

1st Quarter 2014

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Zandvoort!

This quarter has seen Zandspruit reaching new heights. The construction order book is almost full for the year, sales are still good and even a number of resales have taken place! Current owners are visiting more and more and for longer periods at a time, with all of them looking forward to the day that they can live here fulltime. A number of owners of homes under construction will be full time residents of Zandspruit and we look forward to welcoming them and sharing the Estate and lifestyle with them!

The installation of the infrastructure in phase 2 was seriously delayed by all the rain (albeit welcome) during December, but we are back in the trenches and should have it all completed by the end of February, although this is rain dependant. A number of houses in phase 2 have already started going up due to the owners having the confidence in management that services will be installed and completed before occupation of the houses takes place. We will not disappoint them!

This year promises to be another one full of active marketing and events for owners and potential owners alike and our marketing team is in full swing arranging these events. Look out for the details in the marketing section of the newsletter. Once again, we thank you for being a part of this exciting Estate and look forward to welcoming you on Zandspruit soon.

Enjoy your newsletter!

Martin den Dunnen

Gerrit Jan van der Grijn



Sales and Marketing

Our biggest marketing event during this past quarter was our exhibit at the Nedbank Golf challenge. This was our second attendance at this event and proved to be quite successful. We hosted our first potential client from this event during the past week. For the most part the holiday season was quiet in terms of exhibitions but we were very active in the local newspapers.



January started with a bang and every year January seems to pick up pace. We had barely opened the office and we had potential clients ready to view our Estate. The next exhibition was held at the Riverside Mall, Lions Court over the 28th January to the 2nd February. Another successful event with potential clients commenting on the positive and successful advertising campaigns throughout the Limpopo and Mpumalanga area, not to mention our national advertising. We tested a new magazine during December called the Explore SA magazine. We also received excellent statistics on our

advert placed in the Real Estate Investor. This magazine has an online version viewed by over 150 000 viewers and Zandspruit's online advert received the second highest clicks over the December/January period, of all the advertisers. We have continued our advertising with Real Estate Investor this month during a period where they are hosting an international event of overseas real estate gurus. They will be printing double the amount of copies they do currently and we expect the results from this publication to be even more successful. Our Hoedspruit advertising campaign continues and will do so for the next few months. Having launched our 2nd phase stands within Zandspruit, we are proud that we have strong interest in the stands on that side of the Estate. We have also planned a strategic outdoor campaign that will be implemented in the coming months to run alongside our fence line, giving us much better visibility outdoors than we currently have.





Sales and Marketing

Our upcoming events include:

Misasa Fly In: 8 February

Exhibition at Sandton Mall 18th – 24th February

Cancer Support Fly In at Lowveld Aero Club: 1st March

Exhibition at Brooklyn Mall: 3rd – 9th March

Exhibition at Witbank at the Highveld Mall: 5th – 9th March

Exhibition at Cape Town Getaway Show: 14th – 16th March

Exhibition at Hoedspruit Pick n Pay: 29th March

Namibia Airshow: 4th – 6th April

Exhibition Middleburg Mall: 2nd – 6th April

Exhibition at Woodlands Mall: 11th -13th April

Exhibition at Hoedspruit Pick n Pay: 18th – 20th April

As you can see our marketing activities are full for the first quarter. Each of these activities are supported by an online

facebook campaign targeted specifically at the geographic focus of our event as well as the type of client we are targeting for the Estate.

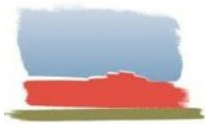
We are looking forward to a very successful first quarter.



PICTURE TAKEN by one of brand new owners, Percy and Allison Haskins. Beautiful fruit bats all tucked up.



ZANDSPRUIT'S outdoor exhibition setup for Golfdays, airshows or any other outdoor event



International Marketing

The Zandspruit team has been on the road since even earlier than last year. On 31 January we flew to Stockholm, Sweden where we exhibited at the "Buying Properties Abroad" exhibition. We touched down on a white runway with temperatures far below zero. Summers can be quite pleasant in Scandinavia but are short. Displaying Zandspruit and the Lowveld climate attracted a lot of people and we expect the first Swedish prospective clients to arrive at Zandspruit soon.

The second exhibition will be in Ghent, Belgium, where we will exhibit Zandspruit as usual from 21 until 23 February at the Secondhome International.



From 28 until 30 March we will be at the Secondhome International Exhibition in Utrecht again. Further information and free entrance tickets will be provided closer to the dates.

In April we can be found exhibiting in Germany and Switzerland, both new markets for us. We are confident our international displays will result in an international community on Zandspruit Bush & Aero Estate with interesting, like minded owners from various nationalities.

Our five meter high giraffe will travel with us to all exhibitions and will surely attract attention!

