



АДКРЫТАЕ АКЦЫЯНЕРНАЕ ТАВАРЫСТВА

JOINT-STOCK COMPANY

"ГРОДЗЕНСКАЯ ТЫТУНЁВАЯ ФАБРЫКА "НЁМАН"
(ААТ "ГРОДЗЕНСКАЯ ТЫТУНЁВАЯ ФАБРЫКА "НЁМАН")

"GRODNO TOBACCO FACTORY "NEMAN"
(JSC "GRODNO TOBACCO FACTORY "NEMAN")

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TO WHOM IT MAY
CONCERN

COMMERCIAL PROPOSAL

Dear Sir/Madam,

JSC "Grodno Tobacco Factory "Neman" has more than 150 year experience in production and sales of top quality cigarettes. At present time, the factory employs more than 1,000 people with considerable experience in the tobacco industry, including leaders of the best domestic managers.

JSC "Grodno tobacco factory" Neman "provides a full cycle of production of tobacco products, which includes the preparation of a production batch of tobacco processing and processing of leaf tobacco, as well as direct production of cigarettes (Commodity code 240229000).

JSC "Grodno tobacco factory" Neman "produces both own world famous brands for international tobacco companies:

- «British American Tobacco»;
- «Japan Tobacco International»;
- as well as for the company «Tobacco International Enterprises Limited».

Modern equipment of the German companies «HAUNI» and «FOCKE» allows producing 10,000 cigarettes per minute and pack up to 550 packs. At this speed ensures 100% quality control of each unit of product released.

The machinery allows to produce different cigarettes formats including King Size, Compact King Size (Nano), Super slims.

Our domestic sales share is 80%. Due the cigarettes quality we expand our export to different countries, such as Ukraine, Moldova, Latvia, Georgia, Russian Federation,



Estonia, Arab Emirates, Iraq and have negotiations with Iran, Venezuela, Jordan, Benin, Nigeria, Togo.

We are interested in establishing contacts with large wholesale operators of tobacco products and ready to consider various forms of cooperation including tobacco products export to the country; brand names cigarettes production for companies as part of cooperation on a contract basis; the creation of a joint venture or opening a representative office in your country.

You will find some more information about our brand names, terms of delivery and price list in the attached files.

Our contact details: Grodno Tobacco Factory "Neman" JSC, 18, Ordzhonikidze str., 230771, Grodno, Republic of Belarus, www.tabak.by
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Contact person: Head of foreign trade department Mr. Andrei Poviadayko

With best regards and with hope for fruitful cooperation,

Alexander Shagun

Deputy Director for Commercial Affairs