

DTB/CB/4422/2021

30th December, 2021

The Directors,
Texas Hardware Limited,
P.O. Box 2647,
Mwanza, Tanzania.

Dear Sirs,

CREDIT FACILITY:

- I. **NEW ASSET FINANCING TERM LOAN FACILITY OF TZS 2,000,000,000/- PAYABLE OVER A PERIOD OF 48 MONTHS**
- II. **REDUCTION OF INTEREST RATE FROM 15% TO 12% ON BELOW TERM LOAN FACILITY OF TZS 4,916,666,666/-.**
- III. **CONTINUATION OF TERM LOAN FACILITY OF TZS 5,000,000,000=-/ AT AN OUTSTANDING BALANCE OF TZS 4,916,666,666/- PAYABLE UP TO DECEMBER 2028.**
- IV. **CONTINUATION OF TEMPORARY OVERDRAFT FACILITY OF TZS 270,000,000/- VALID UP TO 11TH JANUARY 2022.**

We are pleased to advise you that your request for the above captioned facility has been approved by us subject to the title of your security/securities hereunder mentioned proving satisfactory and acceptable to us and your acceptance of and compliance with the following terms and conditions.

1. Credit Facilities:

'Credit Facilities' shall mean various credit facilities including but not restricted to Overdrafts, Loans, Letters of Credit, Bank Guarantees, etc. granted or to be granted to you from time to time not exceeding in the aggregate of TZS 7,186,666,666/- (Tanzanian Shillings Seven Billion One Hundred Eighty Six Million Six Hundred Sixty-Six Thousand Six Hundred and Sixty-Six Only) in such combination as agreed between you and the Bank in writing and for the present, shall constitute the following;

- Asset Financing Term Loan Facility (New) of TZS 2,000,000,000/- payable in 48 months. (Tanzanian Shillings Two Billion Only)
- Term Loan Facility of TZS 4,916,666,666/- (Continuation) payable up to December 2028. (Tanzanian Shillings Four Billion Nine Hundred Sixteen Million Six Hundred Sixty-Six Thousand Six Hundred and Sixty-Six Only)
- Temporary Overdraft facility (Continuation) of TZS 270 Million valid up to 11th January, 2022. (Tanzanian Shillings Two Hundred and Seventy Million Only)

The availability of the above facility at all times is subject to:

Letter of offer: Texas Hardware Limited

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Board of Directors:
Karim Wissanji (Canadian)
(Chairman)
Shaffiq Dharamshi (Kenyan)
(Vice Chairman)
Uday Bhasin (Kenyan)
(Mrs) Nasim Devji (Kenyan)
(Mrs) Zulobia Dhala (Tanzanian)
Zahir Jivani (Tanzanian)
Muzaffer Khawaja (Pakistani)
Xavier Lucas (French)

Diamond Trust Bank
Tanzania Limited
Head Office
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Harbour View Towers
P.O. Box 115
Dar es Salaam, Tanzania

Tel: +255-22-221 8000

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- a) The compliance by the Bank with any and all restrictions, rules and regulations from time to time in force of the Bank of Tanzania or any other relevant Regulatory Authority.
- b) The Bank shall not be liable for any failure to perform its obligations hereunder caused by reasons beyond the Bank's control or resulting directly or indirectly from the action or inaction of the Government, any Government Authority or any strike, boycott, blockade, Act of God, revolution or civil disturbance.

THE ABOVE FACILITY IS SUBJECT TO ANNUAL REVIEW BY US

2. Purpose:

- i. The New Asset Financing Term Loan facility of TZS 2,000,000,000/- will be utilized towards part-financing the purchase of 10 trucks from Sino Era Limited, 6 flatbed trailers from T-Better Industrial Limited and a Brand-New Mercedes Benz from CFAO Motors for use by the company's managing director.
- ii. The Term Loan Facility of TZS 5,000,000,000/- at an outstanding balance of TZS 4,916,666,666/- was used to part finance the purchase of a commercial building located on Plot no. 21, Mwanza South Industrial Area in the name of Patel Trading Company (1961) Limited.
- iii. The Temporary Overdraft facility of TZS 270,000,000/- was utilized towards meeting the urgent working capital requirements of the business.

