

To:

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## LETTER OF REFERENCE

PRISMA LT, a member of S GROUP, which has over 1'000 retail locations in Europe is pleased to send this reference letter to Newsec for a permanent cooperation in supplying brokerage services.

Within a continuous cooperation Newsec advisors managed to eliminate over 3'300 square meters of vacancy so far leasing it for quality and well known tenants in the local market. Seven new tenants have been added into Prisma shopping centers portfolio to make it more attractive for Prisma customers. Three of which became anchor tenants: „Baby City and Toy City" with a 1'420 sq.m biggest children's good store in Kaunas, Pramonės Prisma SC, „Vaikutis" with its' first store in Kaunas of a 725 sq.m area in Jonavos Prisma SC and the „Jump Space" with over 780 sq.m biggest trampoline center in Kaunas, Pramonės Prisma SC. This has not only helped Prisma to reduce vacancy, increase customers' flow, but also to improve its positioning as a family shopping center.

Newsec advisors ability to understand the market and the needs of each client allowed to make on time solutions. Lately, in a trend of hypermarkets becoming smaller, resizing Prisma hypermarkets is one of the goal points for Prisma in order to remain competitive in an aggressive grocery stores market.

Professional Newsec attitude and market knowledge developed a platform for further cooperation and Prisma is keen to recommend Newsec brokerage services.

Prisma LT Chain Director

Esa Ruotsalainen

