

Appendix 3

Nauru Phosphate Shipments Data

Date shipped from Nauru	Vessel	Consignee	Tonnage	Actual selling price (USD\$/mt)	Actual Sales (AUD) (US\$0.935=AUD\$1)	World Average Selling Price (USD\$/mt)	Sales using World Average Selling price (AUD) (US\$0.935=AUD\$1)	Variance in Sales between Actual and World Average Selling Price
23/10/06	Darya Yog	Getax	12,460	40.50	\$539,711.23	44.20	\$589,018.18	-\$49,306.95
06/05/07	Al Jaber 18	Getax	18,000	40.50	\$779,679.14	59.90	\$1,153,155.08	-\$373,475.94
16/08/07	Ormiston	Getax	16,150	43.00	\$742,727.27	80.00	\$1,381,818.18	-\$639,090.91
18/10/07	New Success	Getax	20,900	43.00	\$961,176.47	98.30	\$2,197,294.12	-\$1,236,117.65
14/11/07	Free Goddess	Getax	21,300	43.00	\$979,572.19	98.30	\$2,239,347.59	-\$1,259,775.40
06/12/07	New Success	Getax	21,000	43.00	\$965,775.40	98.30	\$2,207,807.49	-\$1,242,032.09
31/12/07	Jobst Oldendorff	Getax	22,000	43.00	\$1,011,764.71	98.30	\$2,312,941.18	-\$1,301,176.47
20/01/08	Tien Hau	Getax	17,450	43.00	\$802,513.37	234.40	\$4,374,631.02	-\$3,572,117.65
24/01/08	ID Harmony	Getax	22,770	43.00	\$1,047,176.47	234.40	\$5,708,329.41	-\$4,661,152.94
09/03/08	Bonnie M	Getax	21,600	45.00	\$1,039,572.19	234.40	\$5,415,016.04	-\$4,375,443.85
25/03/08	D.S Splendour	Getax	19,250	70.00	\$1,441,176.47	234.40	\$4,825,882.35	-\$3,384,705.88
05/04/08	Gretke Oldendorff	Getax	21,500	43.00	\$988,770.05	367.50	\$8,450,534.76	-\$7,461,764.71
30/04/08	New Success	Getax	21,080	45.00	\$1,014,545.45	367.50	\$8,285,454.55	-\$7,270,909.09
22/05/08	Rosella	Getax	28,781	43.00	\$1,323,618.18	367.50	\$11,312,318.18	-\$9,988,700.00
10/06/08	Cherkassy	Getax	21,846	45.00	\$1,051,411.76	367.50	\$8,586,529.41	-\$7,535,117.65
15/07/08	Nayana Naree	Getax	22,850	45.00	\$1,099,732.62	367.50	\$8,981,149.73	-\$7,881,417.11
12/08/08	New Success	Getax	21,100	120.00	\$2,708,021.39	430.00	\$9,703,743.32	-\$6,995,721.93
13/09/08	Milos	Getax	23,650	120.00	\$3,035,294.12	430.00	\$10,876,470.59	-\$7,841,176.47
26/09/08	Pacific Skipper	Getax	23,500	120.00	\$3,016,042.78	430.00	\$10,807,486.63	-\$7,791,443.85
24/10/08	Siam Topaz	Getax	25,150	120.00	\$3,227,807.49	414.00	\$11,135,935.83	-\$7,908,128.34
04/11/08	Tran Friendship	Getax	23,157	120.00	\$2,972,021.39	350.00	\$8,668,395.72	-\$5,696,374.33
30/12/08	Please Please me	Getax	15,700	120.00	\$2,014,973.26	350.00	\$5,877,005.35	-\$3,862,032.09
		<u>Getax Result</u>	<u>461,194</u>		<u>\$32,763,083.42</u>		<u>\$135,090,264.71</u>	<u>-\$102,327,181.28</u>
21/04/07	TPC Auckland	IPL	27,030	40.00	\$1,156,363.64	59.90	\$1,731,654.55	-\$575,290.91
24/08/07	TPC Tauranga	IPL	27,200	40.00	\$1,163,636.36	80.00	\$2,327,272.73	-\$1,163,636.36

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08/11/07	IVS Kittiwake	IPL	26,985	40.00	\$1,154,438.50	98.30	\$2,837,032.62	-\$1,682,594.12
24/02/08	Great Summit	IPL	30,500	40.00	\$1,304,812.83	234.40	\$7,646,203.21	-\$6,341,390.37
03/06/08	Lake Dany	IPL	27,300	40.00	\$1,167,914.44	367.50	\$10,730,213.90	-\$9,562,299.47
06/08/08	Lake Dany	IPL	27,300	40.00	\$1,167,914.44	367.50	\$10,730,213.90	-\$9,562,299.47
20/08/08	Phorso SW	IPL	30,800	110.00	\$3,623,529.41	430.00	\$14,164,705.88	-\$10,541,176.47
12/11/08	Pos Bravo	IPL	27,300	110.00	\$3,211,764.71	350.00	\$10,219,251.34	-\$7,007,486.63
		<u>IPL Result</u>	<u>224,415</u>		<u>\$13,950,374.33</u>		<u>\$60,386,548.13</u>	<u>-\$46,436,173.80</u>
24/11/05	Hikawa	Samsung	8,100	50.50	\$437,486.63	44.20	\$382,909.09	\$54,577.54
12/06/06	Mercury III	Samsung	4,600	50.50	\$248,449.20	44.20	\$217,454.55	\$30,994.65
26/06/06	Unibless	Samsung	4,500	50.50	\$243,048.13	44.20	\$212,727.27	\$30,320.86
09/05/07	Ky Penates	Samsung	6,200	50.50	\$334,866.31	59.90	\$397,197.86	-\$62,331.55
04/09/07	Sun East	Samsung	7,200	50.50	\$388,877.01	80.00	\$616,042.78	-\$227,165.78
06/01/08	Win Honey	Samsung	7,550	50.50	\$407,780.75	234.40	\$1,892,748.66	-\$1,484,967.91
16/05/08	Taydo Star	Samsung	6,300	70.00	\$471,657.75	367.50	\$2,476,203.21	-\$2,004,545.45
03/07/08	Gaia Triumph	Samsung	11,160	80.00	\$954,866.31	367.50	\$4,386,417.11	-\$3,431,550.80
		<u>Samsung Result</u>	<u>55,610</u>		<u>\$3,487,032.09</u>		<u>\$10,581,700.53</u>	<u>-\$7,094,668.45</u>
		<u>Grand Total</u>	<u>741,219</u>		<u>\$50,200,489.84</u>		<u>\$206,058,513.37</u>	<u>-\$155,858,023.53</u>

Notes:

1. For simplicity reasons, I have used a constant conversion rate of US\$0.935 to AUD\$1. This is based on a variation of US\$0.85 and US\$0.97.
2. The world average selling price is based on commodity price data from the world bank which is located in the "Commodity price data" table in this document.

Source: Mr Tony Joy, Correspondence, dated 12 August 2009.