



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")

Company Details: Explorer Holdings (PTY) LTD, Company Registration: 2024 / 858815 / 07
Company Details: Ubuntu Glamping (PTY) LTD, Company Registration: 2025 / 578019 / 07
Address of Registered Office: George Storrar Drive, Groenkloof, Pretoria, Gauteng, 0181,
South Africa
Website: <https://ubuntu-glamping.com>



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.

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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.

For: UBUNTU GLAMPING (PTY) LTD

For: [COMMUNITY ENTITY]

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