the local governments, it is clear that TXAPITA is a great partner for this project. We are excited to be working with you to bring micromobility to this emerging market.

We will follow up soon with more information.

Thank you,  
Ryan

Ryan Walas

Metro Mobility

1035 Cambridge St

Cambridge, MA 02141 USA

Tel.: +1.617.491.7200 x202

Visit us at [metromobility.io](https://metromobility.io)





# Re: Request for (Status Update) / Detailed Proposal - Deployment of 100 e-Scooters, 20 Charging Stations and 20 e-Go Karting Vehicles



Eddie Massinga <eddiemassinga@txapita.co.mz>

Monday, 13 November 2023 at 14:17

To: Antonio Rapisarda; Cc: anthony.ho@segway.com; Ryan Walas; Rene Meneses; Bcc: Rene Meneses; Eddie Massinga

Dear Antonio, Ryan, and the Segway and Metro Mobility Teams,

I trust this message finds you well. I hope to convey our immense excitement about our collaborative efforts in bringing micromobility solutions to Mozambique. It's been a transformative journey, and as we progress toward the deployment of our shared mobility service, I wanted to provide an update and inquire about the status of our earlier request.

We've been diligently preparing for the deployment of our e-scooters, focusing on integrating payment systems with [Local Financial Operators in Mozambique and VISA](#), already working with the operators to ensure a seamless, inclusive and accessible experience for our users.

Furthermore, to guarantee a secure operational framework, we've contracted civil liability insurance for activities, drivers, and equipment with ARKO Seguros ([www.arkoins.com](http://www.arkoins.com)) and are on the verge of securing the supply of batteries alongside respective solar panels from FUNAE ([www.funae.co.mz](http://www.funae.co.mz)), a huge step toward sustainable energy usage in the industry.

To fortify our operational backbone, **we've secured a fleet of 8 operational cargo-trucks (commercial tuk-tuks)** vehicles from our partner in China, who's been our strategic partner for the past 4 years in Mozambique ([www.dayangnaki.com](http://www.dayangnaki.com)). This partnership will enable us to efficiently manage teams on the field and redistribute our e-scooter fleets across our operational zones.

However, our progress in acquiring an appropriate photovoltaic system from FUNAE hinges on the technical specifications of the charging stations, which we eagerly await from your teams. These specifications are integral to aligning our charging infrastructure with sustainable energy solutions.

Simultaneously, we've initiated collaborations with an extensive network of hotels, shopping malls, university campuses, corporate and financial buildings, supermarkets, metropolitan residential neighborhoods, cinemas and theaters, travel agencies, restaurant chains, and public institutions for the concession and rental of spaces for the installation of the charging stations, as well as contact with commercial entities (restaurants, pharmacies, butchers, convenience stores, liquor stores, pet shops, flower shops, grocery stores, etc.) for registration on the delivery platform under construction and respective acquisition of computer equipment integrated into the order and delivery registration system.

Moreover, recognizing the significance of brand visibility, we've initiated requests for merchandising, placing an initial order for 1000 branded Helmets, 750 branded Jackets, 450 branded Polos, and 500 branded Backpack Delivery Bags for TXAPITA Food. These orders are in preparation to launch just before customs clearance of the scooters to further complement our marketing efforts upon the imminent arrival of the scooters.

Additionally, we kindly request your assistance in sharing (as soon as the conditions are met) the APK infrastructure and getaways of your Mobile Apps to facilitate the multiple integrations we have in progress with third-parties.

To streamline user accessibility, we are currently engaging with Apple and Google to update our Apps in the stores and requested the **inclusion of our e-scooters in Google maps**, as well as facilitating the registration process for in-app purchases and respective integration of their payment methods.

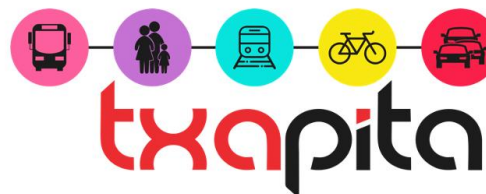
We're thrilled about the collective impact our collaboration will have on revolutionizing mobility in Mozambique and eagerly anticipate the next steps in our shared endeavor. Any updates on the status of our earlier request would be greatly appreciated as we progress toward our deployment timelines.

