

# Declaration

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**Date:** 23.05.2016

By this signature,

as managing director and owner of the company Ceiba s.r.o., Czech Republic, I would like to declare and confirm that Ceiba sp. Z.o.o., Katowice is our authorized and exclusive distributor in Poland for Ceiba products and technologies from our product range.

Our company Ceiba s.r.o. was founded in 1997 in Prague. From year 2000 we started our business with materials and technologies for libraries, archives and museums. In year 2005 we founded company Ceiba spol. s r.o. in Slovakia and start our activities there. From year 2010 we started our activities also in Hungary, where we do the business thru Ceiba Slovakia, because of close location to Hungarian borders and native speaking employees.

From the beginning of our activities on the market, we also started to cooperate with some local distributors in Poland. From year 2006 we cooperated with these companies like our distributors in Poland: Restauro-Technika, Ramy Kultury and company Median. We wanted to cooperate with only one big company who will be our main partner on the market, but because our product range is huge, we had to split between these companies our product range for each different market – conservation, libraires, museum and galleries. So the customers in Poland already knew our brand name and our products from 2006 thru these distributors.

Cooperation with these 3 companies was hard and difficult for us. They fought between them and any one of them didn't concentrate to our product range. They only selected from us a few products, which is wasn't our idea for cooperation. So the cooperation was smaller and smaller, year by year. It wasn't acceptable for us. After a few years of cooperation, we decided to stop this cooperation, mainly with company Median, because of our bad experience, belated payments, bad communication, etc.

Also we decided our new idea to open our Ceiba company located in Poland. We founded this Ceiba company in April 2015. This company is owned by two Czech investors, who are also owners of the Ceiba, Czech Republic and Ceiba, Slovakia and by managing director of Ceiba Polska, as our partner in Poland.



<sup>®</sup>  
Ceiba



The company Ceiba sp. Z.o.o as our official authorized distributor use the main warehouse in the Czech Republic, same corporate identity, logo, catalogues, product pictures, know-how, suppliers, websites and other branded information as only one, who is authorized to use it on the polish market.

Best regards

Jiri Tuma

Managing director and owner of Ceiba s.r.o., Czech Republic



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