

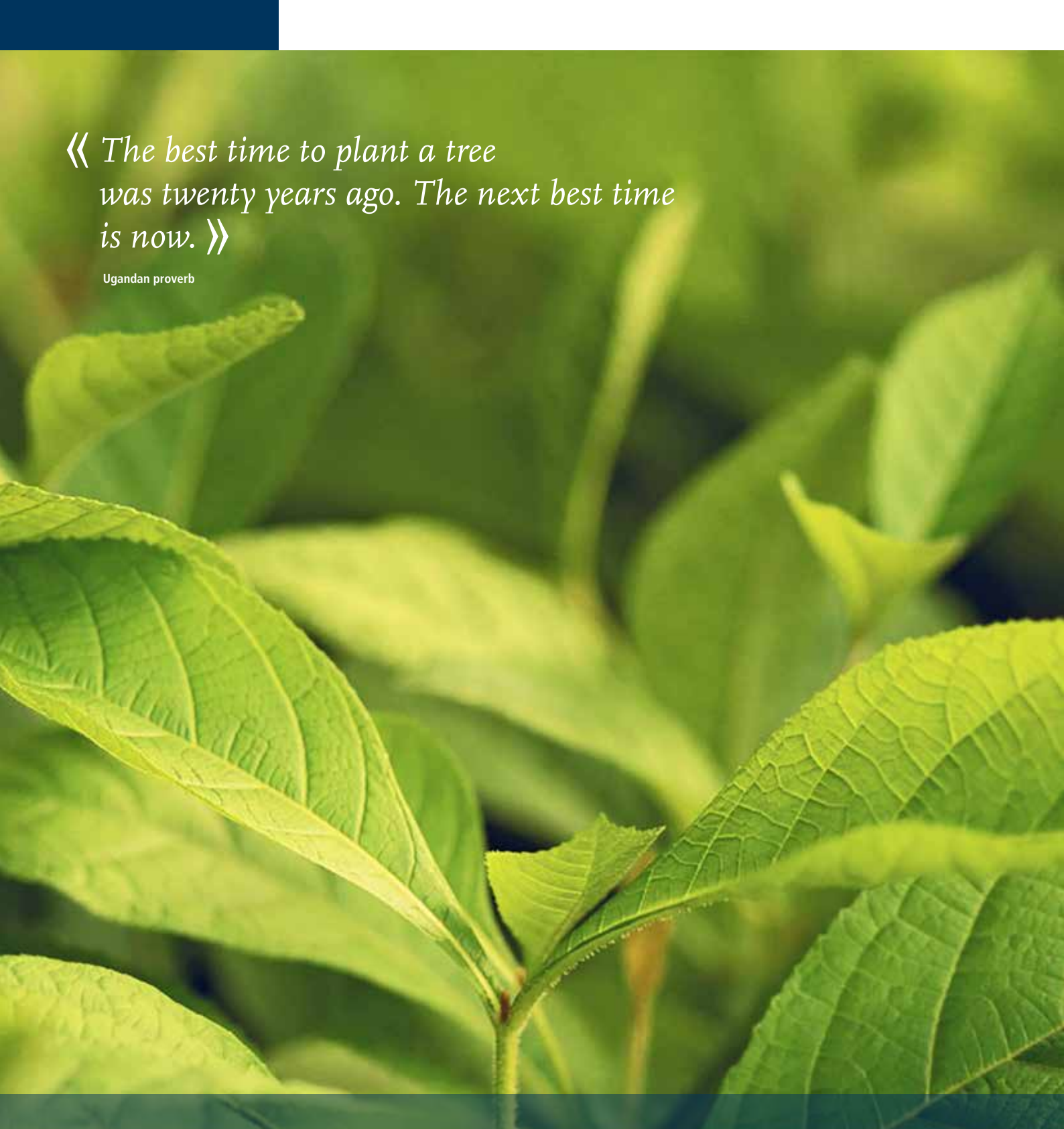
ShareWood Group

# Green Gold

Profit and Nature in Harmony

**Investing in trees so your assets  
can grow – naturally**





« *The best time to plant a tree  
was twenty years ago. The next best time  
is now.* »

Ugandan proverb

Teak seedling at the  
ShareWood planta-  
tion F27 Fazenda  
Nova Era, 2012

## *Contents*

Buying trees through ShareWood: how you benefit	3
The ShareWood Group	5
Why demand for wood is growing	7
How you become a tree owner	9
Diversifying your investment	11
Certainties and risks	13
The tree calculator	15

*Buying trees through ShareWood: how you benefit*

## Wood – a more secure investment for the future

Forest and wood plantations have been considered a stable tangible asset for centuries. Even today, wealthy families and institutions still use them to safeguard their property. Some of the biggest private forest owners include renowned entrepreneurial families such as Merckle, Piëch and the House of Thurn and Taxis. Even the Munich Re Group, one of the world's leading reinsurance companies, as well as the elite universities Harvard and Yale protect their wealth through the renewable raw material of wood.

