

ZANDVOORT!

3rd Quarter 2014

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Another quarter has flown by and it's time for the next edition of ZANDNEWS!

This quarter has seen a flurry of marketing activity and new sales people joining the team at Zandspruit. We bid farewell to Sareta Lubbe who took up a new position in Pretoria, closer to home and family and welcome Fred Berrangé and Allison Haskins (Allison and husband Percy are new home owners too) to our sales team. May you both have many successful years of selling property on Zandspruit. Read more about Fred and Allison later in the newsletter. Sales are still good, with overseas buyers now almost equalling the local buyers 50/50, thanks to the International clients that have placed their faith in South Africa and Zandspruit. So come on South Africans – don't miss out on your own piece of SA paradise, right here in Hoedspruit!

The construction team, under the ever present watchful eyes of Ernest Craig (Easy Ernie for those of you that have met him), have really swung into top gear with all the houses currently under construction. The target of 27 houses by year end is definitely on the cards!

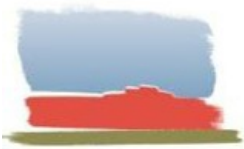
The services in phase 2 were completed as promised and 20 stands were transferred to their delighted new owners during July. Our thanks here to our Transferring Attorneys who made this happen under very trying circumstances. We extend a very warm welcome to the new members of the Zandspruit family and wish you many years of beautiful memories here on Zandspruit.

Please enjoy your newsletter and we hope, as ever, to see you on Zandspruit soon!

Martin den Dunen

Gerrit Jan van der Gijjn





Sales & Marketing

Zandspruit Estates welcomed Fred Berrangé to the team earlier this year. Some of you have already seen him in action in Sandton Mall! Fred has been a busy bee and the remainder of 2014 is fully booked with Zandspruit exhibits, golf days and Airshows.

His June visit to Sandton Mall was a great success. Some potential clients have already visited the Estate and were treated with Fred's friendly and extensive hospitality. We also tried out Ilanga Mall in Nelspruit during July and Fred has just come back from a week at Cresta Mall in Johannesburg. Our new marketing display set up has received many compliments. The new banner walls and furniture give Zandspruit a more modern and uncluttered look!



Another new member to the Sales Team, Allison Haskins, will host her first Zandspruit exhibit in the Middelburg Mall during August. She will attend this mall and the mall in Witbank twice, before the end of this year. We wish her good luck with her first exhibitions and are sure that with that friendly smile and great personality Allison

will do a great job in representing Zandspruit!

Martin attended the Swartkops and Botswana Airshows recently. In Botswana, he witnessed history in the making when, for the first time in the world, a President of a country flew in an Airshow! Well done to the organisers of the Botswana Airshow! Some really good air shows were attended, making us hunger for that missing Zandspruit Airshow again...maybe 2015? Watch this space...

The golf season is in full swing and we have a couple of Golf days coming up where we have proudly sponsored a hole: Southern Cross Schools, Leopard Conservation and the 19 Squadron golf day. We hope to see you at one of these exciting social events. The Zandspruit calendar is pretty full for the remainder of this year. We kick off with the Grand Rand Air show this weekend, followed by the Johannesburg Getaway on the last weekend in August. In September we will be attending the AAD Airshow, which will be accompanied with a



media campaign. In

October we will be appearing at the Retirement Expo again. This amongst all the mall activity, golf days and Airshows keeps the marketing team rather busy!

Like us on Facebook to get updates from our team and the Estate.



Introducing:

We would like to take some time and space for Fred and Allison to introduce themselves. So each of you who hasn't had the pleasure of meeting Fred or Allison in person, here is a glimpse of who they are. As per normal, ladies first:

My name is Allison Haskins and my husband's name is Percy. We are from Middelburg, Mpumalanga and have recently become home owners at Zandspruit Bush & Aero Estate. We are both semi retired and are looking forward to the bush life and getting to know all the residents at Zandspruit and Hoedspruit.

I love the outdoors, keeping busy and getting to know everyone around me.

A positive way of living suits me well and I appreciate integrity and honesty in people. I look forward to meeting everyone living at Zandspruit as well as welcoming all future Zandspruit home owners.

Zandspruit has a charm all of its own and once you have spent some time here you will keep coming back and then never want to leave.

Allison Haskins



Thank you all for welcoming me into the amazing Zandspruit team.

My name is Fred Berrangé and I have been involved as an outsider with Zandspruit for a

couple of years now. I am a dedicated conservationist who heads up the Leopard Conservation Project (LCP) in South Africa. LCP deals with the protection and rescuing of injured leopards, something that I have dedicated most of my life too and am very passionate about. I have always admired the great care that the entire Zandspruit team take with the environment with everything that they do on the Estate and have often been part of the activities that have taken place here.

I was extremely honoured when Martin asked me to become part of this dynamic team and grabbed the opportunity to assist with the marketing of Zandspruit Bush & Aero Estate.

