



## MEMORANDUM OF UNDERSTANDING

ENTERED INTO BY AND BETWEEN:

UBUNTU GLAMPING (PTY) LTD

(Registration Number: 2025/578019/07)

(Hereinafter referred to as "The Operator")

AND

[NAME OF COMMUNITY ENTITY / TRADITIONAL COUNCIL / CPA]

(Hereinafter referred to as "The Land Owner")



## 1. PREAMBLE

WHEREAS the Land Owner holds rights to the land described as [Insert Property Description/GPS Coordinates];

AND WHEREAS the Operator wishes to establish a luxury eco-glamping camp on a portion of this land;

AND WHEREAS both parties wish to enter into a strategic partnership based on the principles of *Ubuntu*, sustainable economic development, and job creation;

NOW THEREFORE the parties agree as follows:

## 2. EXCLUSIVITY & FEASIBILITY PERIOD

2.1. The Land Owner grants the Operator an exclusive period of 6 months from the date of signature ("The Feasibility Period").

2.2. During this period, the Land Owner agrees not to market the site or enter into negotiations with any third-party hospitality developer.

2.3. The Operator shall conduct, at its own cost:

- a) Environmental Management Plan (EMP).
- b) Market feasibility and site layout planning.
- c) Community engagement workshops.



### 3. PROPOSED COMMERCIAL TERMS (NON-BINDING)

Subject to the successful conclusion of the Feasibility Period, the parties intend to enter into a definitive Land Use Agreement based on the following core principles:

3.1. Tenure: A long-term lease agreement (Land Use Agreement).

3.2. Financial Benefits: A combination of a fixed monthly rental and a variable profit share.

3.3. Social Benefits:

- a) Permanent employment of minimum 14 community members.
- b) Creation and support of 3 independent local micro-enterprises.
- c) Procurement preference for local small-scale farmers.

3.4. Asset Ownership: All infrastructure (tents, tech, solar) shall remain the property of the Operator.

### 4. CONFIDENTIALITY

Both parties agree to keep the details of this MOU and any proprietary business models shared during the Feasibility Period confidential.

### 5. GOVERNING LAW

This MOU shall be governed by the laws of the Republic of South Africa.

SIGNED at \_\_\_\_\_ on this \_\_\_\_\_ day of \_\_\_\_\_ 2025.

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For: UBUNTU GLAMPING (PTY) LTD

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For: [COMMUNITY ENTITY]