Eight good reasons to invest in trees:

- » Demand for wood has been increasing for decades
- » Prices are rising due to a decline in supply
- » tangible assets in wood are not dependent on the stock exchange and financial market
- » Trees grow steadily and increase their value year on year
- » Regular thinning means proceeds from sale of the timber
- » Wood investments hold their value, and are profitable and ecologically worthwhile
- » Tree ownership is little affected by currency risks and inflation
- » Tax-free returns through direct investment

As one of the leading providers of timber investments since its foundation in 2007, ShareWood has already paid out returns from the proceeds of timber on 16 occasions, with the rates of return for tree owners averaging 6.9 to 8.9% IRR p.a.

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*How you can profit from a partnership with ShareWood*

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- » Solid and continual growth on your investment (profits 6 – 12 % p.a.)
  - » High degree of security through transfer of ownership and insurance protection
  - » Capital reserves for the long-term management of your trees
  - » Regular sale of timber harvests to long-term investors or processing in their own factory
  - » Investment in stable currency, Swiss franc (CHF) or euro (€)
-

ShareWood Eucalyptus  
plantation F50 Rio  
Vermelho, 2013

# We love wood.

So much that we use it to produce our  
own furniture and accessories.  
Learn more at [www.bluetek.ch](http://www.bluetek.ch)

## ShareWood Group Management



Peter Möckli

Chairman of the Board,  
Chief Executive Officer

Business economist,  
qualified economist,  
qualified banker and  
industrial manager



Dr. Stephan Sidler

Chief Operating  
Officer

Dr. of Agronomy, quali-  
fied agricultural en-  
gineer, Swiss Federal  
Institute of Technology



Christian Marzari

Director Wood  
Commercial &  
Industries

Dr. of Agronomy, qualified  
agricultural engineer,  
MBA Business Adminis-  
tration, MBA Marketing



Nadine Meyer

Head of Marketing &  
Communication,  
CEO Assistant

PR Expert (Swiss Fe-  
deral Certificate),  
Dipl. Hotelière / Res-  
tauratrice (College)



Michael Steg

Head of Sales

Expert in Finance  
& Business Manage-  
ment



Inez Bernard

Administration

VHS Commercial Dip-  
loma, Higher Business  
Diploma VSK/HWD



## The ShareWood Group

# Solid experience for mounting yields

The Swiss group ShareWood is a pioneer in the field of sustainable forest and plantation management. Our success is based on one clear basic principle: a balance between respect for nature and economic activity, as signified by our guiding credo, 'Profit and Nature in Harmony.'

As part of our responsible approach, we are mindful of biodiversity and of ensuring a variety of species on our plantations. It goes without saying that we only plant on and that is approved for use by the environmental authorities. On site, we also assume social responsibility by fostering close relationships with partners and local consumers, and, as an employer, by contributing to the improvement of living conditions for many people. We also have a well-established sales structure through our sawmill and glued panel facilities, where we manage direct sales to domestic and international consumers. Our first-class wood fetches top prices on the market. Our quality label, 'BlueTeak', represents teak sourced from areas of guaranteed reforestation and sustainably managed plantations. We



