# 06 Commercial

## 06.1 Exit Strategy

The asset is being offered through a controlled off-market sale process targeting institutional timberland investors and natural capital funds. The seller's objective is to complete a full asset sale within an efficient timeframe while ensuring transaction certainty and execution quality.

Given the scale (approximately 365 hectares) and the maturity profile of the plantation, the most likely exit route is a direct acquisition by a Timberland Investment Management Organization (TIMO), natural capital fund, or strategic forestry investor seeking immediate biological exposure.

Alternative value realization pathways include portfolio integration within a broader Latin American timber strategy, long-term ownership with phased harvest optimization, or monetization of ancillary value streams such as cacao production, carbon initiatives, or eco-development potential.

## 06.2 Buyer Universe

The asset profile aligns with the investment mandates of institutional investors seeking exposure to tropical hardwood and diversified natural capital assets.

Primary target investors include Timberland Investment Management Organizations (TIMOs) and natural capital funds with a focus on sustainable forestry and long-term real asset strategies.

Secondary potential buyers include family offices with real asset allocations and strategic forestry operators seeking geographic diversification and entry into Caribbean timber markets.

## 06.3 Comparable Positioning

Institutional-scale tropical hardwood plantations with clear title are relatively scarce globally. Comparable transactions are typically evaluated based on biological maturity, land value, harvest proximity, and operational characteristics.

## 06.4 Market Overview

Global demand for high-quality hardwood continues to be supported by long-term supply constraints and sustainability trends. Caribbean timberland remains underrepresented in institutional portfolios, creating a strategic opportunity for investors.