

August 17, 2021

City of St. John's  
10 New Gower Street  
St. John's NL A1C 1J3

Attn: Georgina Lannon, Office Services Supervisor

RE: Esri Canada's Exclusive Distribution Rights for Esri Products

Dear Georgina,

Esri Canada Limited ("Esri Canada") hereby confirms that pursuant to and subject to the provisions of the Esri International Software Distribution Agreement ("Distribution Agreement") entered between Esri Canada and Esri Inc. ("Esri"), Esri has granted Esri Canada the exclusive rights within Canada to demonstrate, promote, market, re-distribute and provide maintenance for Esri proprietary commercial software products and other Esri proprietary products as identified in the Distribution Agreement (the "Esri Licensed Products").

Maintenance for the purpose of the Distribution Agreement involves providing technical support and software updates/releases to licensed end-users of the Esri Licensed Products located in Canada.

Yours truly,



Douglas Bayley  
CFO

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