Looking forward to your continued support and collaboration.

Warm regards,

**Eddie Massinga, MBA**

*CEO – Chief Executive Officer & Managing Partner*



[business@txapita.co.mz](mailto:business@txapita.co.mz) – [www.txapita.co.mz](http://www.txapita.co.mz)

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HQ – Corporate Office: Palmeiras Shopping Center – Av. União Africana – 1º andar, P.O Box 20 A – Matola  
Development and Technical Operations Center: Av. Mártires da Machava Esq. Rua de Mukumbura, Nº169 – Maputo





# Re: Request for (Status Update) / Detailed Proposal - Deployment of 100 e-Scooters, 20 Charging Stations and 20 e-Go Karting Vehicles



Antonio Rapisarda <antonio.rapisarda@segwaydiscovery.com>

Tuesday, 28 November 2023 at 04:31

To: Eddie Massinga; Cc: rene meneses



Hi Eddie

Following our conversation yesterday. I confirm to you that we have **100 Kick scooters in our stock in Rotterdam ready for your project**. Cost per vehicle including charger and 551Wh Battery is 760€ EXW Rotterdam. We prefer if you can arrange transport but in case you might not, we will have to arrange transport than we need to add additional 21% of VAT on top of the 760€.

In case you confirm and want to proceed please fill in the form herein under

<https://share.hsforms.com/10bk8FVx1TOyxULE7vlofyg426q6>

And then find the Invoice through the link below. The quote is FCA Rotterdam for transport.

<https://app.pandadoc.com/document/2c2826b66e7f230a74daafcd148003e59e922d62>

Once the payment is done please share the proof of payment so that we can start preparing your order.

Cheers

Antonio Rapisarda

**Segway Discovery EMEA**

Dynamostraat 7

1014 BN Amsterdam

The Netherlands

[www.segway.com](http://www.segway.com)

<https://b2b.segway.com>







# Re: Request for (Status Update) / Detailed Proposal - Deployment of 100 e-Scooters, 20 Charging Stations and 20 e-Go Karting Vehicles



Eddie Massinga <[eddiemassinga@txapita.co.mz](mailto:eddiemassinga@txapita.co.mz)>

Thursday, 23 November 2023 at 16:05

To: Antonio Rapisarda; Cc: rene meneses; Bcc: Eddie Massinga; Rene Meneses

Dear Antonio,

I hope this message finds you well. After coordinating with our team in Maputo and considering the details from our previous conversation, I'm delighted to confirm our acceptance of the quoted price for the 100 Kick scooters, chargers, and 551Wh Batteries at €760 per vehicle EXW Rotterdam.

We are thrilled to learn that this batch of our desired quantity is readily available for immediate shipping to Mozambique. For the shipping process, we opt for DAP Incoterm and appreciate Segway handling the fleet shipping process. Therefore, we are in agreement with the additional 21% VAT on top of the €760 per vehicle.

Furthermore, I want to extend our gratitude for your swift response and preparedness to move forward with this transaction.

Regarding the form you mentioned in your email, it seems there might have been an issue with the link provided as it appears to have been deleted or corrupted. Could you kindly resend or provide an alternative method for us to fill in and submit the required information?

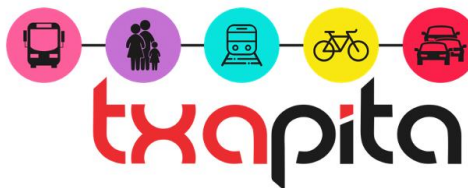
On a side note, we've finalized the selection process and chose Joyride as the most suitable provider to integrate our software with the scooters.