3. Validity/Repayment of Facilities:

a) Validity:

- i) The New Asset Financing Term Loan Facility of TZS 2,000,000,000/- will be repaid within a maximum repayment period of Forty-Eight (48) months, in monthly installments from the date of first drawdown; comprising of principal and interest payments. A repayment schedule in this respect will be provided to you on the date of disbursement. However, we reserve the right to recall the facility with fifteen (15) days written notice at any time without assigning any reasons.
- ii) The Term Loan Facility will continue to be payable as per terms and conditions stipulated in our letter of offer having reference no. **DTB/CB/4155/2020** dated **30th October, 2020**.

b) Repayment:

- i) All payments to be made by the borrower under this letter shall be made in the currency in which the facilities were made or any other available freely transferable and convertible currencies with same day value date.
- ii) If as the result of any enactment or making of any applicable law or regulation or directive or in the interpretation thereof by any authority charged with its administration or compliance with any request (whether or not having any force of law) of the Bank of Tanzania or other comparable authority or for any other reason whatsoever it shall be unlawful for the borrower to give effect to this obligation to pay in such currency as stipulated in this letter, the borrower shall pay to the Bank or any receiver appointed by the Bank under the security a sufficient sum in Tanzanian Shillings as the Bank considers



necessary or desirable to cover the total obligations and total liabilities actual or contingent of the borrower in such currencies at the then prevailing inter-bank rate of exchange of the Bank or if no such rate exists such other rate as may be the rate applicable to commercial banks in Tanzania in the open market at the time as conclusively determined by the Bank for purchasing such currencies with Tanzanian Shillings.

- iii) If and to the extent that the Borrower fails to pay the amount due on demand, the Bank may at its absolute discretion without notice to the Borrower purchase at any time thereafter so much such currencies as the Bank considers necessary or desirable to cover the obligations and liabilities of the borrower in such currencies at the then prevailing interbank selling rate of exchange or if no such rate exists such other rate as may be the rate applicable to commercial banks in Tanzania in the open market at the time as conclusively determined by the Bank for purchasing such currencies with Tanzanian Shillings and the Borrower hereby agrees to indemnify the Bank against all costs, charges and expenses incurred by the Bank for such purposes.

4. Interest:

- i. Interest on the New Asset Financing Term Loan Facility of TZS 2,000,000,000/- will be charged on monthly reducing balances and debited to the account monthly in arrears at base rate (20%) minus 8% effective 12% p.a.
- ii. Interest on the Term Loan Facility of TZS 4,916,666,666/- will be charged on monthly reducing balances and debited to the account monthly in arrears at base rate (20%) minus 8% effective 12% p.a.
- iii. The Temporary Overdraft facility of TZS 270,000,000/- is charged on monthly reducing balances and debited to the account monthly in arrears at base rate (20%) minus 5% effective 15% p.a.

5. Appraisal Fee:

A non-refundable fee of TZS 10,000,000= (Tanzanian Shillings Ten Million Only) plus VAT is payable upfront calculated as follows:

- 0.55% flat of the Term Loan facility of TZS 2,000,000,000 i.e. **TZS 10,000,000/- plus VAT**

6. Default:

In the event of any default or deviation in the purpose of utilization of the facilities, all the out standings will become due and payable immediately and the arrears amount will attract penal interest at the then applicable ruling rate.

You shall, during the currency of the facilities promptly notify us, together with full details thereof, of a happening of any event of default or breach of any other terms/conditions or occurrence of any adverse change in your business or any event of whatsoever nature, which could materially affect your ability to perform/discharge any of your obligations.

As per BOT norms, a credit facility is classified as substandard and therefore is default if an account remains in excess of the sanctioned limit or a loan installment(s) falls due and remains unpaid for 91 days and over, or no transactions are reflected in the account for a period of 61 days and over.

In the event of an account being classified as substandard as per definition above, the Bank amongst others reserves the right to take appropriate action for recovery of the outstanding and relevant costs.

In the case of a happening of any one or more events mentioned above, the total outstanding, plus accrued interest/charges shall become due and payable immediately and the arrears amount will attract interest at the then applicable ruling rate. The aforesaid interest shall automatically be applied at ruling rate without prior notification to you.

The Bank reserves the right to appoint Recovery Agents to act on behalf of the Bank in case of default. The cost and consequences of the appointment of the said Agents to recover the defaulted amounts will be your responsibility.

