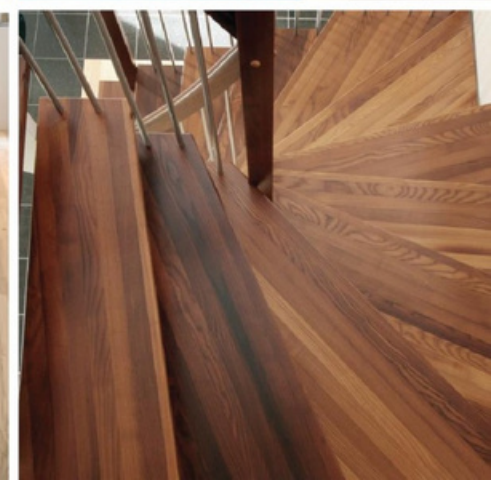
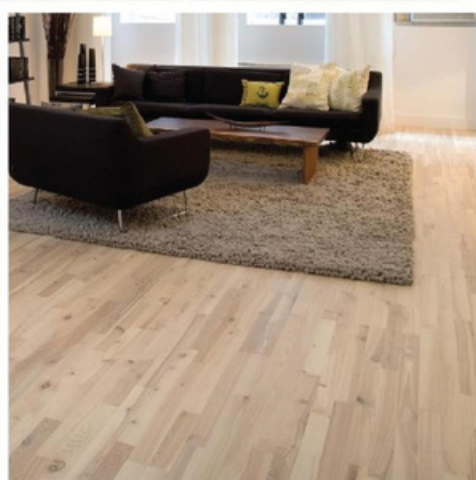




### COMPANY PROFILE



FILTRA Timber supplies a complete selection of sustainably sourced global timber and wood products for wood consuming industries, as well as premium and innovative wood products and solutions for the building industry and project market.



# We to™ Talk wood!



Our name FILTRA, is a combination of “Philippines” in Danish (Filippinerne), and “Tra” for Trading and also the Danish word for wood: Træ. Our founder being originally from Denmark, our aim is to combine the best from East and West in our philosophy of trading with attention to detail, and establishing long term personal relations with clients as well as global timber producers. As timber traders we act as a Filter between the consumer and the source of the wood products, ensuring the best solution for all sides. Our logo symbolizes “growth” as well as “diversity” in the many different sizes and species we offer.



## Welcome to FILTRA Timber

Our Founder and Managing Director, Per Stangegard, started his career in 1975 in EAC (East Asiatic Company) in Copenhagen, Denmark. After training in Europe, he was posted in Manila for LMC (Luzon Mahogany Corp.) in 1983, and from 1985 he became regional manager in charge of building Carl Ronnow's Timber trading organization in Asia.

Carl Ronnow, or CROWN Brand is FILTRA's main partner suppliers of wood from Malaysia, Africa and Europe.

## 45 Years of experience in Wood Business

FILTRA Timber was established in year 2000. Our senior staff and management have been engaged in international timber trading since the 1970's and 80's and thereby have considerable experience and technical know-how about wood, its uses and applications, species and characteristics.



**FILTRA TIMBER** is the trading name for the wood products activities of Philippine and Scandinavian design, FILTRA Inc. Which is our formal name.

**TIN # : 208-430-211-000**

Date and place issued: November 16th, 2000  
Makati City

**SEC Certification No. A200017268**

### Office / Warehouse:

Patiis Road, Brgy. Guinayang, San Mateo, Rizal  
Tel: +632 8570-5750

### Showroom:

The Penthouse Yupangco Building 339 Sen. Gil Puyat Ave. corner N. Garcia Street, Makati City 1209  
Tel: +632 8478 6888 Fax: +632 8478 6688





## An Experienced and Dedicated TEAM

We are a total of about 65 people in FILTRA Timber. Be it warehouse and inventory operation, quality control, installation, sales team, logistics or accounting, we consider all our staff to be our most valuable asset.

Our most important task is to ensure that our colleagues are happy, inspired and motivated. We strive to achieve this by continuously improving our training, education, safety procedures as well as enhancing our various areas of expertise. Our staff have a clear sense of purpose and responsibility, and we are proud to have a very experienced, loyal and dedicated workforce.



