



INVESTMENT IN SUSTAINABLE FORESTRY



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Company Presentation

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Activities

**Forest Management
/ Production**

Processing / Sales



Activities

Forest Management and Production

Cameroon

Ivory Coast

Ghana



Forest Management and Production

Wijma Cameroun

- Management
- Sawmill
- Processing
- Drying



Cameroon

Forest Management and Production

Wijma Cameroun

- Management
- Sawmill
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Cameroon

S.T.B.O.

- Exploitation
- Sawmill
- Processing
- Drying



Ivory Coast

Forest Management and Production

Wijma Cameroun

- Management
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Cameroon

S.T.B.O.

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Ivory Coast

Swiss Lumber

- Harvesting
- Sawmilling
- Drying



Ghana

Activities

Processing / Sales

Civil Engineering

Trade

Building Industry



Processing and Sales

Civil Engineering



Processing and Sales

Civil Engineering



Trade



Processing and Sales

Civil Engineering



Trade



Building Industry





Koninklijke Houthandel G. Wijma & Zonen B.V.



Swiss Lumber Company Ltd.



Wijma Kampen B.V.



Wijma Cameroun S.A.



Wijma GmbH & Co. KG



S.T.B.O. S.A.



Wijma Trading



Wijma UK Ltd.



The Company in a nutshell

- Family-owned business for more than 113 years
- Specialised in hydraulic engineering solutions
- Main focus on Africa as a production hub
- Supply chain management from forests to turn-key projects

- EUR 70,0 Mio. turnover p.a.
- 1.300 employees in 7 countries
- 5 sawmills of which 4 located in Africa, 1 in Europe
- Further processing facilities both in Africa and Europe
- Worldwide sales with focus on Europe

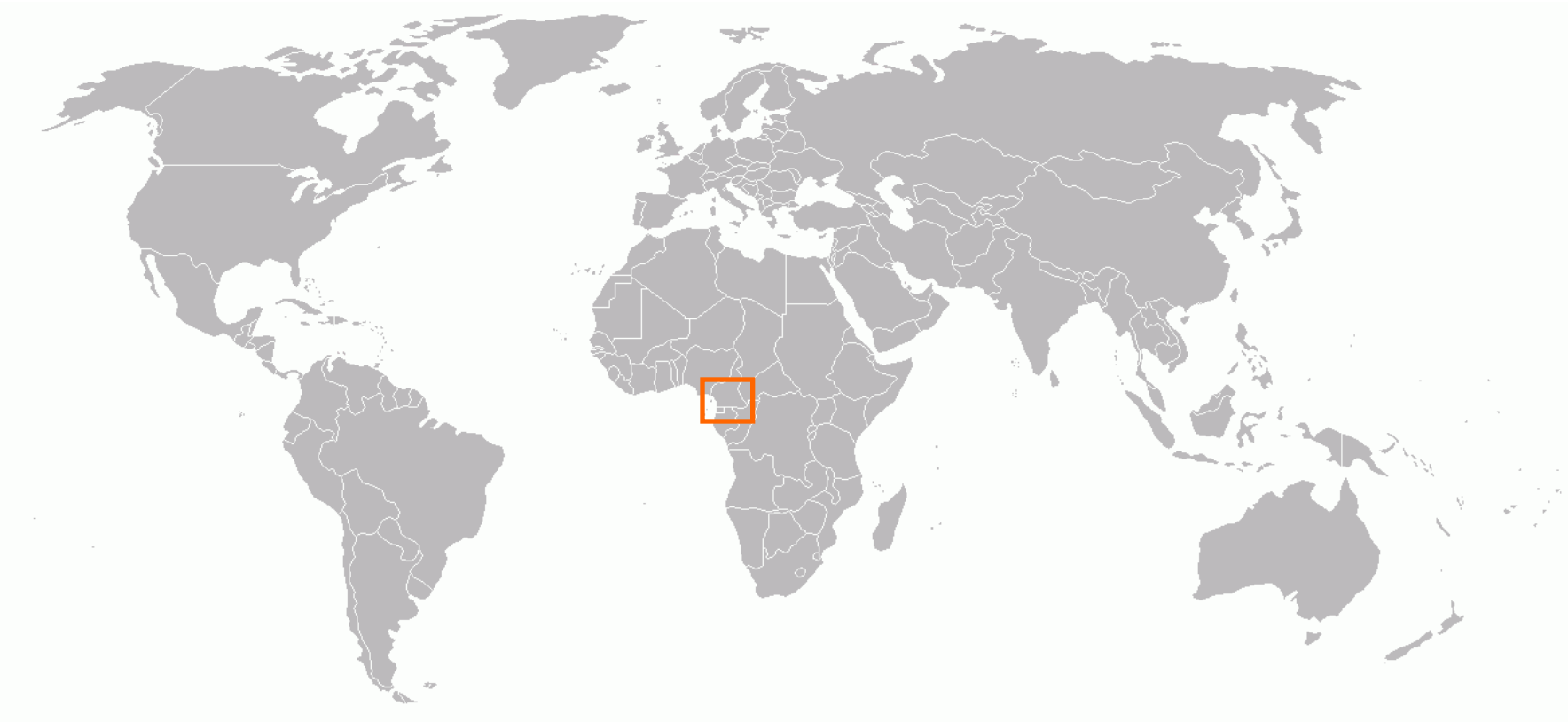
- First company to obtain an FSC-certificate in Western Africa
- 4 FSC certified forest concessions in Cameroon
- All European Wijma subsidiaries FSC COC-certified



An aerial photograph of a vast, dense tropical forest covering a hillside. The trees are lush green, and the terrain is hilly. The sky is overcast with grey clouds. The text is overlaid on the center of the image.