7. Securities:

A. The Term Loan facility of TZS 4,916 Million will continue to be collaterally secured by the following:

(i) First legal and continuous mortgage charge over the property with CT No. 033046/12 LR Mwanza, Plot No.21, Industrial Area, Mwanza South, Mwanza registered under the name of Patel Trading Company (1961) Limited, valued by Let Consultant Ltd in March 2020, with a forced sale value of TZS 5,823,750,000/- (Tanzanian Shillings Five Billion Eight Hundred Twenty-Three Million Seven Hundred Fifty Thousand Only) *(Charged for TZS 4,916 Million plus interest and other charges).*

B The New Asset Financing Term Loan facility of TZS 2,000 Million will be collaterally secured against the following:

(ii) Joint Registration/Specific debenture over the below tractor heads as per invoice submitted to the bank;

ITEM NO	DESCRIPTION	QTY	UNIT PRICE	TOTAL AMOUNT
1	Tractor Truck H3000 SX4255HU324R	10	65,320	653,200
	VAT (18%)			117,576
	TOTAL			770,776

(To be charged for TZS 2,000 Million plus interest and other charges).

(iii) Joint Registration/Specific debenture over the below trailers as per invoice submitted to the bank;

ITEM NO	DESCRIPTION	QTY	UNIT PRICE	TOTAL AMOUNT
1	Brand New Double Tire Spring Plate 40FT - Flatbed Trailer	6	25,423	152,538
	VAT (18%)			27,462
	TOTAL			180,000

(To be charged for TZS 2,000 Million plus interest and other charges).

(iv) Joint Registration/ Specific debenture over below motor vehicle as per submitted invoice issued by CFAO Motors:

ITEM NO	DESCRIPTION	QTY	TOTAL AMOUNT
1	Brand New Mercedes Benz	1	340,000,000
TOTAL			340,000,000

(To be charged for TZS 2,000 Million plus interest and other charges).

(v) Joint and several guarantees of:

- Jonex Joel Kinyonyi
- Hellen John Kinyonyi
- Jovine Jonex Joel
- Betty Jonex Joel

8. Insurance:

Kindly furnish us the under-mentioned insurance policies duly endorsed in our favor from one of our approved insurance companies. All the costs of affecting such insurance will be borne by you.

Assets referred to in paragraph 7 A. (i) above	Insurance policies covering damage resulting from fire, burglary and all the related special perils, e.g. flood, earthquake etc. Minimum sum insured for the assets should not be less than the prevailing book values.
Assets referred to in paragraph 7 B. (ii) (iii) and (iv) above	Insurance policy covering assets against damage resulting from fire, burglary and all the related special perils, e.g. flood, earthquake etc. Minimum sum insured for the assets should not be less than the prevailing book values.

The said insurance policies shall be kept in force (without change in the cover as detailed above) until all the credit facilities, together with interest due thereon, are fully repaid. Furthermore, the policies should bear an endorsement to the effect that we are jointly insured and that the proceeds for payment in the event of a claim, the cheque for payment will be issued directly to us.

These policies to also contain endorsements to the effect that:

- (a) Our interest will not be prejudiced by any neglect or default of the borrower or any occupier of the building (subject to lender paying any additional premium in respect thereof).
- (b) We will be notified of the policies' renewal date and confirmation of premium payment thereof.
- (c) We will be informed before any changes are proposed to be made to the policy
- (d) We will be notified if there is any breach of warranty or other matter affecting the policy and be given an opportunity to remedy the same before the insurers can exercise any right to invalidate cover.

- (e) In case of non-renewal of the policy by you, we reserve the right to debit your account and pay the insurance premium.
- (f) However, the responsibility for insuring the assets adequately shall be yours and the Bank shall not be liable for any loss on account of insurance lapsing.

Further by virtue of this letter you authorize us to debit your account to pay the insurance premium if we do not receive the renewed policy 7 days before the expiry of the existing policy.

9. Special conditions:

It is a condition that not less 40% of total revenues made by the company to be routed through your current account with us. Close monitoring of your current account will be conducted on monthly basis to ensure the above condition is adhered to.

10. Documentation:

All legal documents shall be prepared by our panel advocates and shall contain in addition to the terms herein contained, all our standard loan conditions. All legal charges including Advocates' costs, stamp duties and registration fees will be paid by you.

