

From Souza Cruz

1.(iii)

NOTE FOR TSG MEETING 11/5/94

PROJECT MAPLE PROGRESS REPORT

Maple has verbally agreed with Souza Cruz's added moving bonus proposal based on leaf export shipments, for the 1994 and 1995 calendar years.

The bonus in addition to a 5% commission, is payable, when Maple reaches/exceeds US\$ 90.0 million turnover (one full year shipment), receiving US\$ 2.0 million. As from US\$ 90.0 million turnover, the bonus increases US\$ 250 thousand for every additional US\$ 5.0 million turnover.

In spite of reduced export prices and customer's high stocks it appears that Maple will reach or exceed the US\$ 90.0 million turnover target in 1994.

An Amendment to the existing contract, which expires in 1999, including penalties in case Maple would be taken over or merges thus conflicting with Souza Cruz's leaf export business interests, besides other related aspects, is under study by the parties, and should be signed soonest.

The bonus scheme seems to be very effective considering that now Maple has a target sale/turnover to reach with increasing commitment to Souza Cruz's leaf export sales.

[Signature]
29/4/94

LAH/mig
28/4/94

202723840