We offer prospective clients, who decide to visit Hoedspruit and Zandspruit Bush & Aero Estate in particular, an 8-day familiarisation trip, including flights from Europe. During this trip there will be ample time to discover the beauty of Hoedspruit and the Lowveld with its many natural wonders as well as the Estate and its options and possibilities. High lights of the trip will be the Blyde River canyon and the Kruger National Park. Accommodation will be in one of the completed, fully furnished, luxury safari homes, complete with private swimming pool. Visitors will experience real bush living and what it's like to own a home in the African Bushveld.

Zandspruit Bush & Aero Estate proves to be "The African Dream Personified" for more and more South Africans and Europeans. Make sure you won't miss out: come see for yourself and experience the beauty, serenity and unlimited natural wonders that both Zandspruit and the surrounding area have to offer. For more information or bookings please contact Gerrit Jan van der Grijn on gjg@zandspruit.co.za. We hope that we will welcome you on Zandspruit soon!





International Awards

ABOUT THE OPP AWARDS: The best in the overseas property industry have been honoured at the 2013 OPP Awards for Excellence at a glittering ceremony at London's Natural History Museum

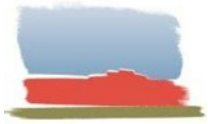
The winners of the 2013 OPP Awards for Excellence have received their awards at a glittering ceremony at London's Natural History Museum. Gold, Silver and Bronze OPP Awards were presented in 34 categories honouring the best developers, agents and overseas property professionals in the world in what is viewed as one of the sector's best and most enjoyable networking event of the year. There was also a coveted Global Winners section. Among the highlights was **Zandspruit Estates (Pty) Ltd**, which won a Gold OPP Awards for Best African Developer and Best Affordable Developer, and Bronze OPP Awards for Best Luxury Developer and Best Global Developer. Another multiple winner was leading agency Property Frontiers International, which won a hat-trick of a Gold OPP Awards for Best Agency Europe, Best Property Investment Advisers and Best Global Agency. Around 450 of the leading lights in international property, from more than 20 different countries, enjoyed a gourmet dinner and the awards presentation itself.

OPP Group CEO Xavier Wiggins says, "Tonight was a great night! Tonight was the

OPP Gala Dinner and the presentation of the OPP Awards for Excellence 2013. The dinner, a formal and lavish affair at London's famous Natural History Museum, was a huge success and celebrated not only the achievements of the best in our industry but also the surge of confidence in our future." The OPP Awards for Excellence are judged by a panel of highly experienced judges. The awards for estate agents and developers are presented by region, with the winners of each regional award being entered, automatically, for the 'best global' award. The other awards are all global.

What has winning these four awards meant for Zandspruit in terms of your credibility?

The fact that we have won these awards means recognition for our brand as a whole and our quality in particular. Especially winning the gold award for Global Affordable Developer simultaneously with the bronze award for Best Global Luxury Developer is quite special. In the category luxury developer we had to compete with multi million dollar / pound developments (homes sold for over 1 million US), thus by winning the bronze award for best luxury developer together with the gold award for affordable developer really means what the OP organisations intended with the award for affordable developer: value for money. The fact that we have



International Awards

won these awards has a huge impact on our marketing and credibility in Europe as the OPP, especially in the UK, is THE most important and recognised body that promotes overseas properties.



What did it take to win these awards/How did the Zandspruit team do it?

To start with a developer has to be invited to enter. Once invited the OPP organisations does a quick scan of the developer and development in order to establish the worthiness to enter. Once approved, the developer has to provide all information required to be judged on. Amongst the information required are contracts/sales documents, marketing strategy and material, building plans, environmental requirements, socio-economic criteria, financial stability and customer services (before the buying process, after the buying process, before and during the building process and after the building process). All these criteria have to be met and are judged by an international panel of judges (50 in total).

Just to provide some figures: a staggering total of over 300 developers and developments from all over the world entered, obviously in various categories in 8 regions: Europe, North America, Middle America, South America, Central Asia, Australia, The Middle East and Africa.

For the award for Best Global Developer each winner in its own category automatically enters – because we won the Gold award for Best Developer Africa we had a chance to compete and won the bronze award for Best Global Developer, an award we are very proud of, especially if one looks at the competition, some of those amongst the largest developers in the world!

How long has Zandspruit participated?