11. Conditions Precedent:

It is a condition of this offer that, the drawdown of the facility shall be subject to fulfilment by the borrower and the guarantor(s) of the conditions precedent listed below;

- i. The borrower and the guarantor(s) have to sign this letter of offer to evidence their acceptance.
- ii. The above offer is open for acceptance for a period of fifteen (15) days from the date of this letter. If the offer is not accepted and returned to the Bank within the time stipulated, it shall be deemed to have been withdrawn.
- iii. 50% of the appraisal fees are due and payable on issuance of this letter of offer and the balance 50% on the acceptance of this offer.
- iv. Execution of all charge creation documents by the borrower and the guarantor(s) backed by board resolution(s) and the same should be certified as complete documents by the bank's advocate.
- v. Registration of the security documents with the Land Registry / BRELA as applicable.
- vi. Submission of current insurance policies with DTB name noted as first loss payee on the assets offered as security (machinery & equipment as the case may be) and current year's land rent receipts.
- vii. For term loans financing for purchase of motor vehicles/ machinery/ construction/ project execution, the borrower should submit proforma invoices / tax invoices /quantity surveyors reports an applicable, for each disbursement.
- viii. The borrower shall complete and submit the bank's Social and Environmental Questionnaire with supporting documents as applicable.

12. Post availment Conditions:

- i. It is a condition to this offer that all sales turnover will be routed through your account with DTB.
- ii. Further your current account with us has to reflect reasonable turnover. Failure to route turnover through the above accounts would attract penal interest on the outstanding amount and continued default can result revocation of the aforesaid facility.
- iii. During the confirmation of the credit facility, you shall submit to us:
 - a. Copies of your annual audited accounts every year within 180 days of the closing of the financial year of your company.
 - b. You shall also, furnish us from time to time and promptly upon request by us, with all such information as we may reasonably request concerning the business, assets, liabilities, operations and financial condition of your company.
- iv. You have to abide by the environmental and social regulations and obtain necessary clearances stipulated by the regulatory authorities such as NEMC, TFDA, OSHA, Labour, Immigration Authorities and any other authority as stipulated under the Laws of Tanzania. In case, the Authority stipulates any condition to be complied with, you shall take necessary actions to meet the conditions stipulated within the time period prescribed by the Authorities. The obligation to ensure compliance with the laws and regulations of the United Republic of Tanzania rest with borrower and you will be fully liable for any consequences of non-compliance.
- v. During the currency of the facility, you shall restrict the activities on the security as specified in the relevant title. You shall not use the properties pledged as security or permits the same to be used contrary to any statute or ordinance or rule or regulation made there under or for any unlawful purposes.
- vi. The borrower will not borrow from any other financial institution without the DTB's prior written consent.
- vii. The Bank will be given first option for import/export/ foreign exchange business and for fresh funding.
- viii. You shall be required to produce documentary evidence showing that the municipal rates and the land rent in respect of all the properties mentioned under security clause for the current year have been paid. Also, you shall continue providing us with the said documentary every year immediately after the said charges become due for payment by you to the respective Government authorities, until your indebtedness to us is fully liquidated. By virtue of this letter you are authorizing us to debit your account and arrange payment of the land rent if you do not furnish us the land rent paid receipts.
- ix. The borrower shall not without the prior written consent of the Bank effect any material change in ownership by lending new Shareholders nor undertake or permit any arrangement or reconstruction of its present constitution.

- x. You hereby expressly agree that the bank may: -
 - a) Make inquiries from any bank, financial institution or any approved credit reference bureau in Tanzania to confirm any information provided by you.
 - b) Seek information from any bank, financial institution or any approved credit reference bureau when assessing you at any time during the existence of the facility.
 - c) Disclose to any approved credit reference bureau information relating to your account maintained at the bank.
- xi. By accepting this letter of offer you authorize us to debit your current account with us towards the following:
 - a. Appraisal fees.
 - b. Legal / advocates fees and any other statutory charges for documentation and completion.
 - c. Insurance premiums of collateral securities, if the same are not furnished 15 days before the expiry date.
 - d. Valuation report for the assets offered as security
 - e. Land Rent

13. Other terms and conditions:

- i. All securities, agreements, obligations given by the borrower shall continue to be valid and binding notwithstanding any change in constitution of the borrower.
- ii. All other charges shall be payable as per Tariff card published from time to time.
- iii. You hereby expressly agree that in respect of your liability hereunder, we shall have a lien/charge on all securities belonging to you now or hereafter held by us whether in safe custody or otherwise howsoever and also on all moneys now or hereafter standing to your credit with us.
- iv. Balance over the limit fee at a flat rate of 0.25% per quarter on all excesses with a minimum fee of TZS 25,000/- per occurrence will be charged.
- v. Upon liquidation of the facilities, a flat fee of TZS 500,000/- will be charged for preparation of discharge documents.
- vi. Any arrears in the loan repayment shall attract penal interest at 20% p.a. over and above the interest rate charged to the account on reducing basis or the ruling rate, whichever is higher, or such other rate as may be determined by us from time to time.
- vii. In addition to the penalty interest specified in para (vi) the Bank has the right to charge additional interest of 2% over the contracted rate on the total loan amount in case any instalment / interest due remain unpaid for 60 days or more.

