



REQUEST FOR PROPOSALS (RFPs) FOR RESIN TAPPING OPERATIONS WITHIN ZAFFICO PLANTATIONS

1.0. BACKGROUND

Zaffico PLC ("the Company") is an integrated forestry company that manages and operates forest plantations and downstream processing facilities. The Company manages over 62,733 hectares of pine and eucalyptus plantations across the Copperbelt, Luapula, Muchinga, Northern and North-Western Provinces of Zambia, positioning it as a key player in the country's plantation forestry sector.

The Company is committed to enhancing value from its forestry assets while upholding sustainable forest management practices and aligning its operations with global best practices in environmental stewardship. As part of its broader strategy to diversify revenue streams and optimise the utilisation of plantation resources, ZAFFICO is exploring the introduction and scaling of resin tapping activities within selected plantation compartments. Through these initiatives, the Company seeks to maximise value from its forestry assets, while maintaining strong environmental stewardship and adhering to sustainable forest management aligned with global best practices.

To achieve this, the Company invites proposals from suitably qualified and experienced entities to undertake resin tapping operations within selected plantation compartments. This request is intended to identify partners capable of delivering technically, environmentally and commercially viable resin tapping.

2.0. TERMS OF REFERENCE

2.1. Objectives

- 2.1.1. The overall objective of the engagement is to partner with a qualified entity to implement sustainable and commercially viable resin tapping operations that maximise value from Zaffico's plantation assets.
- 2.1.2. The specific objectives of the engagement include:
 - i. Establish and operationalise commercially viable resin tapping activities within designated pine plantation areas.
 - ii. Maximise value extraction from standing plantation assets without compromising timber productivity or long-term forest health and hygiene.
 - iii. Implement environmentally responsible resin tapping practices aligned with sustainable forest management standards.
 - iv. Develop a scalable resin tapping model that can be expanded across additional compartments where feasible.
 - v. Ensure full compliance with legal and governance requirements.

4.0. SELECTION CRITERIA

4.1. Preliminary Requirements

- i. Certificate of Incorporation or Registration
- ii. Tax Clearance Certificate or equivalent
- iii. Disclosure of any ongoing or pending litigation or financial distress duly signed by Notarized Attorney.
- iv. Disclose ownership structure and beneficial owners.
- v. Commitment letter to adhere to Zaffico's Code of Conduct, Anti-corruption, and ethics policies.

4.2. Technical Requirements

Proposals must demonstrate:

- i. Resin tapping methodology, including incision techniques, tapping frequency, yield handling and rest periods.
- ii. Maximum tapping intensity per tree/hectare and scientific basis for proposed parameters.
- iii. Measures to prevent tree damage, disease, or mortality.
- iv. Minimum five (5) years' experience of undertaking resin tapping operations.
- v. Practical experience in pine plantation management.
- vi. State the minimum Diameter at Breast Height (DBH) required for resin tapping.

4.3. Commercial Requirements

Proposals shall include:

- i. Acceptable payment terms: 100% upfront before project commencement.
- ii. Proposed contract duration: 4 years confirm acceptance.
- iii. Details of insurance coverage relevant to the operations.

4.4. Financial Capacity

Proposals shall provide:

- i. Evidence of financial capacity to fund operations. Submission of proof of access to lines of credit amounting to **ZMW10,000,000 or equivalent**.
- ii. Proposed rental price per tree per year.

5.0. PROPOSAL SUBMISSION REQUIREMENTS

Proposals must include:

- i. Technical proposal.
- ii. Commercial and financial proposal.

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- v. Ensure full compliance with legal and governance requirements.

2.2. Scope of Work

The selected party shall be responsible for:

- i. Implementing resin tapping operations in designated compartments in accordance with approved operational parameters.
- ii. Providing tapping equipment, consumables, labour, supervision and operational management.
- iii. Ensuring adherence to approved tapping intensity, cycles and tree protection measures.
- iv. Collection, storage and evacuation of resin in line with agreed specifications.
- v. Maintaining detailed operational records and reporting to the company.
- vi. Complying with all applicable forestry, environmental, labour and safety regulations.
- vii. Allow Zaffico and an appointed research institution to collect and access resin tapping data for research purposes at any given point throughout the contract period.

3.0. EXPECTED DELIVERABLES

The successful bidder shall be expected to deliver the following:

- i. Inception Report outlining the proposed resin tapping methodology, work plan, staffing, equipment, timelines and risk management measures.
- ii. Operational Resin Tapping Plan detailing tapping techniques, tree selection criteria based on DBH and/or age, productivity targets, health and safety measures and quality control procedures.
- iii. Periodic progress reports covering operational performance, volumes tapped, challenges encountered and corrective actions.
- iv. Resin yield and quality reports providing data on output volumes, quality grades, and efficiency metrics against agreed benchmarks.
- v. Capacity Building Plan detailing how Knowledge transfer to Zaffico staff will be undertaken, including on-site demonstrations and training on best practices in resin tapping.
- vi. Final Completion Report summarising activities undertaken, performance against targets, lessons learned and recommendations for scaling or replication.

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5.0. PROPOSAL SUBMISSION REQUIREMENTS

Proposals must include:

- i. Technical proposal.
- ii. Commercial and financial proposal.
- iii. Legal and compliance documentation.
- iv. Implementation timeline and resource plan.
- v. Declaration of conflicts of interest.

6.0. GOVERNANCE AND RESERVATION OF RIGHTS

- i. Zaffico reserves the right to accept or reject any proposal, in whole or in part.
- ii. Zaffico is not obliged to award a contract following this RFP.
- iii. Participation in the RFP does not create any binding obligation on Zaffico.

7.0. CONFIDENTIALITY

All information provided by Zaffico shall be treated as confidential and used solely for the purpose of responding to this RFP.

8.0. CLARIFICATIONS

Note that clarifications can be sent to the following:

Director Plantations: chipongomaa@zaffico.co.zm or
Manager Corporate Development: chiwelak@zaffico.co.zm.

Responses to clarifications will be shared with all prospective bidders.

9.0. DETAILS FOR SUBMISSION

Interested parties must submit their sealed and bound proposals clearly marked "**PROPOSAL FOR THE DEVELOPMENT AND IMPLEMENTATION OF RESIN TAPPING OPERATIONS WITHIN SELECTED ZAFFICO PLC PLANTATIONS COMPARTMENTS**".

All bid submissions shall be made electronically via email to chipongomaa@zaffico.co.zm or chiwelak@zaffico.co.zm on or before Friday, 6th March 2026 by 23:59. Physical proposals can be delivered to;

**ZAFFICO PLC HEAD OFFICE
OFF MUFULIRA/NDOLA ROAD, DOLA HILL
NDOLA, ZAMBIA**