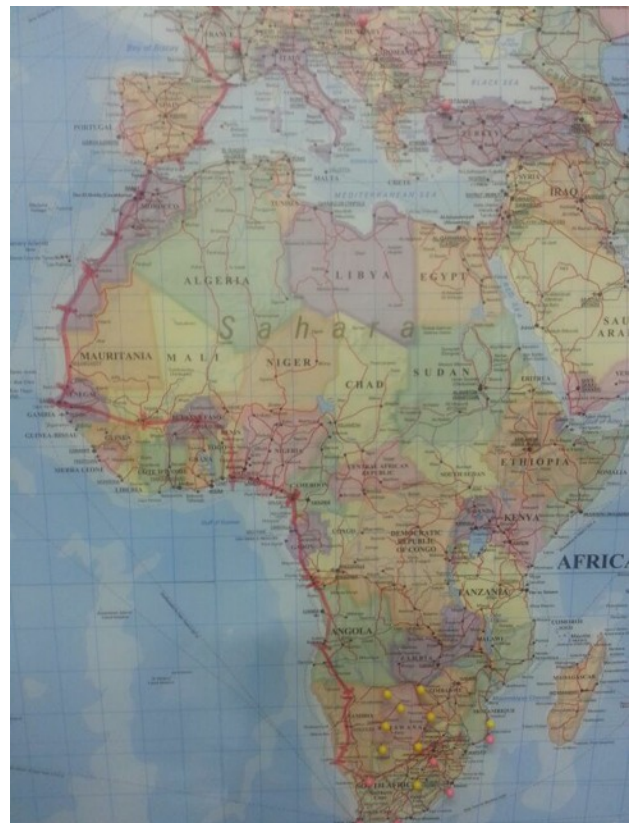
We were invited to enter the awards in 2012 for the first time in the category Best Developer Africa. At that time we won the Silver award and were asked to enter not only the category for Best Developer Africa this year but for the categories Best Luxury Developer (Global) and Best Affordable Developer (Global) as well. It is quite special to be among over 450 people in the big hall of the Museum with a real, 300 million years old skeleton of a Dinosaur floating over the tables and being recognized with gold and bronze awards in various categories by a team of 50 internationally renowned property specialists within their fields.

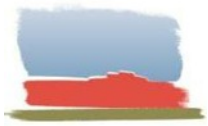


The Flying Frenchman

The Flying Frenchman is a home owner, Philippe Berjaud, who owns a house and a hangar at Zandspruit Estates. He recently completed building his very own plane and embarked on a journey with his son flying from France to Zandspruit Estates, here in South Africa. With many stops and lots of legal work involved to manage the journey, Philippe Berjaud completed his journey successfully and safely.

Martin den Dunnen flew out to meet him in his Cessna 206 and escorted him onto the landing strip at Zandspruit Estates. Philippe was welcomed home by the Zandspruit team as well as several home owners who were invited to join in the celebration on the Zandspruit runway, when he arrived, with snacks and Champagne, to celebrate his quest. Here are some photos from the journey.





Farm Management

Rainfall

Over the past couple of months we have had a lot of rain and it fell with a combination of heavy downpours to a gentle drizzle throughout the day. The rainfall recorded during the period of October 2013 to January 2014 is 402mm.

Vegetation

Once again with all the good rains during this period, the bush is thick and healthy. The grass cover in some of our open areas is over a meter tall. With the bush looking like it is at the moment, we will have no problems with our carrying capacity throughout the coming winter.

Animals

There have been a couple of sightings of our newly introduced Reedbuck including a large male with a female. This is good news as they were introduced at different times so let's hope all goes well and we see some youngsters in the near future.

Sandspruit river & dams

During winter last year we were able to repair the old dam wall near the Bush Camp. With all our rain this season the dam wall has held well and pushed back the river all the way past the bridge to the Island. Below the dam wall most of the pools are still not as full as we would like, but with more rainfall forecasted in the

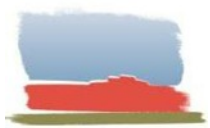
next week or so this should change. All the dams are looking good with only Hide dam overflowing its spillway.

Interesting facts

Here are some more tips on how to identify some common tree species as well as interesting facts about them.

Knob Thorn (*Acacia Nigrescens*)





Farm Management

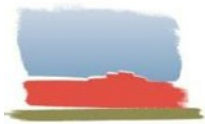
Identification

The Knob Thorn is a slow-growing, medium to tall tree reaching heights of between 8 - 20 meters. It is found throughout Zandspruit, surviving in many different soil types. The tallest trees of this species are always found on flood plains (Knob Thorn Open Area). The Knob Thorn has a straight, upright trunk, with branches forming a rounded canopy that spreads with age. The bark is dark and thickens, forming knobs several millimeters apart equipped with small black hooked thorns. These thorny knobs are prominent on the newer branches of mature trees and on the trunks of young trees, offering some protection against browsing animals such as elephants. The knobs are very conspicuous, making the Knob Thorn tree easy to identify. The Knob Thorn is a deciduous tree. This means it loses its leaves in winter. The Knob Thorn is one of the first trees to flower in early August making it very easy to identify. The flowers begin as 70-100mm long elongated spikes of buds at the end of branchlets in the canopy, finally turning into scented creamy-white flowers. The Knob Thorn bears fruit from January to July; long, thin pods which are initially a reddish-purple color darkening to a dark brown. These pods fall to the ground before splitting open.