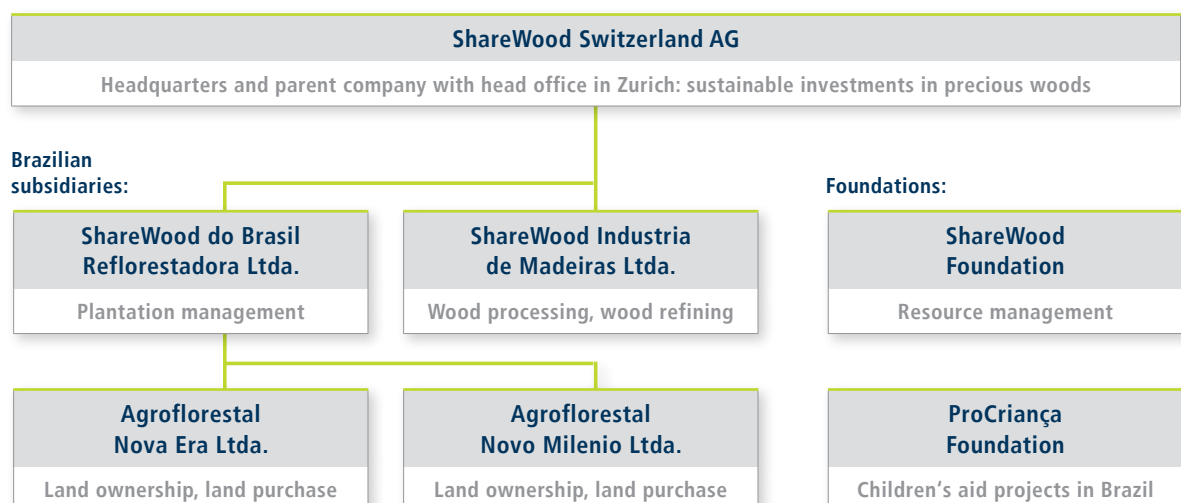
also produce our own high-quality household furniture, accessories and industrial products. In this way, ShareWood is able to cover the entire value creation chain.