Thank you

Kindly,

**Eddie Massinga, MBA**

*CEO – Chief Executive Officer & Managing Partner*



MAPUTO | LOS ANGELES | SILICON VALLEY

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HQ – Sede Social: Av. Marginal, Caixa Postal nº 925 – Cidade de Maputo, Moçambique

Development and Technical Operations Center: 1465 Market St #400, Silicon Valley – San Francisco, California, USA





# Pedido de Cotação para Desembaraço Aduaneiro - 100 Kick Scooters — FW: Request for (Status Update) / Detailed Proposal - Deployment of 100 e-Scooters, 20 Charging Stations and 20 e-Go Karting Vehicles



Eddie Massinga <eddiemassinga@txapita.co.mz>

Friday, 1 December 2023 at 01:53

To: maura.muholove@empatel.co.mz; Cc: rene meneses



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Prezada Despachante **Maura**,

Cordiais saudações e votos de um excelente dia de trabalho

Na sequência da nossa interação prévia, envia-se unto em anexo a factura emitida pelo fabricante das nossas e-Scooters. tendo-se também anexado o catálogo detalhado do produto para facilitar a avaliação.

Gostaríamos de solicitar a vossa gentil atenção confirmando-nos se fora incluso o VAT de 21% para que o fabricante responsabilize-se do envio conforme solicitado por nos a correspondência e bem como sobre os mecanismos disponíveis para recuperação do VAT aplicado. Portanto, solicita-se assim a vossa cotação para o serviço de desembaraço aduaneiro da mercadoria em vias de aquisição. É crucial para nós obter uma resposta rápida, incluindo uma estimativa clara dos impostos aduaneiros devidos pela TIXAPITA, atrelado aos custos associados as serviços prestados pela EMPATEL. Alem disso, se possível, agradeceríamos se pudesse nos fornecer uma estimativa aproximada do tempo necessário para o desembaraço aduaneiro com vista maior previsibilidade do nosso plano cronológico de implementação e execução.

Agradecemos antecipadamente pela sua pronta resposta e apoio neste processo.

Atenciosamente,

**Eddie Massinga, MBA**  
CEO – Chief Executive Officer & Managing Partner



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# Re: Pedido de Cotação para Desembaraço Aduaneiro - 100 Kick Scooters — FW: Request for (Status Update) / Detailed Proposal - Deployment of 100 e-Scooters, 20 Charging Stations and 20 e-Go Karting Vehicles



Maura Muholove <maura.muholove@empatel.co.mz>

Friday, 1 December 2023 at 03:54

**To:** Eddie Massinga; **Cc:** rene meneses; Manuel Alide; Alex Magaia93; Valda Quive



Cotacao 282-2023 T...  
106,6 KB



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On 01/12/23, 03:54, "Maura Muholove" <maura.muholove@empatel.co.mz> wrote:

Boa tarde Ilustre Eddie Massinga,

Email recebido e em tratamento. Gostava apenas de saber qual o meio que usará para a chegada da mercadoria visto que, cada estância aduaneira pode acarretar diferentes custos, seja de deslocação bem como a própria taxa de armazenagem da mercadoria.

Vide a Cotação para a sua apreciação.

Com os melhores cumprimentos,

Maura Muholove





Edifício Millenium Park, 174 - 5  
Av Vladimir Lenine, nº 174, 5º Andar  
Telef. 21 33 31 25 Fax. 21 333126  
NUIIT: 400217084  
Maputo - Moçambique

Cotacao N.º 282/2023

Localidade: MAPUTO  
Data: 01/12/2023  
Instrução nº: 2607/2023  
V/Refº: 16266081423  
P.O:

Original

Cliente:	TXAPITA MOBILITY, LTD		
Endereço:	MAPUTO-MOCAMBIQUE		
NUIT:	.	Telefone:	
Natureza do Documento:	Nº de Volumes:		
Transporte:	Marítimo	C/M:	
Mercadoria:	MAX PLUS SCOOTER WITH LOT---COTACAO		
Valor Aduaneiro:	6 052 606,56 MT	Valor Aduaneiro:	85 272,00 EUR
		Câmbio:	70.98
<b>A - Pagamentos á Alfandega</b>			
1.1 - Direitos Aduaneiros		1 217 917,43	
1.2 - Imp. Consumos Específicos		0,00	
1.3 - Sobretaxa		0,00	
1.4 - IVA (16%)		1 169 200,73	
1.5 - Imp. Selo		0,00	
1.6 - Outros Impostos ou Taxas		0,00	
1.7 - TSA (Taxa de Serviços Aduaneiros)		1 000,00	
1.8 - Taxa de Pedido de Correção		0,00	
2.1 - Guia de Emolumentos		0,00	
2.2 - Outras Guias		0,00	
Subtotal			2 388 118,16
2.3 - MCNet - Taxa de Rede		45 853,07	
2.4 - IVA [ MCNet - Taxa de Rede (16%)]		0,00	
Subtotal			45 853,07
3.1 - Taxa de Radio		0,00	
3.2 - Outras Taxas		0,00	
Subtotal			0,00
<b>B - Pagamentos a Outras Instituições</b>			
1.1 - Leg. de Doc. Transporte (B/Landing, C/Porte, M		0,00	
1.2 - Taxa de Cais		0,00	
1.3 - Taxa de Armazenagem		0,00	
1.4 - Taxa de Matricula (Registo de Automóveis)		0,00	
1.5 - Outras Despesas		0,00	
1.6 - Transporte		0,00	
Subtotal			0,00
<b>C - Pagamentos Honorários</b>			
1.1 - Licenças (Certificados)		0,00	
1.2 - Declarações e Requerimentos		0,00	
1.3 - Outras Declarações		0,00	
1.4 - Impressos		650,00	
1.5 - Deslocações		850,00	
1.6 - Fotocópias		50,00	
1.7 - Comunicações		0,00	
1.8 - Diversos		500,00	
1.9 - Agência de Serviços		60 895,87	
Subtotal			62 945,87
2.1 - Iva de Serviços			10 071,34
<b>D - Total ( MT )</b>			<b>2 506 988,44</b>
<b>São: DOIS MILHÕES QUINHENTOS E SEIS MIL NOVECENTOS E OITENTA E OITO METICAL(AIS) E QUARENTA E QUATRO CENTAVO(S)</b>			
Assinatura e Carimbo	Dados Bancarios		
	Banco:Millenium BIM		
	Conta: 160122266		
	NIB: 000100000016012226657		
	BCI		
	Conta: 73588275 10 1		
	NIB: 0008000007358827510180		

Original - Cliente; Duplicado - Arquivo





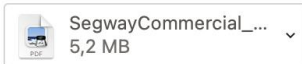
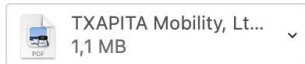
# Pedido de Cotação para Desembarço Aduaneiro - 100 Kick Scooters — FW: Request for (Status Update) / Detailed Proposal - Deployment of 100 e-Scooters, 20 Charging Stations and 20 e-Go Karting Vehicles



Eddie Massinga <eddiemassinga@txapita.co.mz>

Thursday, 30 November 2023 at 03:14

To: geral@asempreendimentos.co.mz; Cc: rene.meneses; Bcc: joao.tavares@galp.com



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Prezado Despachante **Sultane**

Cordiais saudações e votos de um excelente dia de trabalho

Na sequência da nossa interação prévia, envia-se junto em anexo a factura emitida pelo fabricante das nossas e-Scooters, tendo-se também anexado o catálogo detalhado do produto para facilitar a avaliação.

Gostaríamos de solicitar a vossa gentil atenção confirmando-nos se fora incluso o VAT de 21% para que o fabricante responsabilize-se do envio conforme solicitado por nós na correspondência e bem como sobre os mecanismos disponíveis para recuperação do VAT aplicado. Portanto, solicita-se assim a vossa cotação para o serviço de desembarço aduaneiro da mercadoria em aquisição. É crucial para nós obter uma resposta rápida, incluindo uma estimativa clara dos impostos aduaneiros devidos pela TXAPITA, atrelado aos custos associados aos serviços prestados pela AS Empreendimentos. Além disso, se possível, agradeceríamos se pudesse nos fornecer uma estimativa aproximada do tempo necessário para o desembarço aduaneiro com vista maior previsibilidade do nosso plano cronológico de implementação e execução.

