

NAME OF FIRM:	OABS Development (Pty) Ltd
NAME OF STAFF:	Rihan Saayman
PROFESSION:	Agricultural Consultant & Professional Associated Valuer
DATE OF BIRTH:	27 June 1980
YEARS WITH FIRM:	14 years
NATIONALITY:	South African

KEY QUALIFICATIONS

Rihan Saayman is an Agri-business management specialist with 18 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, Namibia, Botswana 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 finished his studies in Real Estate Valuations and got his professional qualification in Property Valuation December 2017 and has since been registered as a Professional Associate Valuer (Reg Nr 7691) at the South African Council for Property Valuers Profession (SACPVP). Rihan was appointed in 2015 as a member of Government Technical Advisory Centre (GTAC) Sub-panel of the Jobs Fund Agricultural Specialists, National Treasury, RSA. In 2021, he was appointed as member of GTAC Technical Evaluation Committee (TEC).

EDUCATION

2004	National Diploma: Agriculture Management (PE Technicon: Saasveld (George Campus))
2005	B-Tech Degree: Agriculture Management (Nelson Mandela Metropolitan University)
2014	SACPVP: Registered Professional Assoc Valuer: Registration Nr 7691
2017	ND: Real Estate -Valuations (Cum Laude) , - Cape Peninsula University of Technology
2017	Short Course: Valuation for Land Reform and Expropriation – University of Cape Town

EMPLOYMENT RECORD

Period	Employer	Positions held
2008 – current	OABS Development Pty (Ltd)	Director
2008 - 2012	University of the Free State	Research Assistant
2006 - 2008	Self employed	Farm manager
2006 -	Chappellet Vineyards and Cellar (Napa USA)	Assistant winemaker
2005 - 2006	OABS Development (PTY) LTD	Researcher and Consultant
2003 - 2004	Madestein UK Ltd (Biggest Automated Plant Propagator in the UK)	Irrigation Manager (Horticulture)
1999 – 2001	Madestein UK Ltd (Biggest Automated Plant Propagator in the UK)	Irrigation Manager (Horticulture)

PROJECT EXPERIENCE:

Description	Client	Responsibility
<ul style="list-style-type: none"> Management and Implementation of International and Domestic Market access programme for 45 emerging farmers in the Western Cape Province, South Africa. (2010-2020) 	Western Cape Department of Agriculture	Project leader & Coordinator
<ul style="list-style-type: none"> Technical and Economic Due Diligence of Talana Farms in Tuli Block, Botswana. (2016) 	Botswana Development Corporation	Senior Researcher & Valuer
<ul style="list-style-type: none"> Development of a sector growth strategy for Namibian agro-processing. (2015-2016) 	Namibian Ministry of Industrialization, Trade & SME Development	Senior Researcher

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| <ul style="list-style-type: none"> Develop a Marketing Strategy for the Horticultural Industry in Rwanda. (2014) | National Export Development Board (NAEB & World Bank) | Senior researcher (Technical aspects) |
| <ul style="list-style-type: none"> Jobs Fund M&E (2014-current) | National Treasury (GTAC) | Agricultural & M&E specialist |
| <ul style="list-style-type: none"> Economic analysis of the value chains within which the ten priority sub-sectors in the Western Cape agri-processing sector is situated. (2015) | Western Cape Department of Agriculture | Senior Researcher. |
| <ul style="list-style-type: none"> Due Diligence and appraisal of a table grape farm in the Northern Cape (one of the largest producer exporters) (2013) | Public Investment Corporation (PIC) | Senior Researcher |
| <ul style="list-style-type: none"> Managing climate risk for agriculture and water resources development in South Africa: Quantifying the costs, benefits and risks associated with planning and management alternatives. (2007-2012) | International Development Research Centre (IDRC) sponsored by the Canadian government | Senior Researcher |
| <ul style="list-style-type: none"> Feasibility on the rehabilitation of bulk water infrastructure and agri-business development in the Boegoeberg District. (2008-2009) | Boegoeberg Water Users Association | Junior Researcher |

WORK EXPERIENCE:

Valuation services for various farming enterprises.

Farm Surveys for numerous projects among all commodities all over the Western Cape and RSA (populating questionnaires)

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.



Rihan Saayman