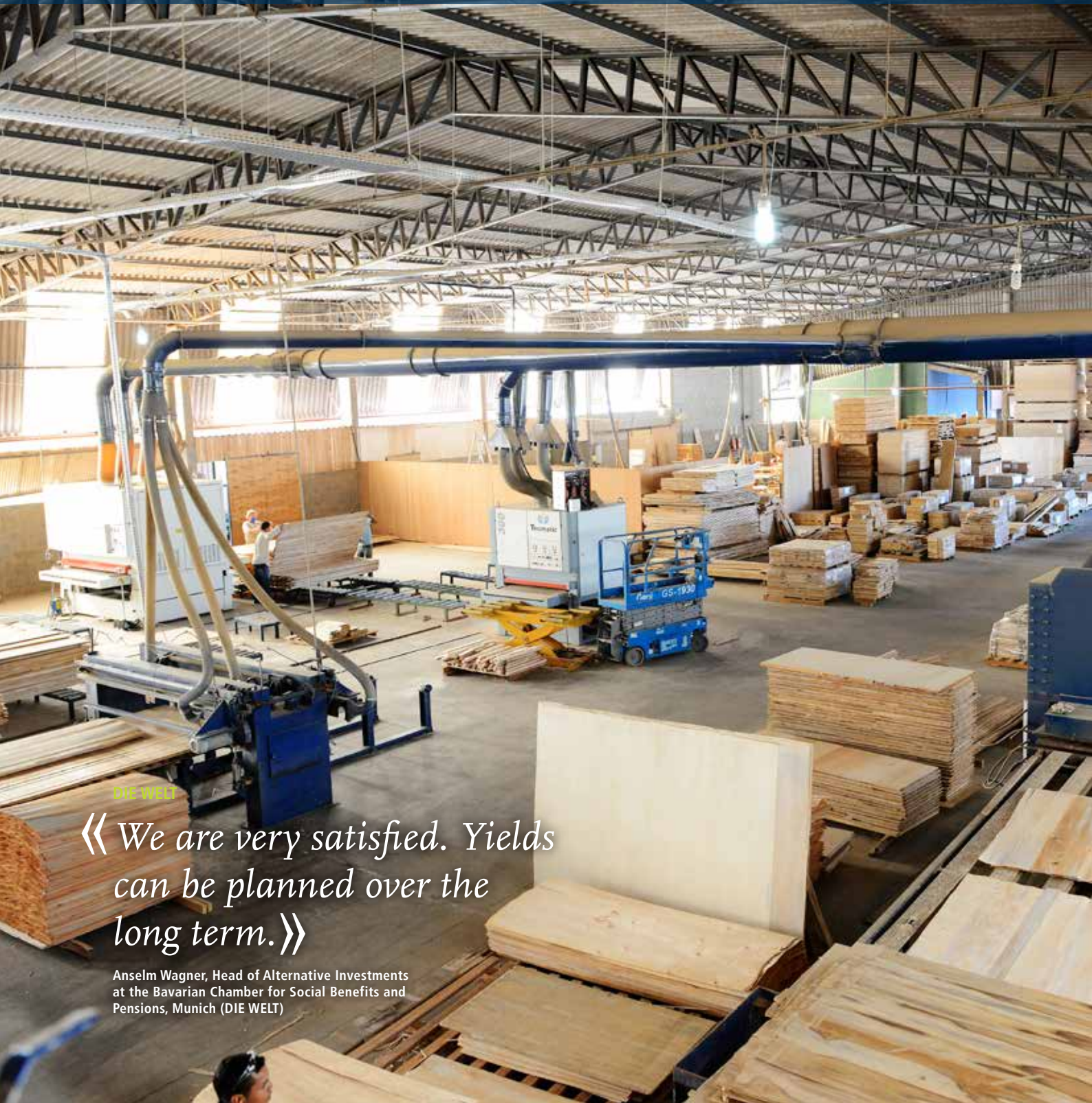
### ShareWood as a reliable partner

- » More than 170 permanent employees in Switzerland and Brazil
- » Professional management and assured channels of distribution
- » Cultivation management by Swiss forestry and agriculture specialists
- » On-site plantation visits possible
- » Optional investment in teak, eucalyptus or balsa

#### The ShareWood Group:

(status: 07 / 2016)





DIE WELT

« We are very satisfied. Yields can be planned over the long term. »

Anselm Wagner, Head of Alternative Investments at the Bavarian Chamber for Social Benefits and Pensions, Munich (DIE WELT)

FAZ.net

« It is a stable tangible asset and a renewable resource that benefits from growing demand. »

Jens Spudy, managing director, Spudy & Co. Family Office, Hamburg (FAZ.net)

WirtschaftsWoche

« An investment in forestry and the timber industry can bring investors stable returns and also protect their money against inflation. »

Andreas Toller, online finance unit, WirtschaftsWoche

Manager Magazin

« This investment has relatively low fluctuations. »

Carsten Herzog, forestry investment expert with Aquila Capital, Hamburg (Manager Magazin)



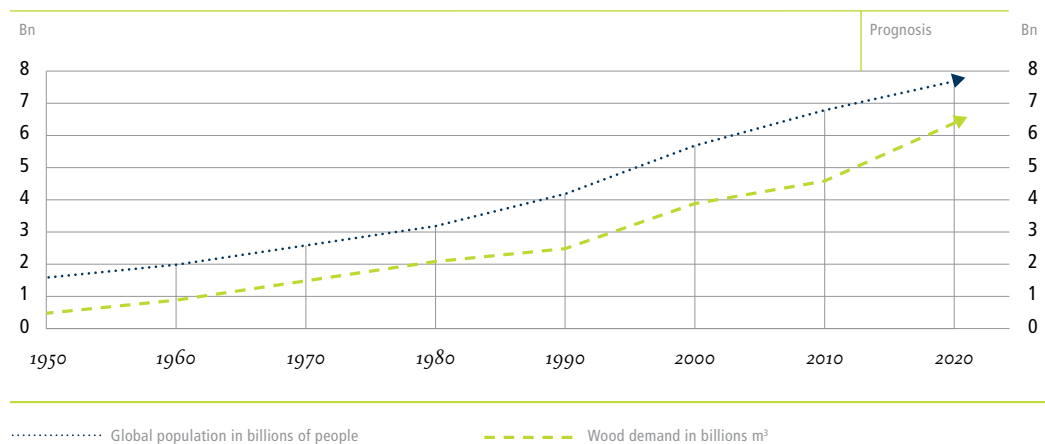
The ShareWood production facility has 48 machines.

*Why demand for wood is growing*

## Wood: the raw material for an expanding world

Demand for wood is rising alongside the growth in the global population. Consumption in 2007 stood at 3.7 billion cubic metres, but will increase to an estimated 4.7 billion cubic metres by 2020. It's easy to find the reason why: thanks to its stability and flexibility, not to mention its biological characteristics, wood is a versatile basic material that enjoys a wide spectrum of uses. As one of the few renewable building materials available, wood is now increasingly often replacing other materials, such as plastic, concrete, stone or steel.

### *Global wood demand compared to growing global population*



Despite this high demand, there is also greater awareness regarding the origin of wood: with most processing companies and consumers today demanding sustainably produced wood from verifiable sources. In addition, improved control mechanisms are being put into place from the political side. For example, the import, export and trade of illegal woods in the EU and Brazil have been punishable offences since March 2013. That said, only 10 per cent of global demand is sourced from areas of sustainable reforestation. Here, too, ShareWood is a pioneer by being completely and utterly committed to ecologically sustainable methods of cultivation and management.

Freshly felled teak logs after a thinning.