Agradecemos antecipadamente pela sua pronta resposta e apoio neste processo.

Atenciosamente,

**Eddie Massinga, MBA**

CEO – Chief Executive Officer & Managing Partner



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# RE: Pedido de Cotação para Desembarço Aduaneiro - 100 Kick Scooters — FW: Request for (Status Update) / Detailed Proposal - Deployment of 100 e-Scooters, 20 Charging Stations and 20 e-Go Karting Vehicles



Aboobacar Sultane <Aboobacar.Sultane@asempreendimentos.co.mz>

Thursday, 30 November 2023 at 05:50

To: Eddie Massinga; Cc: rene meneses; AS Empreendimentos | Geral



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Caro Eddie,

Segue a extimativa de custos considerando que a carga será enviada por via Aérea.

Note que felizmente não haverá obrigatoriedade de se Matricular este tipo de equipamento em razão da sua (ainda) vantajosa classificação na Pauta Aduaneira.

Esta estimativa deverá ser actualizada assim que tiver os documentos finais (valor final e carta de porte/document de transporte).

**Atenciosamente/ Best Regards**

Aboobacar Sultane

Director Geral/ CEO

Cell: +258 845006769

E-mail : [aboobacar.sultane@asempreendimentos.co.mz](mailto:aboobacar.sultane@asempreendimentos.co.mz)

Web : [www.asempreendimentos.co.mz](http://www.asempreendimentos.co.mz)

ADD: EN4, Parcela 553, Bairro Mussumbuluco, Matola-Moçambique





Customer	TXAPITA
Supplier	SEGWAY COMMERCIAL
Invoice	16266081423
SADC Certificate	NO
PO	
Shipment nr.	
Periodo livre armazenagem	0
	3
Dias armazenagem a pagar (estimado)	



description	descrição	1 EUR=Meticals	1 ZAR=Meticals	1 USD=Meticals
Destination Services	Serviços no Destino			
Import	Importação	<b>MAPUTO</b>	71	4,5
Commodity	Mercadoria	<b>IMPORT OF MAX PLUS SCOOTERS</b>		
		FOB Value	76 000,00 EUR	USD 83 658,91
		CIF Value	92 590,41 EUR	MZM 5 396 000,00
Customs Code	Código Pautal	8711.60.00		MZM 6 573 919,11
Airwaybill	1	Peso Real	Peso Volumétrico	1
Estimated Weight (Kg)	Peso estimado (Kg)	2 750,00	3 100,00	

Customs Clearance	Despacho Aduaneiro	application	unit	sub-total	VAT 16%	Total MZM	
Customs House fees	Emolumentos	per clearance	MZM 1 000,00	1	1 000,00	0,00	1 000,00
Duties	Direitos	per clearance	20,00%	6573919	1 314 783,82	0,00	1 314 783,82
Consumption tax	Consumo específico	per clearance	0,00%	0	0,00	0,00	0,00
Customs VAT	Iva	per clearance	16,00%	7888703	1 262 192,47	0,00	1 262 192,47
Customs System Tax (Mc Net)	Sistema Alfandega	per clearance on FOB	0,85%	5396000	45 866,00	0,00	45 866,00
correction fee	Taxa de correcao	Per Request	MZM 750,00	0	0,00	0,00	0,00
Clearance fees (Min:7.000.00Mt)	Serviços de Despacho (Min:7.000.00Mt)	CIF Value	1,00%	6573919	65 739,19	10 518,27	76 257,46
AIRPort & Terminal charges	Custos do terminal e outros	application	unit	sub-total	VAT 16%	Total MZM	
Airwaybill Release	Validação Airwaybill	per Airwaybill	MZM 2 000,00	1	2 000,00	0,00	2 000,00
Aiport Handling	Manuseamento aeroportuário	per Airwaybill	MZM 7,50	2 750	23 925,00	0,00	23 925,00
Airport documentation fee	taxa de documentacao (mahs)	per Airwaybill	MZM 431,04	1	500,01	0,00	500,01
Airport Storage fee	Armazenagem Aeroporto	per KG/day(min1000)	MZM 3,00	2 750	9 570,00	0,00	9 570,00
Airport Tax	Taxa aeroporto	per kilogram	USD 0,10	2 750	17 743,00	0,00	17 743,00
SecurityTax	Taxa de Segurança	per kilogram	USD 0,56	2 750	115 258,53	0,00	115 258,53
Tracking & Dispatch	Custos Administrativos	Admin fee	unit				
TRANSPORT - MPM-MPM	ENTREGA MPM	per shipment	MZM 5 000,00	1	5 000,00	800,00	5 800,00
Shipment Tracking & Dispatch	Custos Administrativos	Admin fee	unit				
Coordination (Miscellaneous)	Coordenação	per clearance	USD 50,00	1	3 225,00	516,00	3 741,00

