



# PILKINGTON

*Dated this  
3<sup>rd</sup> Day of October 2022*

*To whom it may concern*

**Letter of Recommendation  
for Arie Vakhnovetzky**

Dear Sirs,

Please be herewith informed that Mr. Arie Vakhnovetzky worked as a regional sales manager representative of our company, Pilkington Glass LLC (Russia) which is a joint venture with NSG Group and as a sales engineer providing technical support for the sales of Low E glass and energy-saving double-glazed windows in the Israel-Palestine-Jordan region from 2016 up to February 2022.

Mr. Arie Vakhnovetzky is a highly effective specialist, combining in his work the skills of a good seller, able to correctly determine the needs of market participants and price trends with a wide range of engineering knowledge.

During his 6 years as Pilkington Regional Sales Manager in Israel, Mr. Arie Vakhnovetzky has established himself in the professional community of architects and design engineers. His personal charisma and excellent communication skills have brought our company success in sales in the Israeli market.

Mr. Arie Vakhnovetzky has done a lot of work in finding and attracting new clients, negotiating with managers and decision makers in large organizations in the construction industry, architectural and engineering design bureaus.

I especially want to note the initiative and creativity of Mr. Arie Vakhnovetzky in his work to promote our products, search for orders and monitor new projects, technical support for the sales of Pilkington's energy-saving selective low-emission glass Low E.

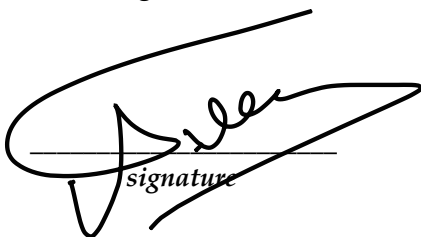
Mr. Arie Vakhnovetzky has been successful in obtaining regulatory approvals, project specification approvals and standardization at the National Standards Institute of Israel.

Mr. Arie Vakhnovetzky has trained professional teams at 26 Israeli glass processing plants in the recycling of Low E Pilkington's energy-saving selective low-emissivity glass, organized exhibitions, webinars and professional conferences.

I can confidently recommend Mr. Arie Vakhnovetzky as a highly professional Regional Sales Manager and Technical Sales Support Engineer.

**Mr. Alex Giltz,**

**Member of the Board of Directors  
of Pilkington Glass LLC**



signature

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