

To:  
ASCENT Swiss Business Management AG  
Mr Michael Derrer  
Kupfergasse 17  
CH-4310 Rheinfelden  
Switzerland

and

ASCENT Swiss Business Management AG  
Mr Viacheslav Poniatskij  
Representative in Belarus  
BY - Minsk

To whom it may concern

CH - Dotzigen, 21.02.2020

## **LANDI Switzerland signs exclusive buying agency agreement with ASCENT Swiss Business Management AG**

On January 1<sup>st</sup> 2020, LANDI Switzerland signed a long-term cooperation agreement with ASCENT Swiss Business Management AG.

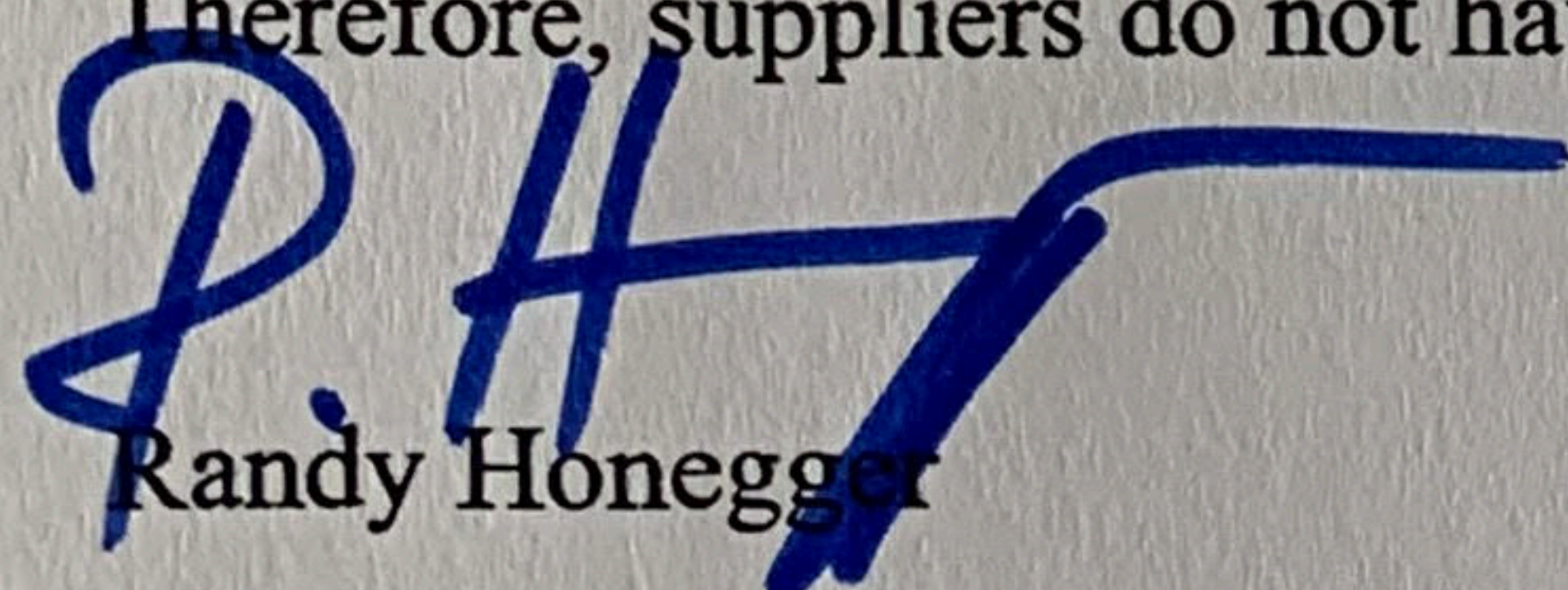
The agreement stipulates that ASCENT acts as the exclusive buying agent for LANDI for the whole territory of Central and Eastern Europe, including Belarus.

Within this agreement, ASCENT provides the following services to LANDI:

- Conduct market studies for different products
- Find suitable producers, ensuring that no intermediaries and resellers are involved
- Solicit offers from producers and procure samples
- Seek the lowest possible price for the benefit of LANDI's customers
- Negotiate purchase contracts at competitive prices and terms
- Ensure that the factory has the capability and capacity to produce the ordered merchandise
- Review production and ensure that the merchandise is produced in the convened factory
- Supervise shipments regarding specification, quality, correspondence to laws and regulations, packaging, labeling, pricing, invoicing, freight and insurance documentation and compliance to ethical standards
- Facilitate the cooperation with new partners
- Representation of LANDI in case of claims against producers

For all purchases, LANDI is the buying entity and takes final decisions.

ASCENT is not an intermediary or a reseller. For its services, ASCENT is remunerated by LANDI. Therefore, suppliers do not have to compensate ASCENT.



Randy Honegger

Chief Purchase Officer

LANDI Switzerland