<b>TOTAL</b>	<b>MZM</b>	<b>2 866 803,02</b>	<b>11 834,27</b>	<b>2 878 637,29</b>
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*This is a cost estimate. Final cost may change as a result of any occurrence during the course of operations*  
*Esta estimativa de custo pode variar como resultado de qualquer ocorrência no decurso das operações.*

Bank details / Coordenadas Bancárias - em MZN			
	<b>MBIM</b>	<b>BCI</b>	<b>STB</b>
Account nr:	464407192	20407364510001	128-842221-100-1
NIB:	000100000046440719257	000800000407364510113	000301280842221100142
IBAN	MZ59000100000046440719257	MZ59000800000407364510113	MZ59000301280842221100142
Swift	BIMOMZMXXX	CGDIMZMA	SBICMZMX





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## FW: SCOOTER INSURANCE - TXAPITA



Eddie Massinga <[eddiemassinga@txapita.co.mz](mailto:eddiemassinga@txapita.co.mz)>

Tuesday, 5 December 2023 at 04:45

To: [helder.chingore@arkoins.com](mailto:helder.chingore@arkoins.com)



NDA\_CONFIDENTIA...  
194,2 KB

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Hi Hélder,

I hope this email finds you well,

As per our recent interactions and earlier conversation, please find attached the NDA in order for us to diligently present TXAPITA's proposal for ARKO — looking forward to materialize this global deal ASAP.

We are very excited and can't wait to get the ball rolling.

Kindly

**Eddie Massinga, MBA**

*CEO – Chief Executive Officer & Managing Partner*



[business@txapita.co.mz](mailto:business@txapita.co.mz) – [www.txapita.co.mz](http://www.txapita.co.mz)

Cell.: (+1) 310-6144-166 / (+258) 84/87 3838430 | Linha Verde: 800 40 40

HQ – Sede Social: Av. Marginal, Caixa Postal nº 925 – Cidade de Maputo, Moçambique

Development and Technical Operations Center: 1465 Market St #400, Silicon Valley – San Francisco, California, USA



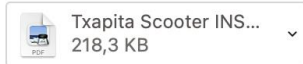


## FW: SCOOTER INSURANCE - TXAPITA



Eddie Massinga <eddiemassinga@txapita.co.mz>

To: joao.tavares@galp.com



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Thursday, 23 November 2023 at 21:24

### **SCOOTER INSURANCE – TXAPITA**

Good Day Dear Eddie,

I hope this email finds you well.

As promised, Thank you very much for the opportunity to provide our terms and conditions for **SCOOTER INSURANCE**.

Note that this is a complete package of insurance of the Activity, the Scooters and the Riders/Clients. We are pleased to present our best and most competitive terms for your consideration and decision. Please let us know if there is an additional request to allow your analysis to be more accurate.

Trust you, we will be waiting to hear from you in due course.