# Smart calculations!

Calculate your potential earnings

## Teak

	>1ha	>2ha	>3ha	>4ha	>5ha	>6ha	>8ha	>10ha
Number of Trees	600	1200	1800	2400	3000	3600	4800	6000
Purchase price CHF	31'680 CHF	63'360 CHF	95'040 CHF	126'720 CHF	158'400 CHF	190'080 CHF	253'440 CHF	316'800 CHF
Purchase price EUR	30'171 €	60'343 €	90'514 €	120'686 €	150'857 €	181'029 €	241'371 €	301'714 €
6,0% CHF	92'410 CHF	184'820 CHF	277'231 CHF	369'641 CHF	462'051 CHF	554'461 CHF	739'282 CHF	924'102 CHF
6,0% EUR	88'010 €	176'019 €	264'029 €	352'039 €	440'049 €	528'058 €	704'078 €	880'097 €
8,7% CHF	146'829 CHF	293'659 CHF	440'488 CHF	587'318 CHF	734'147 CHF	880'976 CHF	1'174'635 CHF	1'468'294 CHF
8,7% EUR	139'838 €	279'675 €	419'513 €	559'350 €	699'188 €	839'025 €	1'118'700 €	1'398'375 €
11,4% CHF	231'730 CHF	463'460 CHF	695'191 CHF	926'921 CHF	1'158'651 CHF	1'390'381 CHF	1'853'841 CHF	2'317'302 CHF
11,4% EUR	220'695 €	441'391 €	662'086 €	882'782 €	1'103'477 €	1'324'172 €	1'765'563 €	2'206'954 €

## Eucalyptus

	>1ha	>2ha	>3ha	>4ha	>5ha	>6ha	>8ha	>10ha
Number of Trees	1150	2300	3450	4600	5750	6900	9200	11500
Purchase price CHF	17'365 CHF	34'730 CHF	52'095 CHF	69'460 CHF	86'825 CHF	104'190 CHF	138'920 CHF	173'650 CHF
Purchase price EUR	16'538 €	33'076 €	49'614 €	66'152 €	82'690 €	99'229 €	132'305 €	165'381 €
6,0% CHF	32'628 CHF	65'256 CHF	97'884 CHF	130'512 CHF	163'140 CHF	195'768 CHF	261'024 CHF	326'280 CHF
6,0% EUR	31'074 €	62'149 €	93'223 €	124'297 €	155'371 €	186'446 €	248'594 €	310'743 €
8,7% CHF	42'832 CHF	85'664 CHF	128'496 CHF	171'328 CHF	214'160 CHF	256'992 CHF	342'656 CHF	428'320 CHF
8,7% EUR	40'792 €	81'585 €	122'377 €	163'170 €	203'962 €	244'754 €	326'339 €	407'924 €
11,4% CHF	56'004 CHF	112'008 CHF	168'012 CHF	224'016 CHF	280'020 CHF	336'024 CHF	448'032 CHF	560'040 CHF
11,4% EUR	53'337 €	106'674 €	160'011 €	213'349 €	266'686 €	320'023 €	426'697 €	533'371 €

Exchange rate: 1.05, subject to price changes and availability



## *How you become a tree owner*

# Investment and expected profits

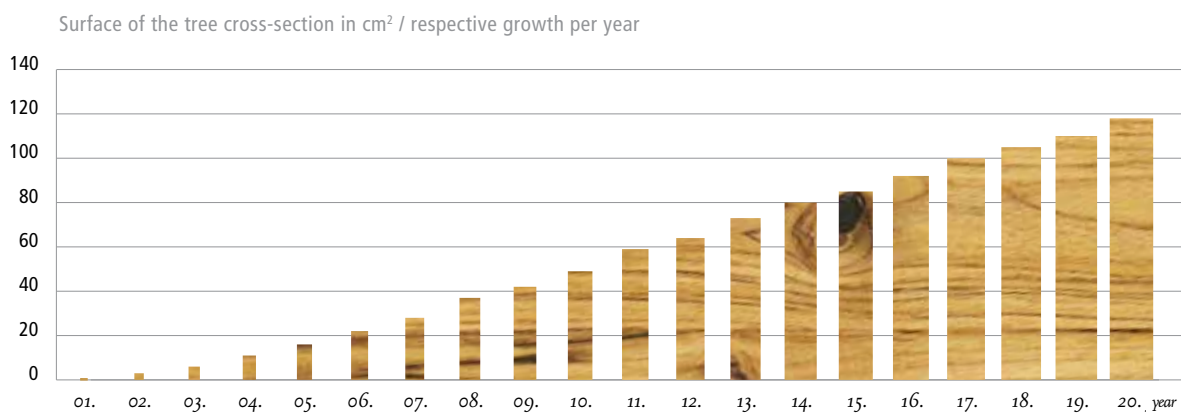
Acquiring trees is as easy as opening a savings account. The big difference lies in the time afterwards. As a reliable partner, ShareWood will support you all the way, from planting the trees to the final harvesting and sale of your timber. The returns generated result from an interplay of two factors: biological tree growth and the rising price of wood. Due to natural tree growth, the volume of wood increases annually. This 'biological compound interest effect' alone ensures an average of a 6 % increase in value per year. Add to that the increase in market prices - in the recent past, teak has experienced a 3 to 6 % rate of price increase per year.

