

66820/22506/RJA/po

2<sup>nd</sup> June 2025

**Petrozim Line (Pvt) Ltd**  
Number 6 Seagrave Road,  
Avondale,  
Harare, Zimbabwe

Attention: **Engr. Tinashe Mushaikwa**  
**Chief Engineer**

Subject: **Provision of Consultancy Services on Validation of Detailed Engineering Design for Wilton Station for Pipeline Capacity Upgrade (PZL/VALIDATION DESIGNS/W 2025)**

**Price Discount Letter**

Dear Sir,

This letter is in reference to our meeting with Petrozim Line team on 23<sup>rd</sup> May 2025 concerning the Revalidation scope for Wilton station upgrade project.

We have carefully reviewed your request for a discount on our price submitted under reference 22506-PRO-002 REV 0, dated 24<sup>th</sup> March 2025. Kindly note that we had already offered ~9.6% price discount on our initial submitted proposal dated 11<sup>th</sup> November 2024. However, we are pleased to offer further discount of ~5% as a special gesture from our management considering the longstanding relationship with Petrozim Line.

Please refer to the table below for our revised price details:

Description	Total Price (2-June-25)
<b>Net Price payable to Penspen (excluding all taxes)</b>	<b>USD 567,784</b>

Kindly note that although the title suggests design revalidation for Wilton Station upgrade, we are required to update various engineering deliverables, add the missing deliverables for completeness of the scope. This can be substantiated with the list of deliverables mentioned in our technical proposal reference 2506-PRO-001 REV 2, dated 24<sup>th</sup> March 2025. Accordingly, this is the best possible discount we can extend under the present circumstances. The rest of the terms and conditions of our proposal remain unchanged.

As requested, the above revised price is valid for 90 days from the date of this letter. We trust this meets your requirements, and should you require any clarifications, please do not hesitate to contact us.

Thank you for your continued trust in our services. We look forward to working together on this important project.

Yours faithfully,  
For **Penspen International Limited**

  
**Arun Behl**

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