

SINGLE-ESTATE EUCALYPTUS TIMBER FROM SOUTH AFRICA

UBUNTU SAWMILL · A KUTLWANO HOLDINGS (PTY) LTD COMPANY · REG 2017/103109/07 · TZANEEN, LIMPOPO

Why we are writing, plainly. Ubuntu Sawmill is being established at Tzaneen and we are contracting forward for first production. We invite established merchants to shape the specification and hold first allocation. Your expression of interest, shared with the funders backing the build, is evidence of market demand. This form commits you to nothing.

YOUR COMPANY

COMPANY (FULL LEGAL NAME)

REGISTRATION NUMBER

COUNTRY & CITY

CONTACT PERSON & POSITION

EMAIL

TELEPHONE

TRADING SINCE & MARKETS SERVED

OUR INDICATIVE PRICING - TICK WHAT YOU WOULD EVALUATE

CIF your nominated port. Indicative and offered in good faith, not an offer capable of acceptance.

PRODUCT	SPECIFICATION	INDICATIVE PRICE
☐ Thermally-modified cladding	21 mm, 142 mm cover, profile to your pattern	EUR 2,287 / m ³
☐ Kiln-dried clears	FAS / A-clear, KD 12 to 16% MC	EUR 802 / m ³
☐ Dressed decking	28 mm, 140 mm, concealed clip fixing	On application
☐ Flooring	To your profile and grade	On application
☐ Glulam / laminated	Sections to specification	On application

* FSC certification is not yet held. It is programmed and follows commissioning. See page 2.

YOUR INDICATIVE INTEREST (indicative only - not a commitment)

VOLUME, M³ PER YEAR

TARGET START DATE / SEASON

DELIVERY BASIS (FOB DURBAN / CIF PORT)

CURRENTLY SOURCED FROM

CERTIFICATION REQUIRED

EARLIEST INTEREST (2027 / 2028 / WHEN AVAILABLE)

WHERE THIS OPERATION STANDS TODAY

The resource is under contract and the mill, drying and thermal modification lines are being established. We are contracting forward for first production, and we say so at the outset so that you plan on the real position rather than on an inference.

* FSC, stated plainly. We do not hold FSC certification today and you will not find us in the public database. It is budgeted and programmed, and it follows commissioning, because a chain of custody is certified through an operating mill and not ahead of one. We will give you the certificate number on issue, and we will not describe any product as certified before that date.

WHAT THIS DOES AND DOES NOT MEAN

It does mean – this is a genuine expression of commercial interest based on your company's real demand, and you would like to receive our specification and indicative pricing, and samples to your own profile as production is confirmed.

It does not mean – any obligation to purchase, any binding volume, price or exclusivity, or any liability of any kind. Nothing here is a contract of sale.

Validity – this expression of interest stands for twelve (12) months from signature and may be withdrawn by you at any time in writing.

PRICING BASIS

☐ The indicative prices shown on page 1 are a workable basis for our evaluation at the volume we have stated. (Indicative only. Firm pricing follows a stated grade, profile, volume and shipment window.)

CONSENT TO REFERENCE

You may always be cited anonymously – as an unnamed importer, with your volume and delivery basis only. That is what we do unless you tell us otherwise, so there is nothing to tick if anonymity suits you.

☐ We are happy to be named. Ubuntu Sawmill and Kutlwano Holdings may submit this document, including our company name, to development finance institutions, banks and grant authorities as evidence of market interest. (Leave blank to stay anonymous.)

SAMPLES AND SPECIFICATION. Full technical data goes out on request, at our cost and without obligation.

Samples are cut to the profile you specify once a pattern is agreed, rather than sent as a generic block – and nothing here waits on them. If a call is easier than this form, our operations director Keletso Kungwane will phone you: leave your number above and tick here ☐

SIGNATURE

SIGNED BY (NAME & POSITION)

DATE (DD/MM/YYYY)

DIGITAL SIGNATURE - SIGN HERE

FOR UBUNTU SAWMILL

KELETSO KUNGWANE · OPERATIONS & STAKEHOLDER RELATIONS

SEND IT BACK

Use the gold button below to email the completed form directly to us, or save and send it to

keletso@kutlwanoholdings.co.za. Either way it lands with the right person.

PREFER YOUR OWN LETTERHEAD?

MANY COMPANIES ISSUE INTEREST ON THEIR OWN PAPER. IF THAT IS YOUR PRACTICE, THE WORDING BELOW IS READY TO LIFT - IT SAYS NO MORE THAN THE FORM DOES.

COPY FROM HERE - PLACE ON YOUR COMPANY LETTERHEAD

[Date]

Ubuntu Sawmill
a Kutlwano Holdings (Pty) Ltd company
Tzaneen, Limpopo, South Africa
Attention: Mr Keletso Kungwane, Operations & Stakeholder Relations

RE: EXPRESSION OF INTEREST - SUPPLY OF SINGLE-ESTATE EUCALYPTUS TIMBER

Dear Sir,

[Company legal name], registration [number], of [city, country], is an established [importer / distributor / manufacturer] of timber products, trading since [year].

We confirm our genuine commercial interest in evaluating Ubuntu Sawmill as a supply source for [dressed decking / thermally-modified cladding / flooring / kiln-dried clears], at an indicative volume of [___] m³ per year, on a [FOB Durban / CIF] basis, from [2027 / 2028]. This interest is indicative and does not constitute an order or a binding commitment.

We understand Ubuntu Sawmill is financing an expansion of its single-estate operation, and we consent to this letter being presented to development finance institutions and banks as evidence of market interest.

Yours faithfully,

[Name, position, signature]

[Company stamp]

END OF DRAFT

Return either the signed form or your letter to keletso@kutlwanoholdings.co.za – copied automatically to our directors. We are grateful for your time either way; if the fit is not right, a line telling us why is just as valuable.