



**DATE:** 2 December 2025

**TO:** Stretchi & Bedu Glamping;; (The "Supplier")

**FROM:** Ubuntu Glamping (PTY) LTD, Registration Number 2025 / 578019 / 07;

(The "Company")

**SUBJECT: MEMORANDUM OF UNDERSTANDING: STRATEGIC PARTNERSHIP & BRAND COOPERATION**

**1. Purpose**

This document serves to confirm the strategic relationship between Ubuntu Glamping and the Supplier for the benefit of the Company's Virtual Data Room (VDR) and prospective investors. It outlines the conditional commercial terms agreed upon by both parties pending the successful completion of the Company's current capital raise.

**2. Scope of Supply**

Ubuntu Glamping acknowledges the Supplier as a premier provider of quality and for purpose designed and manufactured canvas safari tents and infrastructure. The scope of this agreement covers the supply of but not limited to:

- Luxury Guest Tents.
- Staff Tents.
- Tented Communal Areas.
- Related infrastructure.



### 3. Conditional Exclusivity Agreement

Subject to the successful completion of Ubuntu Glamping's capital raise, the Company agrees to the following terms:

- **Exclusivity:** Ubuntu Glamping shall retain Stretchi and Bedu Glamping as its **exclusive** provider for the products listed in Section 2.
- **Non-Compete:** The Company will not procure these specific products or services from competitors of the Supplier.
- **Term:** This exclusivity shall remain in effect for the duration of the development phase associated with the capital injection, provided the terms of Section 5 are met.

### 4. Brand Usage & Marketing Cooperation

To demonstrate the strength of this strategic partnership to investors and the wider market, the parties agree to the following regarding intellectual property and cross-promotion:

- **License to Use:** The Supplier grants Ubuntu Glamping permission to use the Supplier's brand name, logo, and website URL on Ubuntu Glamping's digital platforms (website, social media) and marketing materials.
- **Designation:** Ubuntu Glamping is authorized to list Stretchi and Bedu Glamping as its "Exclusive Infrastructure Partner" (or similar terminology).
- **Asset Provision:** The Supplier agrees to provide current high-resolution logos, brand guidelines (if applicable), and the preferred website destination link to ensure accurate representation.

### 5. Performance & Consultation Clause

The exclusivity outlined in Section 3 is binding provided there is no interruption in the service or supply chain. In the event of supply issues, Ubuntu Glamping agrees to undergo a formal consultation process with the Supplier to resolve the matter before seeking alternative solutions.



## 6. Non-Liability & Arm's Length Transaction

For the avoidance of doubt by any third party or investor reviewing this document:

- **Independence:** The Supplier is an independent third-party service provider and is not a partner, joint venturer, or affiliate of Ubuntu Glamping regarding the capital raise.
- **No Recourse:** The Supplier bears no financial liability, risk, or responsibility regarding the Company's capital raise, investment structure, or financial performance. The investment agreement is solely between Ubuntu Glamping and its investors.

## 7. Acceptance and Execution

By signing below, the parties acknowledge the intent of this agreement and consent to the inclusion of this document in the Ubuntu Glamping Virtual Data Room.

**Signed for and on behalf of Ubuntu Glamping (PTY) LTD:**

**Wynand du Toit**

Managing Director

Date: 1 December 2025

**Signed for and on behalf of Stretchi and Bedu Glamping:**

**Name:** Luan Hasler

**Title:** Managing Director

**Date:** 4 December 2025