

COMMERZBANK Aktiengesellschaft  
Corporate Clients - Corporate Finance  
Export & Agency Finance  
Jugoslávská 934/1, Vinohrady  
120 00 Praha 2, Czech Republic  
(Bank)

Prague, May 2<sup>nd</sup>, 2019  
Ref. No.: 785623/2019

## Letter of Support for the delivery of brewery equipment by ProjectSoft HK a.s. in Tanzania

To Whom It May Concern,

We understand that ProjectSoft HK a.s. (**Exporter**) is currently negotiating an Export Contract for the delivery of brewery equipment (incl. bottling line) with capacity of 900.000 hl per year and blending & bottling unit for production of alcoholic, non-alcoholic and soft drinks (**Delivery**) in the estimated total amount of 62 million EUR with the Tanzanian buyer, Lake Victoria Breweries & Distillery Ltd. (**Buyer**).

Please be informed that Exportní garanční a pojišťovací společnost, a.s. (**EGAP**) would be interested in considering an insurance cover for the Delivery based on further information submitted to EGAP. The potential insurance cover shall be in compliance with the OECD Arrangement on Officially Supported Export Credits (**OECD Consensus**), Czech legislation and EGAP regulations.

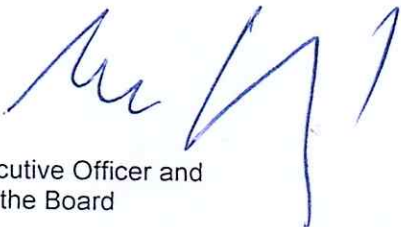
EGAP's willingness to provide an insurance cover for the Delivery is, among others, subject to:

- (i) advance payment of a minimum of 15% of the Export Contract Value in relation to the Delivery, paid in cash, in advance or upon delivery;
- (ii) acceptable conditions of the Export Contract and other relevant contracts;
- (iii) project execution ensuring and adequate security package;
- (iv) satisfactory results of the financial analysis of all parties involved in the project;
- (v) at least 50 % share of Czech goods and services in the total value of the export.

This Letter is not a firm commitment to provide an insurance cover for the Delivery. It provides basic conditions for further negotiation between the parties. The Letter has been formulated on the basis of the most recent information provided to EGAP by the Bank, and it is valid for 6 months from the date of issuance.

We hope that this Letter will provide you with requested information and we are prepared for further negotiations with all parties involved in the project anytime.

Yours sincerely,



**Marek Dlouhý**  
Deputy Chief Executive Officer and  
Vice Chairman of the Board