The amount of your investment depends on the number of trees and their age. Younger trees are more inexpensive and the potential for profit is higher. Until your trees are fully grown, the plantation is regularly thinned in order to make sure that the plants receive enough light and air. The timber that is removed is then sold, so you can count on a payout for timber proceeds every 3 to 4 years. If you subsequently buy freshly planted trees over 6 years, you will receive at least one payout every year from the proceeds of timber.

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## *Annual average tree growth, using teak as an example*


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Our timber yield calculations are gathered from the following sources:

- » Scientific work on the development of teak plantations. Moderate to good growth results with a 10 % deduction for risk were used as the basis for the calculations.
- » Prices and data from the ITTO and FAO; current market price for round timber.
- » Own data collection from ShareWood over 9 years.





ShareWood plantation  
F20 Teka Jauru, 1998

« A managed forest finds itself in a state of constant development; CO<sub>2</sub> is continually taken from the atmosphere and bound with carbon (...), far more so than in unmanaged forests. »

Dr. Joachim Krug, Institute of Global Forestry,  
Hamburg (in: forstpraxis.de)



*Diversifying your investment*

## Our tree species



*Teak*

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### **The king of precious woods**

Teak is one of the most resistant types of wood. It is rich in natural oils and phytochemicals that protect against fungi and pest infestations. Its above-average natural rubber content makes the wood water-repellent and gives it a high degree of solidity. Thanks to these properties, teak is highly prized around the world – and a safe and profitable investment for you.



*Eucalyptus*

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### **The world champion in growth**

Along with teak, ShareWood also cultivates the versatile eucalyptus tree. Its main advantages are rapid growth, easy maintenance and high demand in Brazil itself (a producing country). Plantation eucalyptus also performs an important ecological function: natural eucalyptus forests in Asia and Australia are protected against further clearing.



*Balsa*

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### **The lightweight heavyweight**

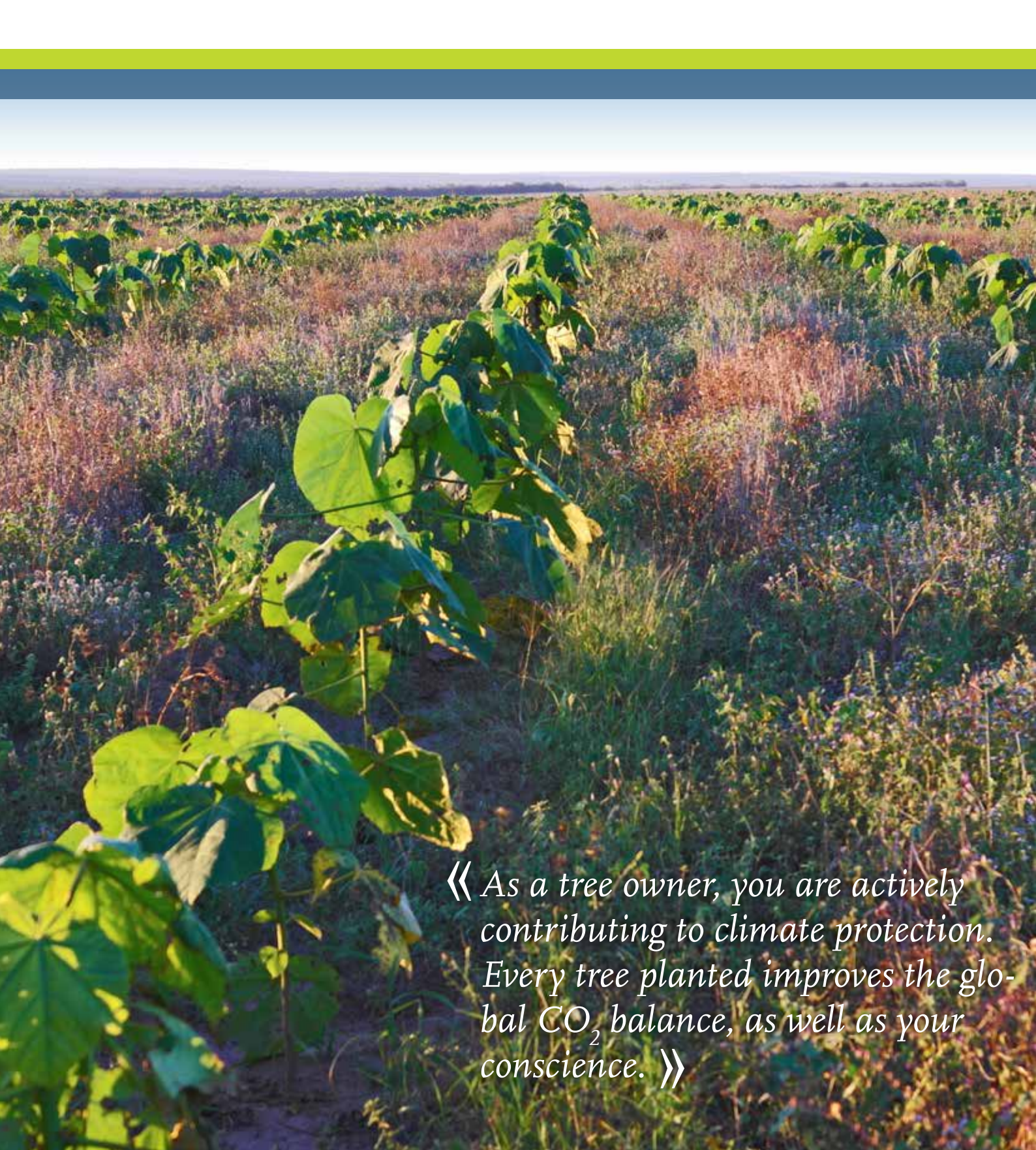
Even though balsa is virtually as light as air, it is a heavyweight in the timber industry. As a lightweight building material, it is even used in aviation and construction. Thanks to its extremely rapid growth, balsa is an interesting investment for buyers who wish to profit from their timber yields after just a few years.