- viii. In the event of your desiring premature liquidation of the Term Loan, a penalty equivalent to three (3) months interest on the balance of Term Loan payable as per the original repayment schedule will have to be paid.
- ix. Interest shall accrue from day to day, will be calculated on the basis of the actual number of days elapsed by 365 days a year. The interest will be debited to the accounts with us monthly in arrears and will be compounded in the event of not being punctually paid with monthly rests. Further, the rates are subject to change depending on market conditions.
- x. We may at any time and without notice to you combine or consolidate all or any of your accounts with and liabilities to us and set off or transfer any sum or sums standing to the credit of any one or more such accounts in or towards satisfaction of your liabilities to us on any other account or in any other respect whether such liabilities be actual or contingent, primary or collateral joint or several, existing or future.
- xi. The bank reserves the right to debit your overdraft account or any other account with us for recovery of amounts including installments of term loans costs, expenses or charges and by accepting this letter of offer you specifically agree and undertake to indemnify the bank against any action, losses or claims on account of so doing.
- xii. Without prejudice to any equitable right of consolidation, it is hereby expressly declared that no asset of yours which now is or may hereafter be subject to a mortgage or charge in favor of or vested in us shall be redeemed except on payment not only of all moneys thereby secured (but also of all moneys hereby secured).
- xiii. The Bank reserves the right of appointing Collateral Manager at any time should, in the opinion of the Bank, circumstances so demand. Should a Collateral Manager be appointed, the costs associated with his engagement will be borne by the customer.
- xiv. Stock/ Property Inspection, environmental and social compliance inspection will be carried out at quarterly/ semi-annual intervals or as dictated by the Bank at mutually convenient times. All costs including travel, accommodation incurred in this exercise will be for the account of the borrower.
- xv. The bank at its discretion may accept requests for changes in terms of repayment subject to extant BOT guidelines. However, such requests will require an entire reappraisal of the Loan and will attract fresh appraisal fees and revision of interest rate.
- xvi. The appraisal fees referred to shall not be refunded by us, in case you decide not to take any of the facilities from us. In addition, we shall not refund it proportionately, should you decide to liquidate the facilities prematurely. Payment of this fee to us shall also not be taken into account, should we decide to raise the interest rate during the currency of the facilities.
- xvii. Further by virtue of this letter you authorize us to debit your account to pay the insurance premium and fresh valuation report if we do not receive the renewed policy seven (7) days before the expiry of the existing policy. Also, a penalty fee of 0.25% will be charged to your account for each month the insurance policy or valuation report is delayed.
- xviii. We reserve the right to withhold disbursement of the facilities or withdraw this offer without assigning any reasons prior to release of the facilities.

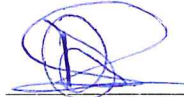
Acceptance of Offer:

Kindly signify your acceptance of the foregoing by signing and returning to us the attached duplicate copy of this letter under your company's seal along with supporting Board Resolution (s).

Yours faithfully
For and on behalf of
DIAMOND TRUST BANK TANZANIA LIMITED



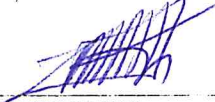
Catherine Maina
ANALYST
CORPORATE BANKING



Dennis Swai
SR. RELATIONSHIP MANAGER
CORPORATE BANKING

WE HEREBY ACCEPT THE TERMS AND CONDITIONS OF THE LETTER OF OFFER WITH REFERENCE NO: DTB/CB/4422/2021 DATED 30TH DECEMBER, 2021 AS SET OUT ABOVE.

The Directors,
Texas Hardware Limited,
P.O. Box 2647,
Mwanza, Tanzania.

SIGN: 

DIRECTOR

COMPANY SEAL

SIGN: 

DIRECTOR/COMPANY SECRETARY

DATE

AS GUARANTORS, WE HEREBY ACCEPT THE TERMS AND CONDITIONS OF THIS LETTER OF OFFER WITH REFERENCE NO: DTB/CB/4422/2021 DATED 30TH DECEMBER, 2021 AS SET OUT ABOVE.

BY: 

JONEX JOEL KINYONYI

DATE

BY: 

HELLEN JOHN KINYONYI

DATE

BY: _____
JOVINE JONEX JOEL

DATE

BY: 

BETTY JONEX JOEL

DATE