Points of interest

The Knob Thorn is a highly nutritious tree, with the thorns merely limiting the amount of time animals feed on it. Animals such as kudu and giraffe browse the leaves; baboons and Vervet monkeys eat the flowers and pods.

The bark of the Knob Thorn has natural healing properties in fighting tooth decay. This is why you often see the bark ripped off it by elephants. Sadly this may eventually kill the Knob Thorn. Giraffes have a very unique relationship with this Acacia species - it is believed that they pollinate the trees due to the Knob Thorn being the first tree to bloom at a time when food is scarce. The giraffe, with its long neck, has the ability to eat high up into the canopy, and while doing so rubs the flowers, collecting pollen which it delivers from tree to flowering tree. About 40% of the giraffe's diet is foliage from the Knob Thorn. The Knob Thorn tree can tolerate drought. Hole-nesting birds make their homes in its thorny trunk. There are many commercial, medicinal and traditional uses for the hard, durable, fire-resistant and termite resistant Knob Thorn wood. The bark has a high level of tannin that is used for tanning leather. The inner bark can be woven into strong twine. Village healers grind the knobs into a powder which is used as a pain-killer and to cure eye infections.



Farm Management

Sickle Bush (*Dichrostachys cinerea*)



Identification

The name Sickle Bush is derived from the young pods which are curved, resembling sickles. The Sickle Bush is a spiny, deciduous shrub or small tree, up to 7 m high, with a rounded crown. The bark is rough, yellow to grey-brown and frequently fissured and the stem is rarely thicker than 230 mm. The young twigs are slightly hairy and a characteristic feature is that the spines are hardened branchlets, ending in a straight, sharp point.

The flowers are 25 to 50 mm long. The pleasant-smelling, fluffy flowers are lilac in the upper half and yellow in the lower, giving rise to the descriptive name Chinese lantern tree. Its flowering season is from spring to summer, generally from September to February. The upper pink part of the flower is pink and sterile, while the yellow lower half is bisexual. Each flower produces a mass of flat, coiled green pods that turn brown and later fall to the ground. Each pod contains a large number of seeds.

Points of interest

The Sickle Bush is a pioneer plant which has the ability to colonize disturbed veld quickly and curbs erosion. The pods are very nutritious to animals and are eaten by most game, including monkeys and baboons. It sometimes forms impenetrable thickets and becomes a problem plant for veld managers. The hard and durable wood is also termite resistant, making it ideal for fence posts. It is also used to make tool handles and fibre from the bark. The roots are used as a local anaesthetic for ailments such as snake bites, scorpion stings and toothache. It also makes high quality firewood. Sickle bush is found mostly around the Madada dam area due to the fact that in previous years this area was under agriculture by the previous owner.



Construction

We expect to have at least 26 houses on the Estate by the end of this year – not bad for an Estate that was proclaimed just over two years ago! In our second article about construction, we focus some of the terminology used in the industry.

PC amounts – PC stands for Prime Cost (also referred to as Personal Choice)

This represents a realistic amount that the builder puts in his costing for a specific item like Kitchen Cupboards, for instance. This is done because there may not be plans for the kitchen at that stage and also to give the client the freedom to select his own finish. This PC amount becomes the client's budget for that item. Any extra spent over and above the PC amount will be for the clients account. Similarly, any saving on this amount will be passed on to the client. Don't fall into the trap of a builder quoting a low cost for building your home and allowing you unrealistically low PC amounts! These PC items can be selected by the client from whomever he chooses, but generally the builder will recommend a good supplier with known back-up service.

Snag list – Sometimes referred to as a Punch list

We know that once one lives in a house, small problems may occur such as a leaking tap or a switch that keeps on tripping.

Doors expand and contract according to the weather and need adjustment. Settlement cracks may occur. We would like you to give us a snag list once you have moved in and then again after three months of living in your new home. Roof leaks, if they should occur, will be fixed after the first rains. We do pride ourselves on our after sales service because we know that this is where the builder will be judged. Major structural problems, which we have thankfully never had, will be handled with the same vigilance. Then there is also the NHBRC which guarantees the structure for a period of five years.

NHBRC – National Home Builders Registration Council

South African law requires all home builders to enrol every new home with the NHBRC. Irrespective of selling price, all new homes must be enrolled fifteen (15) days before construction commences. The enrolment ensures that quality homes are delivered, failing which the NHBRC will step in to adjudicate remedial work and liability.





Gallery



ABOVE: Flycatcher bird just outside Zandspruit offices - just beautiful, look at the birds' gorgeous blue surrounded eyes and on the edge of the beak.

BELOW: Reed Buck introduced recently onto the Estate.