Business Case

Electricity from Wood Residues



Generating electricity from wood residues

Objective of the Business Case

- Utilizing the value of ca. 38.000 tons of (FSC) biomass
- Securing a constant electricity supply to the sawmill
- Access to cheaper electricity
- Creating additional revenues through feeding the general power grid
- Reducing the company's carbon footprint

Generating electricity from wood residues

Production Aims and Scale

- Targeting a 19.500 MWh electricity production p.a. from 38.000 to of biomass
 - 4.000 MWh for own purpose
 - 15.500 MWh to feed into general power grid

- Utilizing steam as a by-product for kiln-drying

- Sales of CERs resulting from the reduction of CO₂-emissions

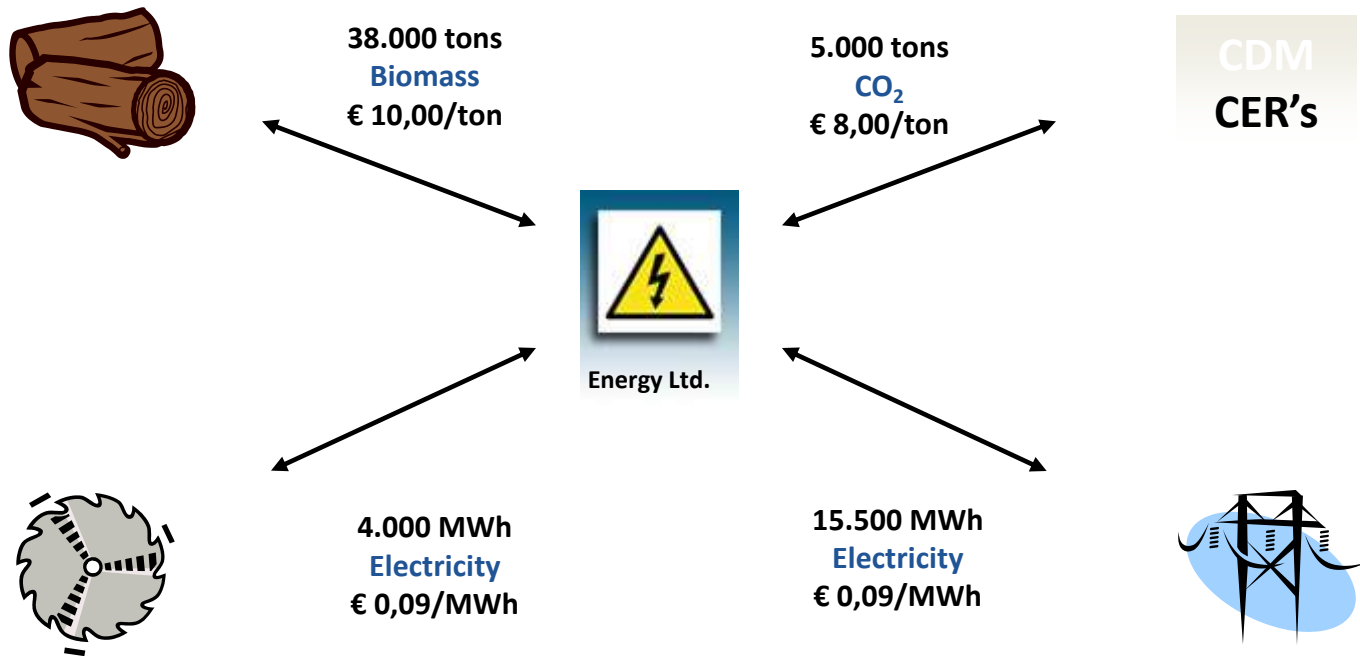
Generating electricity from wood residues

Market Aspects

- Energy supply from local grid not reliable
- National electricity company promised a CAGR of 7,2% p.a.
- Onward selling of CER's possible
- Energy prices rise constantly
- Firewood and charcoal demand of the local population to be considered

Generating electricity from wood residues

Business Model



Generating electricity from wood residues

Investment, Opex and Revenues

- Total Investment (combustion technology) ca. € 3,5 Mio.
- O&M cost appr. 8% of the investment cost p.a.
- Cost of sales € 380.000
- Revenues € 1,75 Mio. p.a.
- Averaged EBITDA € 1,1 Mio. p.a.
- IRR (over 10 years): 21%
- Operating Profit Margin: ca. 60%

Generating electricity from wood residues


Potential Risks

- Local energy supplier maintains a monopolistic position
- Independent regulatory environment for energy pricing not available
- Risk of currency devaluation
- Spare part supply potentially challenging
- Shortage of residues during unexpectedly long rainy season

Generating electricity from wood residues

Finalised and Next Steps

- Expert-fact finding done in Q1, 2010
- Feasibility study finalized in October 2010
- Business plan in preparation
- Financing possibilities currently being analysed
- Possible implementation of the plan as of Q3, 2011

A photograph showing a group of construction workers on a wooden bridge under construction. The bridge is made of many parallel wooden planks. One worker in the foreground is using a chainsaw to cut a plank. Other workers are standing around, some in blue uniforms and orange hard hats, others in white shirts. The background shows lush green vegetation.

Thank you for your attention !

