

SAEOPA CONFERENCE

A Buyer's Perspective on Offtake Agreements

Why long-term partnerships matter more than spot prices for Southern African Seed Oils & Essential Oils

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THE BUYER'S PERSPECTIVE

Buyers do not simply buy buy oils. They buy confidence.

Confidence in supply, quality, compliance and sustainability is what underpins every serious purchasing decision.

01

Supply

Confidence that the product will be available when it is needed.

02

Quality

Confidence that specifications will perform consistently, batch after batch.

03

Compliance

Confidence that documentation, systems and standards are in place.

04

Sustainability

Confidence that value is created responsibly and can endure.

A global market shaped by natural natural ingredients

Demand is broadening across beauty, wellbeing and nutrition—while buyers place more value on resilient, transparent sourcing.

Natural & plant-based

Consumer preference for ingredients with a recognisable natural origin.

Botanical nutraceuticals

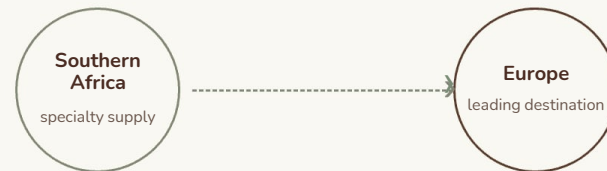
Greater use of botanical ingredients in supplements and functional products.

Clean beauty

Continued expansion of natural cosmetics and ingredient-led formulations.

Aromatherapy & wellness

Wellness applications that reward quality, provenance and efficacy.



Europe remains a leading destination

Its large cosmetics market, rising natural and organic categories, and appetite for specialty botanical oils create a compelling buyer lens.

Sustainability

Transparency

Premium quality

Secure supply chains

Southern Africa competes through uniqueness — not volume.

Indigenous species offer distinctive phytochemical profiles and high-value niche ingredients unavailable elsewhere.

NATURAL ADVANTAGES

Wild harvesting

Climate-adapted species

Long harvesting traditions

Strong community involvement

DISTINCTIVE INGREDIENTS

Baobab

Cape Chamomile

Rosehip

Buchu

Marula

Rose geranium

Kalahari, Mongongo, Ximenia,
Mafura, Grape Seed

Helichrysum, Eucalyptus, Tagete,



The product itself is no longer enough.

TWENTY YEARS AGO

Can you produce?

What is the price?



TODAY

Can you guarantee supply?

Can you prove origin?

Is every batch traceable?

Can you pass our audit?

Do you meet EU compliance?

How resilient is your supply chain?

The **entire supply chain** is now evaluated.

Four foundations of buyer confidence



Supply security

Reliable production
Harvest planning
Inventory management
Diversified sourcing



Consistent quality

Stable specifications
Repeatable chemistry
Controlled manufacturing
Laboratory verification



Technical documentation

TDS & COA & SDS
INCI names
Allergen declarations
Batch records



Professional communication

Fast responses
Transparency
Technical support

From local source to international customer



GEOGRAPHIC FOOTPRINT

South Africa • Namibia • Lesotho • Eswatini • Malawi • Mozambique • Zimbabwe • Zambia

PRODUCT RANGE

Seed oils • Essential oils • Botanical extracts • Natural ingredients

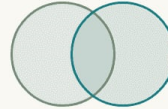
A Source for Good

Creating value for customers while creating impact for communities.

An offtake agreement is a strategic partnership.

Buyers invest in

- Long-term forecasts
- Market access
- Product development
- Stable purchasing



Suppliers invest in

- Processing capacity
- Community development
- Certifications
- Traceability systems
- Quality management

SHARED BENEFITS

Reduced commercial risk

Better planning

Improved product consistency

Long-term growth

Sustainability is now part of the buying decision.

BUYERS INCREASINGLY EVALUATE

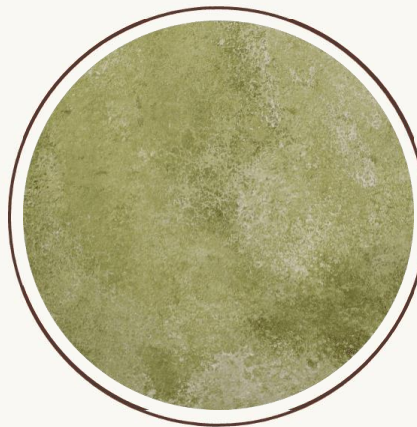
Biodiversity protection

Sustainable harvesting

Community impact

Carbon footprint

Regenerative practices



BUSINESS VALUE

Long-term resource availability

Stronger supplier relationships

Market differentiation

Reduced business risk

INTERNATIONAL EXPECTATIONS: Convention on Biological Diversity (CBD) • Nagoya Protocol • Access & Benefit Sharing (ABS)

Trust comes from documentation.



COMPLIANCE INCLUDES

Batch traceability FSSC / ISO systems COA TDS SDS Regulatory compliance Customer audits



Confidence is the product behind every oil.

- 01 **Reliable supply** — consistent production and delivery.
- 02 **Consistent quality** — reproducible specifications and performance.
- 03 **Full traceability** — every batch linked back to its origin.
- 04 **Regulatory compliance** — meeting international customer expectations.
- 05 **Shared long-term value** — growing together through partnership.

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Africa possesses extraordinary biodiversity. Its future success will not depend only on what we harvest, but on how responsibly we produce, document, trace and deliver it. Buyers don't invest in oils. They invest in confidence.

GUILLAUME DELAUNAY · BIOSYLX