I want to take this opportunity to thank those of you who I have already met for the warm welcome that I have received, look forward to meeting the rest of you and hope to introduce many new owners to Zandspruit through my own efforts!

Fred Berrangé



International Marketing

With the summer holidays in Europe just over, the Zandspruit marketing team is gearing up for the first exhibitions of the second half of this year, being the Secondhome International Exhibition from 26 to 28 September in Brussels – Belgium. The weekend immediately after Brussels you will see us in Utrecht, Jaarbeurs, for the Dutch Autumn edition of the Secondhome International property exhibition.



The existing recipients of our newsletter in these two countries will receive invitations to visit our stand at these exhibitions a couple of weeks before each exhibition. As usual we have ample free entrance tickets available. Later in the year we will be exhibiting at Excellent Exhibition, Ahoy, Rotterdam for the second time.

It may seem far away, but we are already planning and booking exhibitions for next year. Because of the good experience we had this spring at the Aero Expo Friedrichshafen, Germany we will definitely attend that exhibition again. As usual, Spring will bring us to Utrecht and Ghent again for the Secondhome exhibitions and a new one in this line up will be Antwerp in June 2015. Furthermore, we have booked a stand at Secondhome International Munich in October 2015. A busy but exciting

year to come with new places to go and new people to meet!

Towards the end of November this year, the British international property awards giving will take place again at the Overseas Property Professionals (OPP) Exhibition in London. Last year we were extremely proud of the recognition we received by winning no less than 4 awards, of which two were gold awards in the categories Best Developer Africa and Best Affordable Developer World. Because of the current, extremely favorable, exchange rate for foreign investors, our hopes are high to again win an award in these categories, as we still believe that Zandspruit Estates offers unrivaled quality, space and tranquility for a very reasonable price.

In our November edition we expect to inform you about all the dates of all the planned exhibitions in 2015 as well as to report back to you on the outcome of the OPP Awards.





Farm Management

Rainfall

Over the last couple of months just a couple of drizzles have been recorded. The rainfall should start again around the middle or end of September.

Vegetation

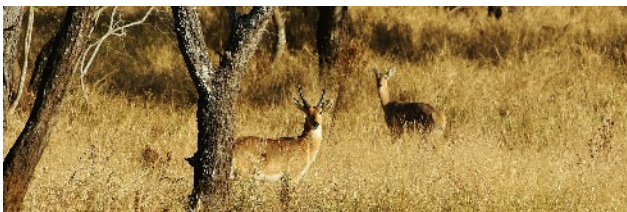
The vegetation is very dry at the moment. Some of the Knobthorns on the river have started to flower, telling us that our winter is almost over. Our grass cover is still very good especially on the open areas in the wilderness area.

Animals

During the months of June and July a very relaxed Caracal has been spotted on the Island, mainly on Falcon Road. The baby waterbuck seen in April was seen again near the bushcamp and seems to be doing very well. The crocodile was last seen weeks ago around stand 1213 in the river-bed. Caution, as always, should still be taken when walking around any water's edge.

Sandspruit river & dams

The Sandspruit River is still flowing slowly so most of the pools along it have not yet dried up. All three dams are at least half full. This leaves us in a very good position for the rest of winter.



Interesting facts

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

Buffalo Thorn (*Ziziphus mucronata*)

Identification

The Buffalo Thorn is a small to medium, single or multi-stemmed tree and can reach a height of about 10m. It can grow in a variety of different soil types in open woodlands and along river banks. It also likes to grow on termite mounds. A Buffalo thorn has distinctive zigzag branchlets with hooked and straight



thorns. The bark is cracked into small rectangular blocks with a reddish underbark. The fruit are small grape size and ripen into a deep brown-red.

Points of interest

Many local farmers use the buffalo thorn as a natural fence. The leaves are edible and can be cooked into a tasty type of spinach. The fruit are also very nutritional but not very tasty. The leaves are known to be used as an aphrodisiac, either by



Farm Management

being chewed or used in dishes. During the Anglo-Boer war, the seeds were roasted and ground as a substitute for coffee. The fruit can be used to make a local beer. The medicinal property of a Buffalo Thorn is used as a painkiller and a solution of the bark and leaves in water is used for chest complaints. The locals believe that if you lay a branch of the Buffalo Thorn on a grave it will hook the spirit of the person and they then can take the spirit home with them.