# OVERVIEW OF OUR DEDICATED MANAGEMENT TEAM WE ARE READY TO BE OF ASSISTANCE.



**Per Stangegaard**

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Administration Manager  
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**Jennifer Fernandez**

Accounting Manager  
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(+63) 917 592 3846



**Ryan John Macabulos**

IT and Communication Manager  
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**Melchor Negre**

Senior Marketing Officer  
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(+63) 917 701 8660



**Architect Matthew Suarez**

Project Manager  
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(+63) 917 569 1532



**Rey Guittap**

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**Julius Abuel**

Senior Sales Executives  
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(+63) 917 809 6474



# OUR MISSION

We aim to secure a stable and competitive supply and availability of sustainably produced and affordable international wood products to the Philippines.

We actively encourage the development of sustainably produced Philippine wood products.

# OUR VISION

We aim to be the leader in distributing and promoting commercial use of sustainable wood products to the wood consuming industries, in the Philippines.





Diverse, Global, Sustainable, Affordable, and Available

## What WOOD you like? <sup>TM</sup>

### FIL TRA Timber's Brand Promise:



#### Diverse

We carry a wide range of wood species, for any purpose. Hardwood and Soft wood lumber, as well as plywood. We likewise carry solid wood flooring, decking, cladding as well as steps, table tops and more.



#### Global

Through our global sources, we make a full range of timber species available in the Philippines. Our expert partners around the world follow a rigorous process to secure the best material available in the market, at the right price, and delivered on time.



#### Sustainable

Filtra is the first timber trading company to receive "Forest Stewardship Council® (FSC®) Chain of Custody Certification" in the Philippines. FSC® is a global, not-for-profit organization dedicated to the promotion of responsible forest management worldwide. We are also PEFC certified and always ensure that any supply we secure, comes from legal source and sustainable forests.



#### Affordable

With our own partners on the ground around the world, we are sure that we always get the best value deal available from any of our sources in Asia, Africa, Europe and America. We are dedicated to be the best possible partner for the wood consuming industries and projects in the Philippines and ensure that we have competitive price that fit any requirement.



#### Available

We carry an average of 5-l 0,000m3 of inventory in more than 30 wood species and in many different sizes. Our partners around the world also have available stocks and we can supply even more sizes and species quickly from other Asian inventories available to us.

# What WOOD you like?™



ACACIA  
MANGIUM



ALDER



APITONG



ASH



AZOBE



BANGKIRAI



BEECH



CEDAR



CHERRY



DOUSSIE



GMELINA



GRANDIS



GUANACASTE



KEMPAS



LARCH



LENGA



MAHOGANY



MAPLE



MENGKULANG



MERANTI



MERBAU



OAK RED



OAK WHITE



OKAN



OKOUME



PADOUK



PINE



POPLAR



ROSEWOOD  
RED



ROSEWOOD  
YELLOW



SAPELE



SPRUCE



TEAK



VITEX



WALNUT

The above list is just a part of the many different species we carry in our inventory at any given time. Nature has given us so many different choices, and our sales and technical staff are happy to explain which wood species, qualities, sizes, and product types may be suitable for different wood consuming industries. Our aim is that our customers find the most economical and best suited material for their products.





# Warehouse and Inventory



## Fulfillment Service

Our main focus is supplying the many different wood consuming industries in the Philippines. We offer fulfillment services ensuring that our customers always have wood available for their production, just in time.



## San Mateo Warehouse

Our main warehouse facility covers 1.8 hectare land in San Mateo (7,500m<sup>2</sup> covered). We are able to provide the service of always having the agreed species and sizes in stock for prompt delivery. This fulfillment service ensure that our clients can focus on their main production and sales, while the raw materials will always be available for just-in-time delivery. For other clients we provide shipping programs for full containers and even breakbulk vessels to arrive on a regular basis and ensure a constant flow of products for their production.





All FILTRA Timber's products come from well managed forests, ensuring that more trees are planted than is harvested. Selective logging in dedicated natural forests, or tropical plantations like the one featured here, enables the forests to continue to grow, store carbon and produce oxygen, while at the same time providing the world with sustainable building materials.