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## *6 factors for successful forest investment*

- 1 The highest seedling quality**
  - 2 Professional cultivation concept**
  - 3 High soil quality**
  - 4 Plantation managers with expert knowledge and experience**
  - 5 Established sales channels for the wood**
  - 6 Cash provision for the cultivation**
-





« As a tree owner, you are actively contributing to climate protection. Every tree planted improves the global CO<sub>2</sub> balance, as well as your conscience. »

3-month old teak trees  
on the ShareWood  
plantation F27  
Fazenda Nova Era, 2014

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*Advantages of the Mato Grosso  
cultivation region*

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- » Stable climate
  - » Large reserves of land
  - » Tsunamis or hurricanes do not occur here
  - » Ideal soil conditions
  - » Interesting local economy
-





### *Certainties and risks*

## Strongly rooted and insured

Like all natural products, trees too are subject to environmental influences. Our cultivation regions in Brazil enjoy practically optimum soil, sunlight and rainfall conditions. However, certain factors can still affect the trees' value:

- » **natural growth fluctuations**
- » **weather influences**
- » **pests**
- » **fluctuations in the price of wood**

Young trees need protection, particularly in their growth phase. This is why ShareWood insures your stock in the first four years from the time of planting. Furthermore, your trees are also insured against business risks. With the aid of capital reserves in the independent ShareWood Foundation, we guarantee professional management over the entire duration of your investment. As with every investment, the opportunities and risks should be balanced. Experience with previous plantations shows us and our tree owners that ShareWood's safeguards are verifiably effective. Invest simply and securely – with ShareWood.

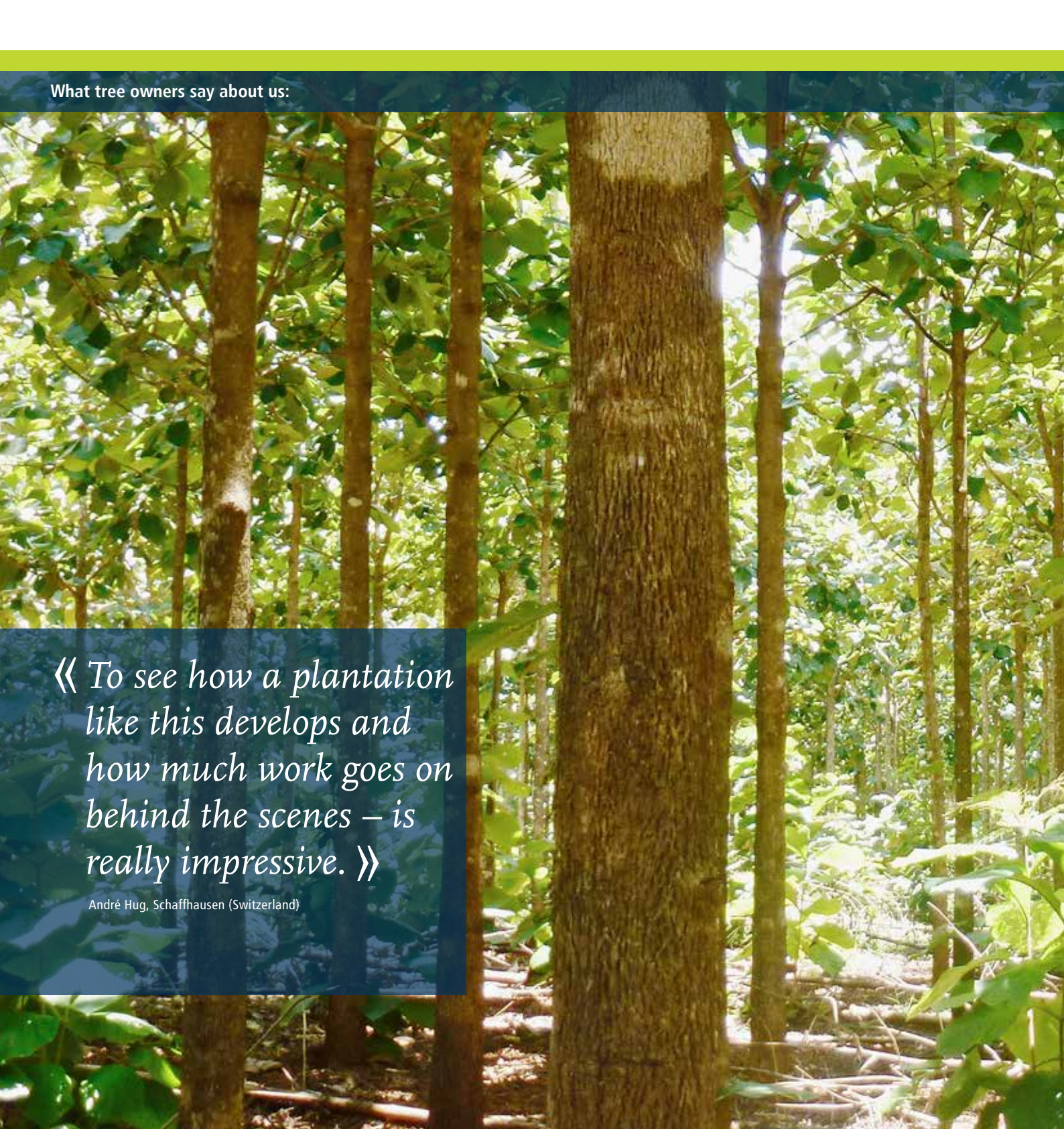
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### *How ShareWood insures your trees*

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- » **4-year product guarantee after planting (teak and eucalyptus)**
  - » **4-year insurance protection after planting (teak and eucalyptus)**
  - » **Transfer of tree ownership**
  - » **Sustainable plantation management concept**
  - » **You buy already planted trees**
  - » **Swiss management and administration**
  - » **Approx. 100 permanent employees in plantation management**
-





What tree owners say about us:

*« To see how a plantation like this develops and how much work goes on behind the scenes – is really impressive. »*

André Hug, Schaffhausen (Switzerland)

ShareWood teak plantation F22, Trê de Ouro, 1998

*« I was particularly impressed by the opportunity to invest capital in an ecologically beneficial way. »*

Reto Camenzind, Wädenswil (Switzerland)

*« Not only the plantation concept is remarkable, its implementation is too. Starting with cultivation right up to processing the timber in their own factory. »*

Dipl.-Ing. Torsten Hass, Nürtingen (Germany)



*A fast way to calculate  
your investment growth.*

## The tree calculator



Calculate your possible  
revenues and profits online at:  
[www.sharewood.com](http://www.sharewood.com)

## Have we piqued your interest?

See for yourself the details of this worthwhile investment opportunity. We are more than happy to advise you personally, free of charge and with no obligations. Learn more about ShareWood and our products at [www.sharewood.com](http://www.sharewood.com)

Our website features videos that will take you on a journey to our cultivation regions in Brazil.

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### How to contact us:

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» Fax + 41 44 488 48 49

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» Email [info@sharewood.com](mailto:info@sharewood.com)

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**ShareWood**