Yours sincerely,

**Hélder D. V . Chingore**

BDO – Business Development Officer

Av.Armando Tivane, N 569 R/C

**Telefones** +258 21 360 245 +258 84 32 14 227

**Email:** [helder.chingore@arkoins.com](mailto:helder.chingore@arkoins.com) ou [arkoseguros@arkoins.com](mailto:arkoseguros@arkoins.com)

**NUIT:** 400 64 22 81

**NUEL:** 100 65 92 71



**Se é arko, é seguro!**

**Capital Social: 105.000,000,00 MZN**



## **MOBILITY SCOOTER INSURANCE QOUTE**

Proposed Insured	:	Txapita
Occupation	:	Develops solutions for Urban Mobility and for public and individual transport.
Ownership	:	Private Company
Jurisdiction	:	Mozambique
Territory	:	Mozambique
Type of Cover	:	Loss or damage, Thirdy party liability and personal accident
Wording	:	Fish Wording
Policy Period	:	2023 (12 Months)
Currency	:	Premium USD
Indemnity Payments MZN		

### **COVER – Section 1 Loss or Damage**

Loss or damage to the Insured Item(s) during the Period of Insurance by: - Accidental Damage, Malicious Damage, Vandalism, Fire, Storm, Flood or Theft.

#### **Exclusions**

(a) Accidental / malicious damage, vandalism, fire, storm, flood - loss or damage caused by or arising from: i. Damage to tyres (including punctures and bursts).  
 ii. Loss or damage to accessories unless the Insured Item(s) is (are) lost stolen or damaged at the same time.  
 iii. Destruction or damage by any cause whatsoever to the equipment whilst left in the open for more than 12 hours or overnight.  
 iv. Malicious damage committed by the Insured to the Insured Item(s).  
 v. Damage caused by water ingress due to the Insured Item entering a stream, ford, river, lake or similar body of water.

(b) Theft - loss caused by or arising from:

i. Any person obtaining any Item(s) by deception.  
 ii. Theft by the Insured, spouse, partner or family member.  
 iii. Theft of the Insured Item(s) by any User.  
 iv. Theft of the Insured Item(s) whilst left unattended for more than 1 hour unless secured to an Immovable Object by a padlock and chain or whilst in a locked and secure building. Theft must be forcible.

(c) Any amount recovered from a third party.



## COVER – Section 2 Third Party Liability

Legal liability for Accidental Damage to the property of or accidental injury to third parties arising from the use of the Insured Item(s).

### Exclusions

Any liability: -

- i. Arising out of wrongful or inadequate advice given by or on behalf of The Insured. ii. To any person employed by the Insured.
- iii. Arising out of any trade or profession in which the Insured is engaged.
- iv. Arising out of any occurrence in North America or Canada.
- v. Which applies because of any agreement but which would not have applied without such an agreement.
- vi. To any passenger.

## COVER - Section 3 Personal Accident

The Insurer will pay USD 100 if the User is accidentally injured in direct connection with the Insured Item(s) provided that within 3 months of the accident the injury is the sole cause of a) death, or b) loss of one or more limbs, or c) permanent blindness in one or both eyes. The maximum amount payable is USD 300. Where the accident is fatal, the Insurer will pay the User's personal legal representative.

### Exclusions

- (a) Any injury where the Insured's pre-existing medical condition could have contributed to i. The cause of the accident or ii. Any injury which would not have occurred if the Insured did not have the pre-existing condition.
- (b) Death, loss of one or more limbs, or permanent blindness in one or both eyes which occurs over 3 months after an Insured Event

### SUM INSURED :

1) Loss or damage USD 2,500 X 100 Scooter (e-Scooter S90L)	USD 250,000
2) Thirty party Liability annual limit With Limit any one occurrence USD 1,000	USD 50,000
3) Personal accident Annual limit Limit per person of USD 100 for medical expense	USD 10,000



**Annual Premium****USD 13,500****Deductibles**

LD: 10% of the claim minimum USD 250

TPL: 10% of the claim minimum USD 100

**Warranties**

**The insured is obliged to provide information and documents required within 30 days after the occurrence of the claim. In the event of Loss Ratio exceeding 80% any time during the currency of the policy an additional 25% of the annual premium will be charged.**

**Subjectivities**

The minimum age of the riders to be 18 years and above

The riders to follow road act of Mozambique

To actual know location of where the scooters are parked

Will the riders have a motorcycle license or have completed a rider training course.

Will the scooter be used on the national roads or on the pavements