# Timber Products for the Wood Consuming Industries



Logs – Lumber – Veneers – Plywood. Hardwoods and Softwoods for the wood consuming industries in the Philippines

Our international partners and suppliers inspect the quality of all the wood we import, and ensure it is being shipped on time. Third party verifiers ensures that the wood comes from legal and sustainable sources.

# How We Work



Understanding our clients' needs is the cornerstone of our sales work. We therefore mainly employ technical sales people, who themselves have been in wood manufacturing, purchasing, and forestry. This enables us to suggest solutions that will ensure that our clients can optimize their production, by choosing the best suited wood species, sizes, and qualities.

With our trusted partner suppliers around the globe – many of whom we have worked with for more than 30 years – we are ensured of the right quality, and shipment schedules being kept. This enables us to rely on regular shipments for our large clients, who are delivered direct, as well as keeping a balanced inventory where we ensure the availability of a full range of products.



## Bulk orders

Logs, veneers, and lumber in bulk and for direct delivery is our main volume business.



## Full containers

FCL or full container loads are delivered to bigger factories direct from port.



## Bundle orders

For medium sized clients we have a full range of species available by the bundle from warehouse.



## By piece sales

For prototypes, and smaller projects we offer sawn timber and plywood by the piece.

Proudly Philippine made wood products deserve the best wood available, at the right price, delivered on time.



Wood carvers, Boat builders, Door and Sash factories, Fine furniture makers, Producers of Musical instruments, Pallet makers, etc. The list is very long, and all our proud Philippines craftsmen deserve to have legal, sustainable and affordable wood available at any given time. Our job is to suggest the best suitable wood for any usage.

## BEST SUITABLE WOOD



## Every piece is checked..

We mainly source our wood from Malaysia, Indonesia, Africa, Europe, and the Americas. All our suppliers are selected partners with whom we have worked for a long time.

We are ensured that every piece of lumber has been inspected for quality, measurements, and dryness. This is an important process to ensure that our clients get a consistent product on which they can depend for their production and costing purposes.



# Professional Installations with Warranty



## Do it right the first time!

Our installation teams are given extensive training and are provided all the necessary tools and accessories to ensure the most professional installation of solid wood flooring and decking products in the Philippines.

We do also offer to train contractors and their installers. When there are issues with flooring installation it is often due to negligence or lack of proper training, so we find it very important to ensure that our clients get the best value out of their investments, by ensuring that the installations are done correctly.

# Sustainable, Affordable and Available Timber Products for the Philippine Construction and Project Market



## Quality Products for immediate delivery

As a supplement to our sales of raw materials to the wood working industries, we offer a range of exclusive brands, and premium products for the construction market and project business. It is our aim to make these products available to the market as an alternative to the traditional building materials, and for the growing number of projects requiring certified sustainable timber products. We keep a large range of product in stock for immediate delivery.  
Flooring - Decking - Cladding - Steps - Table tops.



## Presentations to Architects

We normally attend PhilConstruct and other relevant trade shows, and we also make more personalized presentations at UAP meetings, as well as during group visits to our office/warehouse in San Mateo.

(Here are pictures from a presentation to architects in Makati CBD and Summer Capital - Baguio)



# Premium Species and International Niche Brands



## Solid Wood is always the Best Choice

All our products are made of Solid wood. Premium wood products is an investment rather than a cost as it adds value to your real-estate, and can be refurbished time after time.



# Responsible Sourcing Policy



## Commitment by the Management

PHILIPPINE SCANDINAVIAN DESIGN, FILTRA INC. commits to procuring products and services that ensure material is sourced from legal and well-managed forests that are certified to credible certification standards and/or from post-consumer recycled materials. A cornerstone of that commitment is to implement a Responsible Sourcing Programme that promotes the use of legal and responsible forest products. The company commits to implement and maintain the Chain of Custody requirements in accordance with the various Chain of Custody certification standards that we have obtained certification status of.

## Continuous Improvement

We hereby commit to continuously improve the sustainability level of our sourcing by favouring stricter and more credible certification/verification standards and sourcing requirements. Equally, we are committed to avoiding sourcing from unknown or unsustainable sources.

## Certification

Where possible, we are committed to procuring timber products that have been certified against an internationally recognised standard for responsible management to ensure that the material originates from a well-managed forest.

## Legality

We are committed to only sourcing material that is produced, processed and traded according to applicable legislation.



## Social Responsibility

We are committed to avoiding engaging in or benefitting from controversial business practices, including but not limited to:

- Any form of forced labour, including bonded labour, forced prison labour, slavery, servitude or human trafficking.
- The use of child labour. The minimum age for employment shall not be less than the age of completion of compulsory schooling and shall not be less than 15 years.
- Discrimination on the basis of race, colour, sex, language, religion, political or other opinion, caste, national or social origin, property, birth, union affiliation, sexual orientation, health status, family responsibilities, age and disability, or other distinguishing characteristics.

The organisation will offer its workers a safe and healthy working environment, including but not limited to, protection from fire, noise, accidents and toxic substances. Adequate health and safety policies and procedures are established and followed. If we become aware that any of these are an issue within our organisation or any of our suppliers, we will take appropriate steps to mitigate any such situation.

## Environmental Responsibility

We are committed to responsible stewardship of the environment and its natural resources. We are committed to lessen the environmental impact caused by our own activities or those carried out by our suppliers and sub-suppliers.

## Supply Chain Management and Information

We will ensure that information about suppliers and sources of material are evaluated and necessary information is collected to enable effective risk assessment.

## Risk Assessment and Mitigation

We will carry out risk assessment of all suppliers and supplies of wood in order to evaluate the risk that the material or products being sourced originates from an illegal source or has been illegally traded. In case risks are identified and cannot be classified as negligible, we will carry out appropriate risk mitigating actions in order to avoid any potential risk.

## Monitoring and Verification

The company will carry out appropriate monitoring of internal systems and procedures. Access will also be made to external audits as necessary and applicable to verify that relevant systems are in place and are being implemented according to these requirements.

## Review and Adaptation of Policy

We will ensure that this policy and related documents are periodically reviewed and appropriately revised.

## Communications and Stakeholders

This Policy shall be made publicly available and will be communicated to suppliers and interested parties.



## FSC Certification

FSC forest management certification confirms that the forest is being managed in a way that preserves biological diversity and benefits the lives of local people and workers, while ensuring it sustains economic viability. Forest Stewardship Council® (FSC®) is a global, not-for-profit organization dedicated to the promotion of responsible forest management worldwide. FSC® certification ensures that forestry operations meet a set of environmental, social and economic criteria covering compliance with laws and international treaties, land use and indigenous peoples' rights, community relations, biodiversity conservation and maintenance of high conservation values forests, among other things.



The mark of responsible forestry



## FIRST FSC® AND PEFC™ CHAIN OF CUSTODY CERTIFIED TIMBER TRADER IN THE PHILIPPINES

Filtra Timber is the wood division of Philippine & Scandinavian Design, Filtra Inc., that is an FSC® and PEFC™ CoC Certified Trading company. FSC® and PEFC™ are two internationally recognized forest certifications which promotes responsible and sustainable forestry.

Filtra caters several wood species which are FSC® and PEFC™ certified. You may contact us for our FSC® and PEFC™ certified products. You may check our FSC® and PEFC™ certificates at <https://fsc.org/en/fsc-public-certificate-search> and <https://pefc.org/find-certified>.



The mark of  
responsible forestry



## WORLD'S BEST MATERIAL



Wood is the world's best building material. Why? Not only will supply last forever, provided we ensure a sustainable forest management, it also locks in the harmful CO2 gases and produce oxygen. While we should promote the conservation of forests, it is likewise important to promote the increased utilization of wood supply.

- Source of Carbon Stock
- Renewable and Environment Friendly
- Why the need to cut trees and just practice sustainable cutting of trees?
- Durability that can last a lifetime

## WHY CHOOSE FILTRA TIMBER?

Wide range of wood species for various purposes. We offer FSC® and PEFC™ Certified wood products which are coming from legal and sustainable sources. Patronizing legal wood from legitimate supplier takes away the chance of illegal wood supplier to sell their products.

We offer wide range of wood products: Rough Sawn Timber, Logs, Veneer, Plywood, Wood Flooring, Wood Decking, Veneered Panels, etc.

## FREQUENTLY ASKED QUESTIONS (FAQs)

- Is your wood legal?
- Definitely. Our products come from legal forest plantations or natural forest which practices sustainable forestry in different parts of the world.
- Is it legal to sell wood even if there's a log ban in the country?
- Yes it is. The law prohibits logging of natural forests here in the country. Importing timber and wood products is legal as long as we have the necessary permits and documents.
- Do you have permits to sell wood?
- Yes. We have all the necessary permits needed to operate.



## Corporate Social Responsibility

FILTRA Group is an advocate of responsible sustainable businesses in the Philippines. Wood is the world's best raw material and to ensure its sustainability, we actively participate in the planting of more trees. In our pursuit of ensuring sustainable growth and development.



# Distribution and Shipping to any Provinces in the Philippines



We have customers all over the Philippines, and ship full container loads to Manila, Subic, Cebu, Cagayan de Oro, and Davao. Other cities, and smaller volume orders are serviced via local transporters. For our project clients we have done installations from Ilocos to Palawan, Samar, Boracay and beyond.



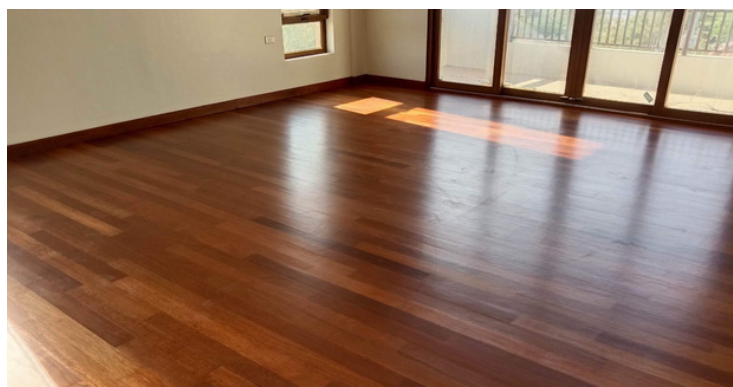


# CARL RONNOW



Carl Ronnow's own brand CROWN brand is the sign of quality lumber products since 1985. We have established a very close working relationship with Carl Ronnow for our sourcing of lumber and veneers from Malaysia, Africa and Europe.







# SOLIDWOOD®

Natural - Durable - Sustainable

# DECKING

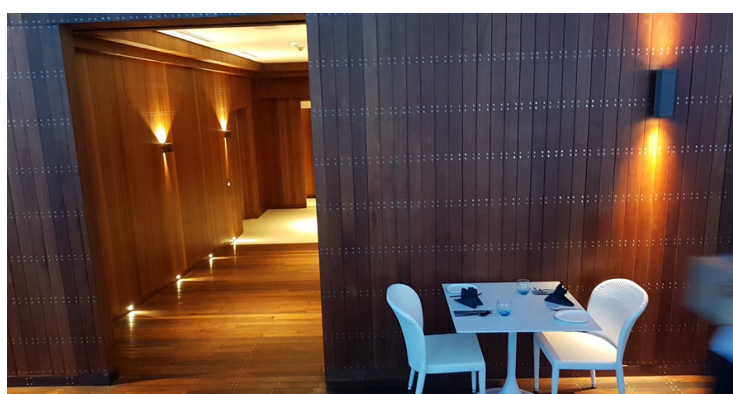


Solidwood decking is naturally all solid hardwood. We have several wood species which are durable for 20 - 30 years and more. Teaj, Merbau, Yakal, Tali to mention the most popular.

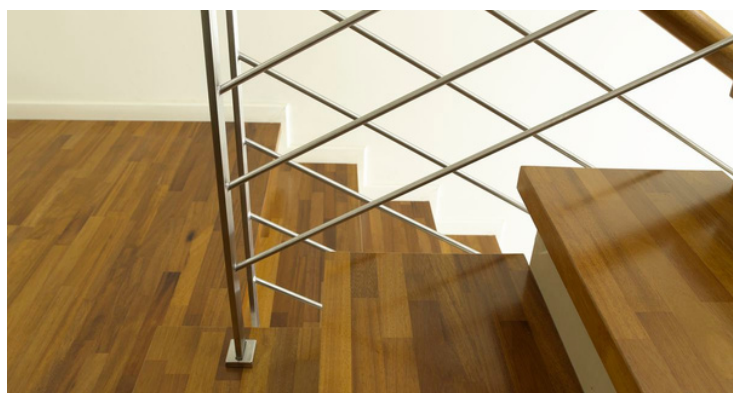
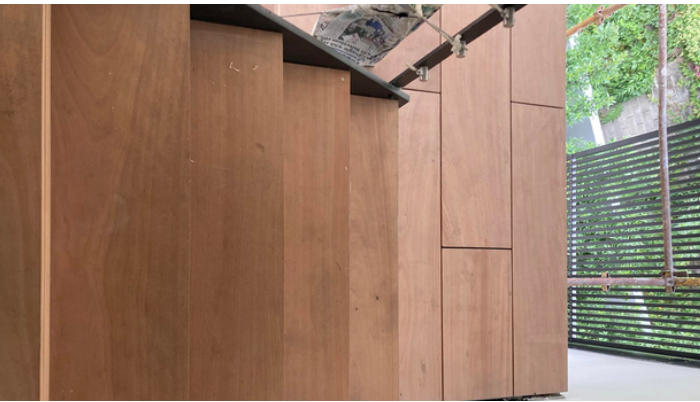
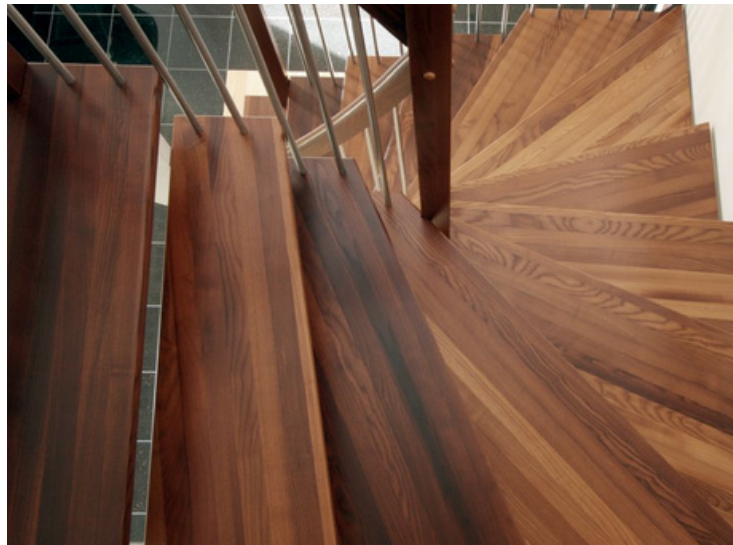
# SOLIDWOOD®

Natural - Durable - Sustainable

# CLADDING



Indoor or outdoor wood cladding is increasingly popular, and we have a full range of species which are suitable for any look. We have reclaimed wood, as well as Pine, Teak, Merbau, and many other species.



# JUNCKERS SPORTS FLOORING



Filtra Timber is the exclusive distributor of Junckers flooring in the Philippines. Being a FIBA Certified technical partner, Junckers sports floors have been used in the Olympics and many great championships around the world. Pre-finished flooring ensures top quality performance for any sports activities.



# VENEERED PANELS



FILTRA Timber is the exclusive distributor of KD panels of Taiwan. This prestigious brand is specified around the world and provides a very wide selection of real wood veneered panels, available from inventories in Taiwan which can reach the Philippines very quickly. We carry a core collection of Ash, Oak, and Walnut veneered panels.

# Affiliations and Partnerships





### **Makati Showroom**

Makati Showroom: Penthouse 5F Yupangco  
Building, 339 Sen Gil Puyat Ave. cor N.  
Garcia St. Makati City

Tel: (+632) 8478-6888

### **Office Warehouse**

77 Patiis Road Brgy. Guinayang San Mateo  
Rizal 1850

Tel: (+632) 8570-5750