

NAME OF FIRM: OABS Development (Pty) Ltd
NAME OF STAFF: Rihan Saayman
PROFESSION: Agricultural Consultant
DATE OF BIRTH: 27 June 1980
YEARS WITH FIRM: 9 years
NATIONALITY: South African

KEY QUALIFICATIONS

Rihan Saayman is an Agri-business management specialist with 13 years' experience in mainly market evaluation, strategic planning, and business planning and research services to farming companies in the agricultural sector. He has international work experience in the United Kingdom, Europe, U.S.A, Rwanda, Kenya and South Africa. Agri-business management, supply chain analysis, market overviews, capital and cash flow budgets, input cost monitoring and feasibility studies are his area specialization. He is currently studying Real Estate Valuations pursuing a professional qualification in Property Valuation and has since been registered as a Candidate Valuer at the **South African Council for Property Valuers Profession (SACPVP)**

EDUCATION

2004 National Diploma: Agriculture Management (PE Technicon: Saasveld (George Campus))
2005 B-Tech Degree: Agriculture Management (Nelson Mandela Metropolitan University)
2014 **ND: Real Estate (Valuations)**, currently being completed with Cape Peninsula University of Technology
SACPVP: Registered Candidate Valuer: Registration Nr 7691

EMPLOYMENT RECORD

1999 – 2001 Madestein UK Ltd (Biggest Automated Plant Propagator in the UK)
2003 – 2004 Madestein UK Ltd (Biggest Automated Plant Propagator in the UK)
2005 – 2006 OABS Development (PTY) LTD
2006 Chappellet Vineyards and Cellar (Napa USA)
2008 – Current OABS Development (pty) Ltd

WORK EXPERIENCE:

- Market Reports and Overviews for various products and industries, which includes the following:
- Deciduous Fruit: International & National Overview as well as market outlooks for individual deciduous fruits which include Apples, Pears, Apricots, Peaches & Nectarines, Plums and Table grapes, Dried grapes (raisins)
- Date palm market outlook
- Citrus Industry Overview: International & National which include products such as Oranges, Lemons & Limes, Soft citrus and Grapefruit.
- Subtropical Fruit and Nuts Overview: Avocados, Olives, Pecan and Macadamia nuts
- Grain outlooks: Wheat, Barley, Oats and Korog
- Vegetable seed with specific reference to Onion and Carrot seed
- Wine Industry Outlooks
- Key Deciduous Fruit Statistics, annual publications.

Business Planning services: Provide comprehensive business planning services to meet the diverse needs of a wide range of agribusiness firms and farming companies in increasingly complex market environments.

Development Support Services: Assist and support land reform / BEE projects towards the sustainable development of previously disadvantaged farmers and farming communities, focusing on drawing up of business plans and obtaining available funds.

Industry Surveys mainly in the deciduous fruit industry in order to gather strategic industry information includes the compilation of crop budgets (production costs & packing costs), representative farms in terms of resources and resource use, tree census information and information regarding the labour situation on farms.

Compilation of various crop budgets (production costs). These budgets include Cash flow budgets, Gross Margin budgets, Net Margin budgets as well as sensitivity and break-even analysis.

Input Cost Monitoring this basically entails the monitoring of major inputs on an annual basis.

Feasibility and pre-feasibility studies for various different projects covering a diversity of products.

I, the undersigned, certify that the best of my knowledge and belief, these data correctly describe me, my qualifications and experience.

A handwritten signature in black ink, appearing to read "Rihan Saayman".

Rihan Saayman