Buffalo Thorn *Ziziphus Macronata*



Umbrella Thorn (*Acacia tortillus*)

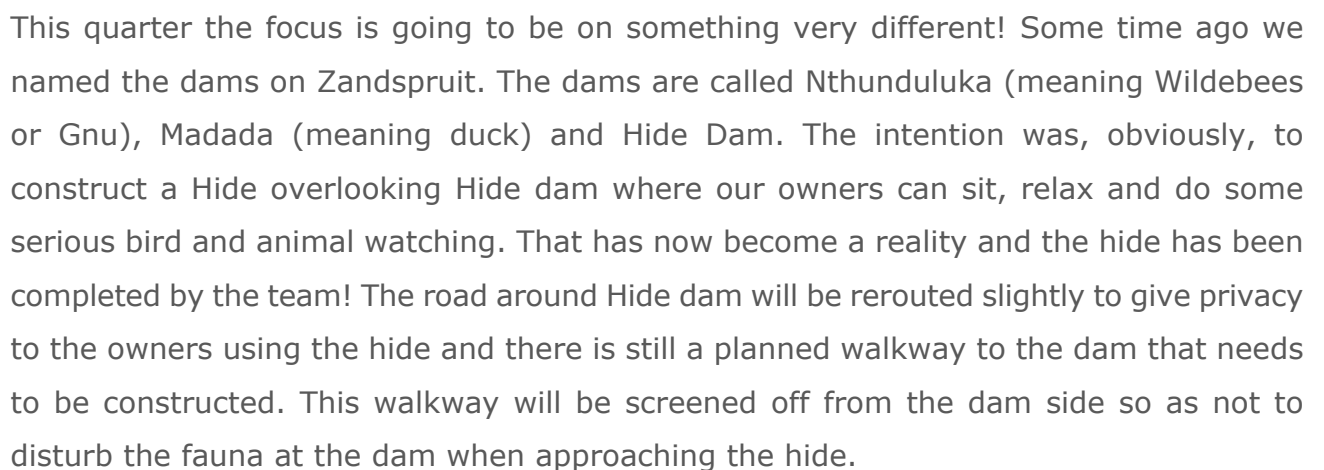
Identification

It reaches heights of between 5-20 m and can have a spread of up to 14m. The bark has a rough feel and is grey to black in colour. The thorn structure has a combination of one straight thorn with a small hooked thorn alongside. The thorns are thin and grow in pairs. The flowers form in clusters on old wood. The flowers look like creamy, white balls. The pods are a pale, gold brown color and are curled & twisted.

The leaves are very small giving the umbrella a soft, feathery appearance. It has the classic, umbrella-shaped canopy associated with the African bush.

Points of interest

Browsing animals eat the leaves together with the thorns, often more easily when young and soft. The older, hardened thorns can be a deterrent to over-browsing. The thorns are sharp and white, with some straight and others hooked normally arranged in pairs. (Haak en steek) Many bird species take advantage of this protection and build their nests in the canopy. It is fairly slow growing. The tree flowers during December with dense, packed white florets, but the flowering can be sporadic depending upon rain.



We hope that our owners will enjoy using the new facility and enrich their memories of Zandspruit in this way. Please send us photos of special sightings for us to use in future newsletters, sharing the experiences with other owners in this way.





Tax & Legal Matters

For Non Residents

In this section of our newsletter we are informing you about all the ins and outs of buying property in South Africa. Last quarter we explained the procedures of buying and registration of property and this time we will look at the tax implications on re-sale of the property.

Capital Gains Tax

South African residents are liable for the payment of Capital Gains Tax ("CGT") on the disposal of any capital asset, subject to certain limited exceptions. Non-residents, however, are only liable to pay CGT on the disposal of the following:

- Immovable property situated in South Africa, including any right or interest in immovable property. (This also includes an interest of at least 20% in a company where 80% or more of the value of the net assets of the company is attributable, directly or indirectly, to immovable property in South Africa.)
- Assets of a permanent establishment of a non-resident through which trade is carried on in South Africa.

CGT is payable in the year in which the asset is disposed of.

The rates, effective from 1 March 2012, are the following:

Seller is a Natural Person:

33,3% of the gain made on the sale of immovable property must be included in the annual income of the taxpayer.

The latter will then be taxed at the rate that applies to the taxpayer's particular level of annual income. The maximum at which individuals are taxed is 40%. This makes the highest effective rate of CGT for individuals 13,32% ($40\% \times 33,3\% = 13,32\%$). There is a yearly rebate of R 30 000 for natural persons.

There are different rates for companies and trusts. More detailed info can be found in the full article, of which the link is stated below.

Withholding Tax

An obligation relating to the withholding of a percentage of the sale proceeds from non-resident sellers was introduced into our tax laws in 2007. This provision requires that, where a non-resident sells a property for more than R 2 million, provisional CGT must be paid to SARS in an amount of:

- 5% in the event of a natural non-resident seller
- 7.5% in the event of a foreign company; and
- 10% in the event of a foreign trust

In our next newsletter we will go into other taxes for non-residents, estate duty in the event of death, bringing money into South Africa, bank accounts for non-residents and other financial implications.

For information:

http://www.stbb.co.za/uploads/STBB590_01_Buying_Property_01-24.pdf

Source: Smith Tabata Buchanan Boyes



Photo Gallery

Some impressions from life on Zandspruit

We welcome our home owners to send us pictures for the next newsletter or facebook

