



Letter of Intent

Pilot testing of aeroponically grown crops for Kigali Marriott Hotel

Date: ____ September 2026

Reference: UGR-LOI-2026-011

1. Parties

Supplier

Upgrow Rwanda Ltd

Company code 134202981

Protective House, Kibagabaga, Kimironko, Gasabo, Kigali

Kenny Rubaduka, Founder and CEO

+250 787 322 908 · upgrowrwanda@gmail.com

Buyer

Kigali Marriott Hotel

KN 3 Avenue, Nyarugenge, Kigali

Contact person:

Title:

Phone / email:

2. Statement of intent

Kigali Marriott Hotel (the Buyer) expresses its intention to test aeroponically grown produce supplied by Upgrow Rwanda Ltd (the Supplier) during the Supplier's pilot phase, to evaluate it for long-term sourcing, and to be named as a pilot partner. This letter records that intention and how the pilot will run between the two parties.

3. Pilot period and how it works

Start: October 2026, when the first crops are planted at the Supplier's pilot farm in Gasabo District. **Duration:** six months, to March 2027, with staggered harvests so the Buyer receives produce on a regular cycle rather than in one batch.

First samples: the Supplier will deliver the first tasting samples to the Buyer's kitchen within six weeks of planting, and thereafter on an agreed weekly or fortnightly cycle for the crops the Buyer selects in section 4.

Sample basis: all pilot samples are supplied free of charge. Where the Buyer wishes to purchase pilot produce beyond samples, the price will be agreed per crop in writing before delivery and held fixed for the pilot period.

Standards: grown without pesticides or herbicides in a controlled environment, harvested to order, delivered within 24 hours of harvest, with the harvest date and tower reference on every delivery. The Supplier will share its food-handling procedure before the first delivery and welcomes a visit to the farm by the Buyer's quality team at any time.



4. Crops the Buyer wishes to evaluate

Tick the crops of interest. This list is planted in October; the Buyer may add varieties from the Supplier's full crop range at any point during the pilot.

Premium leafy greens	Culinary and local herbs	Specialty crops
☐ Lettuce (mixed varieties)	☐ Sweet basil (Genovese)	☐ Arugula
☐ Spinach	☐ Parsley	☐ Baby arugula
☐ Baby spinach	☐ Mint	☐ Cherry tomatoes
☐ Kale (Tuscan / curly)	☐ Dill	☐ French beans (haricots verts)
☐ Mustard greens		☐ Bird's Eye chili
☐ Green onions		☐ Other: _____

5. Feedback and evaluation

The Buyer agrees to give structured feedback on each sample delivery (freshness, taste, appearance, shelf life, consistency, and price competitiveness against its current suppliers) using a one-page form provided by the Supplier, and to take part in a short review meeting at the midpoint and at the end of the pilot. The Supplier will share the pilot results with the Buyer.

6. After the pilot

If the evaluation is positive, the parties intend to negotiate a supply agreement for agreed crops, volumes and contract pricing from April 2027. Pilot partners are given first access to available volumes as the Supplier scales. Either party may reference the other as a pilot partner in its communications, subject to prior approval of the wording.

7. Non-binding nature

This letter is a statement of intent. It does not create a binding supply, purchase or exclusivity obligation on either party, and either party may withdraw from the pilot by written notice. Feedback and pilot data exchanged under this letter are confidential between the parties.

8. Signatures

For the Supplier

Kenny Rubaduka

Founder and CEO, Upgrow Rwanda Ltd

Date: _____

Stamp:

For the Buyer

Name: _____

Title: _____

Kigali Marriott Hotel

Date: _____

Stamp: