

DIVERSIFISEER MET EKSOTIESE WILD

VIR VOLHOUBAARHEID

Hoëveld Wildsbedryfskamer Inligtingsdag: Middelburg

Hinterland 



SENWES & WILDBEDRYF



- Berekeninge word gegrond op inligting verskaf vanaf Vleissentraal Bosveld & PHASA
- Fokus nie op kleurvariasies nie
- Oogmerk is die wildbedryf as alternatiewe boerdery vertakking



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BESPREKINGSPUNTE

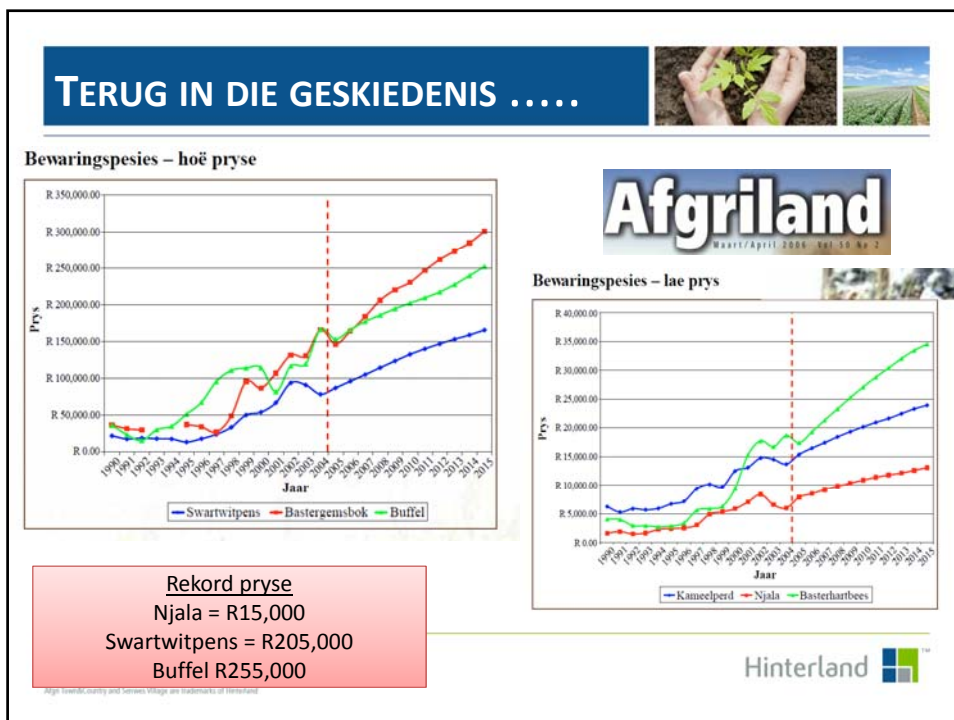
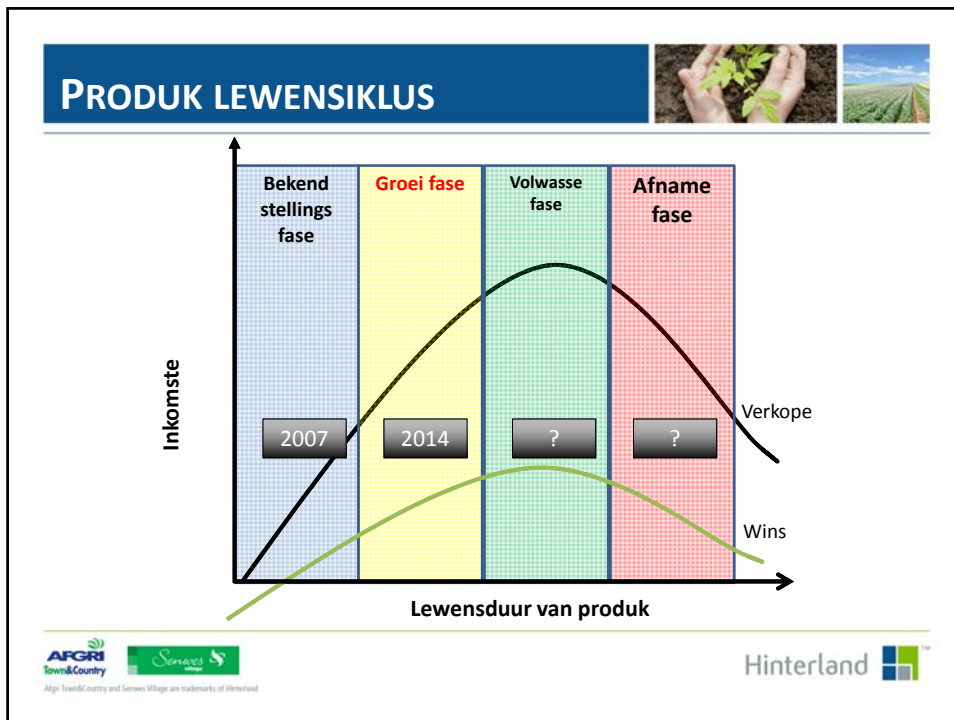


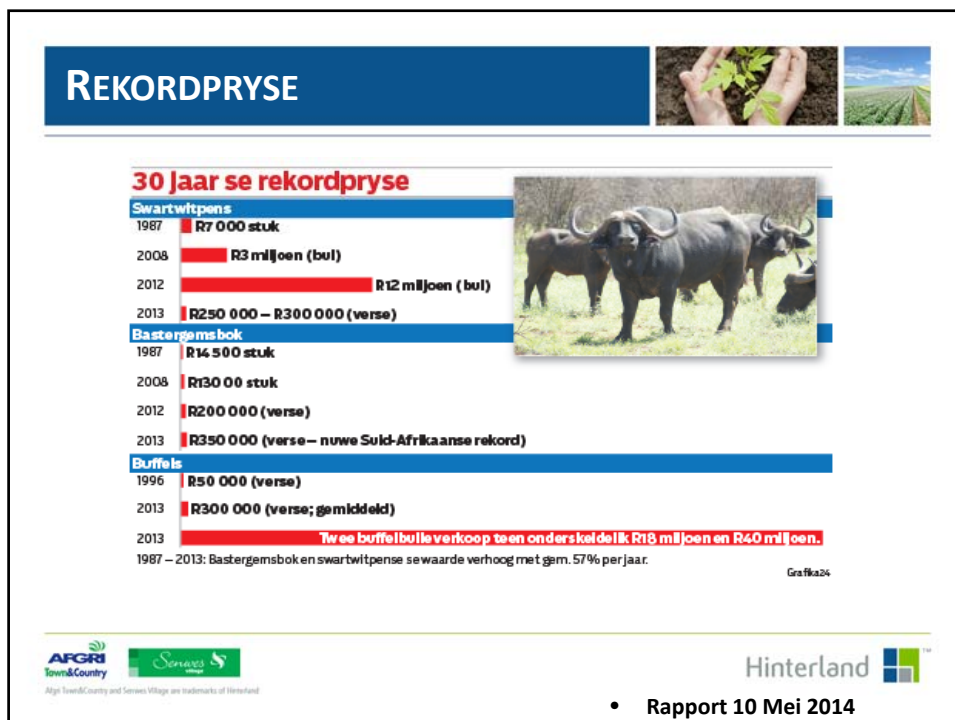
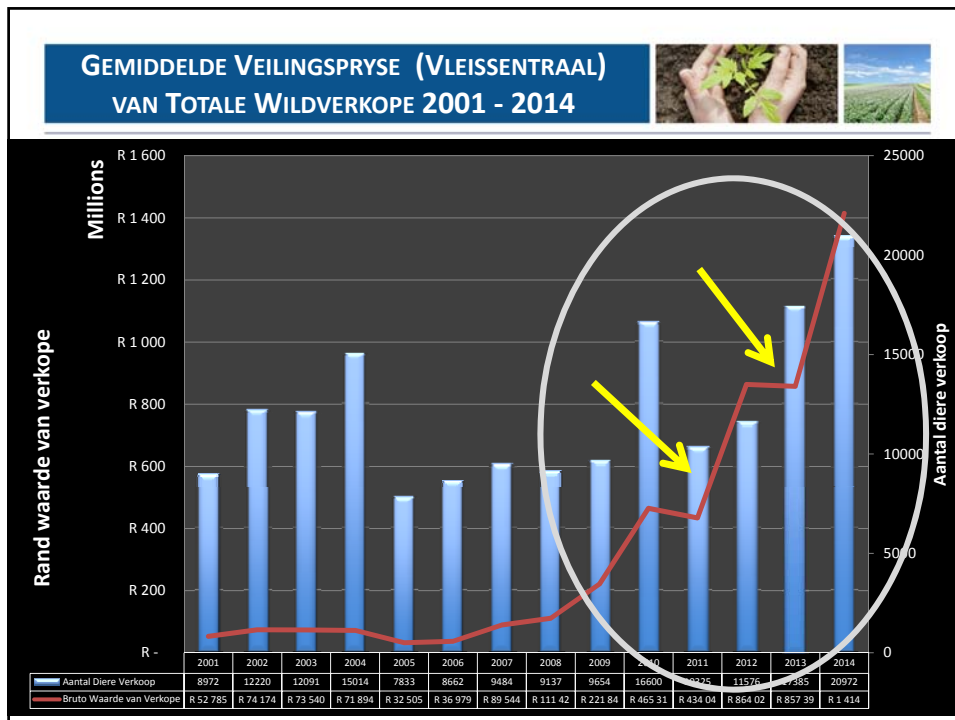
- Die boodskap van die prystendense
- Is die Wildbedryf volhoubaar?
 - Is daar wins in wild
- Internasionale Jagbedryf



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REKORDPRYSE 2014



| | | |
|--|---|------------|
| Bastergemsbokkoei (dragtig) met verskalf | R | 1,500,000 |
| Blesbokram- Wit saalrug | R | 4,000,000 |
| Buffelbul (jonk) | R | 26,000,000 |
| Buffelkoei (dragtig) | R | 11,500,000 |
| Elandkoei- Livingstone (dragtig) | R | 650,000 |
| Gouegemsbokkoei (dragtig) | R | 1,500,000 |
| Gouewildebeesbul (jonk) | R | 1,300,000 |
| Koningswildebeesbul | R | 5,100,000 |
| Njalabul | R | 500,000 |
| Njala-ooi met lam | R | 80,000 |
| Rooibokram - Swart | R | 2,000,000 |
| Rooibokram- Saalrug | R | 5,700,000 |
| Rooibokram- Wit (jonk) | R | 9,700,000 |
| Swartwitpensbul- Wes -Zambies | R | 9,500,000 |
| Wildebeeskoei- Konings -split (dragtig) met Koningswildebeesbult | R | 12,500,000 |



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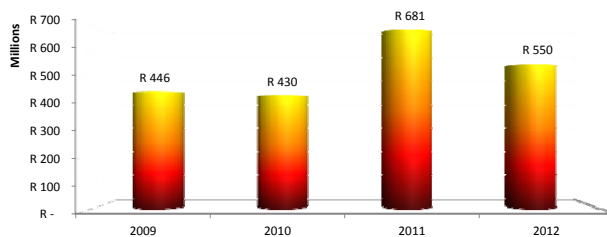
• Bron: Vleissentraal Bosveld

Rekordpryse 2014



| | | |
|--|---|---------------|
| Rekordverkope - Vleissentraal | R | 224,352,500 |
| Wildverkope - Vleissentraal | R | 1,414,621,847 |
| Rekordverkope as % van totale verkope | | 14% |

Inkomste uit Internasionale jag



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Vleissentraal Bosveld & PHASA

| | | Roan | Goue wildebees | Buffel | Swart Rooibok | Sable | Nyala | Totaal van seleksie |
|--|---------------------|------|----------------|--------|---------------|-------|-------|---------------------|
| '14 | Aantal | 146 | 110 | 351 | 184 | 919 | 1814 | 3524 |
| | % van Inkomste | 8% | 4% | 23% | 6% | 32% | 3% | 76% |
| | % van diere verkoop | 0.7% | 0.5% | 1.7% | 0.9% | 4.4% | 8.6% | 16.8% |
| <i>Totale diere verkoop in 2014 = 20,972</i> | | | | | | | | |
| '13 | Aantal | 64 | 89 | 388 | 192 | 890 | 788 | 2411 |
| | % van Inkomste | 3% | 4% | 36% | 5% | 38% | 3% | 90% |
| | % van diere verkoop | 0.4% | 0.5% | 2.2% | 1.1% | 5.1% | 4.5% | 13.9% |
| <i>Totale diere verkoop in 2013 = 17,385</i> | | | | | | | | |
| '12 | Aantal | 68 | 148 | 389 | 193 | 829 | 619 | 2246 |
| | % van Inkomste | 2% | 8% | 35% | 5% | 40% | 1% | 91% |
| | % van diere verkoop | 0.6% | 1.3% | 3.4% | 1.7% | 7.2% | 5.3% | 19.4% |
| <i>Totale diere verkoop in 2012 = 11,576</i> | | | | | | | | |

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OPSOMMING - PRYSTENDENSE

- Bepaal jou boerdery se doelwitte:**
 - dit bepaal waarmee geboer gaan word
 - watter marksegment betree wil word
 - Besigheidsplan & goeie beplanning is noodsaaklik
- Doen goeie marknavorsing:**
 - Die internet & veiling data is goeie bronne
 - By wie & waar gekoop word
- Doen berekeninge op realistiese waardes:**
 - Skaal veilingspryse af vir verkope – klop die somme nog?
 - Bepaal winsgewendheid deur jagsyfers te gebruik
- Die bedryf gaan ook deur ekonomiese siklusse beweeg**

AFGRi Town&Country Serres Village

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BELANGSTELLING GROEI IN DIE WILDBEDRYF

Wild: Inkomste die hoogte in | Landbou
landbou.com/nuus/wild-inkomste-die-hoogte-in/

Die Burger: Oë rek oor rekordpryse vir wild

Volksblad: Goud werd, bisar of net aasvoëlkos?



Wildbedryf nou behoorlik op loop
2001-07-14 19:51




Groot geld in skaars wild
2014-07-19 22:40



AGRI
Town&Country
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| WINSGEWENDHEID VERGELYKING IN RAND PER HEKTAAR | |  | |  | | | |
|---|-----------|--|---------------|---|----------|-------------------|--------------------|
| | Buffels | Sables | Swart Rooibok | Njala | Beeste | Mielies @ 6.5 ton | Sojabone @ 2.5 ton |
| Jaar 1 | R -84 835 | R -143 893 | R -272 218 | R -18 904 | R -1 573 | R -3 993 | R -4 242 |
| Jaar 2 | R -42 804 | R -61 902 | R -113 357 | R -7 589 | R -1 192 | R -1 686 | R -1 970 |
| Jaar 3 | R -39 546 | R -46 866 | R -63 129 | R -4 331 | R -848 | R 213 | R 105 |
| Jaar 4 | R -30 196 | R -31 623 | R -30 823 | R 142 | R -535 | R 1 609 | R 1 831 |
| Jaar 5 | R -24 023 | R -21 954 | R 35 046 | R 4 942 | R -253 | R 2 567 | R 3 250 |
| Jaar 6 | R -19 288 | R -11 970 | R 68 119 | R 10 774 | R 3 | R 3 146 | R 4 396 |
| Jaar 7 | R -7 820 | R 1 201 | R 113 350 | R 13 061 | R 214 | R 3 397 | R 5 302 |
| Jaar 8 | R -606 | R 13 797 | R 173 146 | R 13 710 | R 387 | R 3 368 | R 5 999 |
| Jaar 9 | R 11 677 | R 32 111 | R 220 667 | R 14 837 | R 527 | R 3 100 | R 6 511 |
| Jaar 10 | R 16 063 | R 45 936 | R 245 026 | R 12 942 | R 638 | R 2 629 | R 6 862 |

| OPBRENGS OP KAPITAAL | |  | |  | | | |
|---|---------|--|--------|---|--------|-------------------|--------------------|
| VIR 'N 10 JAAR BELEGGING (GEMIDDELDE INKOMSTE / UITGAWE PER HEKTAAR PER JAAR) | | | | | | | |
| | Buffels | Sables | Njala | Swart Rooibok | Beeste | Mielies @ 6.5 ton | Sojabone @ 2.5 ton |
| Gem bruto inkomste per jaar (R/ha) | 27 097 | 21 840 | 6 902 | 37 862 | 596 | 15 125 | 15 880 |
| Gem bedryfskoste per jaar (R/ha) | 12 723 | 6 282 | 2 691 | 5 394 | 267 | 13 842 | 10 164 |
| Groei in batewaarde per jaar (R/ha) | 8 378 | 1 541 | 1 130 | 8 058 | 329 | | |
| Gemiddelde Bruto Marge per jaar (R/ha) | 22 751 | 17 099 | 5 341 | 40 526 | 659 | 1 283 | 5 716 |
| Kapitaal koste (R/ha) | 50 030 | 34 140 | 22 167 | 41 706 | 35 844 | 37 690 | 37 690 |
| Diere en of werktuie (R/ha) | 31 574 | 17 871 | 7 586 | 27 125 | 1 750 | 4 166 | 4 166 |
| Eiendom, heinings en water (R/ha) | 18 456 | 16 269 | 14 581 | 14 581 | 34 094 | 33 524 | 33 524 |
| Rendament op kapitaal belê oor 10jr gem. (kapitaal groei ingesluit) | 45% | 50% | 24% | 97% | 1% | 3% | 15% |
| Rendament op produksiekapitaal oor 10 jaar | 53% | 71% | 61% | 86% | 55% | 8% | 36% |
| Produksiekoste verhouding | 47% | 29% | 39% | 14% | 45% | 92% | 64% |

KRITIESE SUKSES FAKTORE



- Liefde vir die bedryf en spesie waarmee geboer wil word

WAARMEE OM TE BOER



| | Buffels | Sable | Swart Rooibok | Nyala |
|---|---------------|----------------|----------------|----------------|
| Hektare benodig | 200 | 40 | 35 | 60 |
| Kudde grootte | 35 | 20 | 35 | 30 |
| Manlik : vroulik verhouding | 1 : 20 | 1 : 20 | 1 : 35 | 1 : 30 |
| Omheining (mim hoogte) | 1.8 m | 2.4 m | 2.4 m | 2.4 m |
| Drakrag | 1.1 | 0.18 | 0.16 | 0.74 |
| Eerste kalf | 48 mde | 27 mde | 19 mde | 18 mde |
| Speen % | 75 % - 90 % | 76 % - 96 % | 90% | 90% |
| Dragtigheidsydperk | 330 | 270 | 200 | 230 |
| Aantal kalwers oor leeftyd | 10 | 14 | 10 | 7 |
| Lewensverwagting | 20 jaar | 18 jaar | 12 jaar | 10 jaar |
| Bedryfskoste (huidig per dier) R | 12 606 | R 7 049 | R 5 526 | R 5 171 |

KRITIESE SUKSES FAKTORE



- Liefde vir die bedryf en spesie waarmee geboer wil word
- Bepaal doel om in wild te investeer
 - Vertikale groei
 - Diversifikasie van bestaande boerdery
- Wildbedryf is kapitaalintensief
- Vennootskappe – kry die regte vennoot



FINANCIAL FORECASTS

The following figures reflect the potential income and returns on various breeding species over a 7-year period:

Sable Investment

| Assumptions: | |
|---|--|
| Number of Sables | 10 |
| Investment currency | South African Rands |
| Investment amount on animals | R 15,400,000-00 plus Vat |
| Investment costs (additional, TAG, CHIP, VET) | R 1,400,000-00 INCLUDED |
| Escalation | 10% per year |
| Investment term | 7 years |
| Return split | 50/50 |
| Period from call to call | 12 months |
| Ratio male / female | 50/50 |
| First sale of progeny | Year 3 (1 st two years no income) |
| Tax rate | 30% |

| | YEAR 3 | YEAR 4 | YEAR 5 | YEAR 6 | YEAR 7 |
|-----------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Sales Income | 6,840,000 | 7,524,000 | 8,276,400 | 9,104,040 | 10,014,444 |
| 50/50 split to investor | 3,420,500 | 3,762,000 | 4,138,200 | 4,552,020 | 5,007,222 |
| Remain value - cows | 16,940,000 | 18,634,000 | 20,497,400 | 22,547,140 | 24,801,854 |
| Remain value - progeny | 3,900,000 | 4,225,000 | 4,550,000 | 4,875,000 | 5,200,000 |
| Total Value net sales incl | 24,260,000 | 26,621,000 | 29,185,600 | 31,974,160 | 35,009,076 |
| Growth percentage | 173% | 190% | 208% | 228% | 250% |
| Return on capital | 73% | 90% | 108% | 128% | 150% |
| Return per year | 24% | 26% | 29% | 32% | 35% |
| After tax cash flow | 2,052,000 | 2,257,200 | 2,482,920 | 2,731,212 | 3,004,333 |
| Value net of tax | | | | | 18,001,112 |
| IRR | | | | | 27% |

A detailed cash flow is available for further review.



"Wiele" sold for R 11.2 million in 2013 - Thaba Tholo

KRITIESE SUKSES FAKTORE



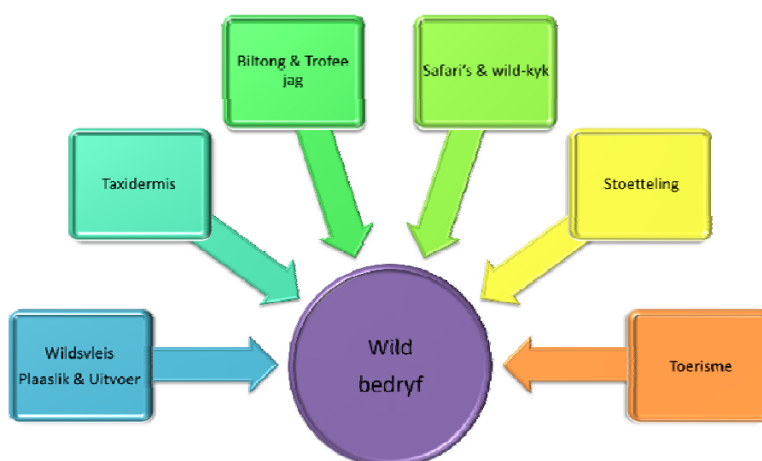
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- Bepaal doel om in wild te investeer
 - Vertikale groei
 - Diversifikasie van bestaande boerdery
- Wildbedryf is kapitaalintensief
- Vennootskappe – kry die regte vennoot
- Ekonomie van skaal (> eenhede meer ekonomies)
- Watter mark voorsien gaan word:



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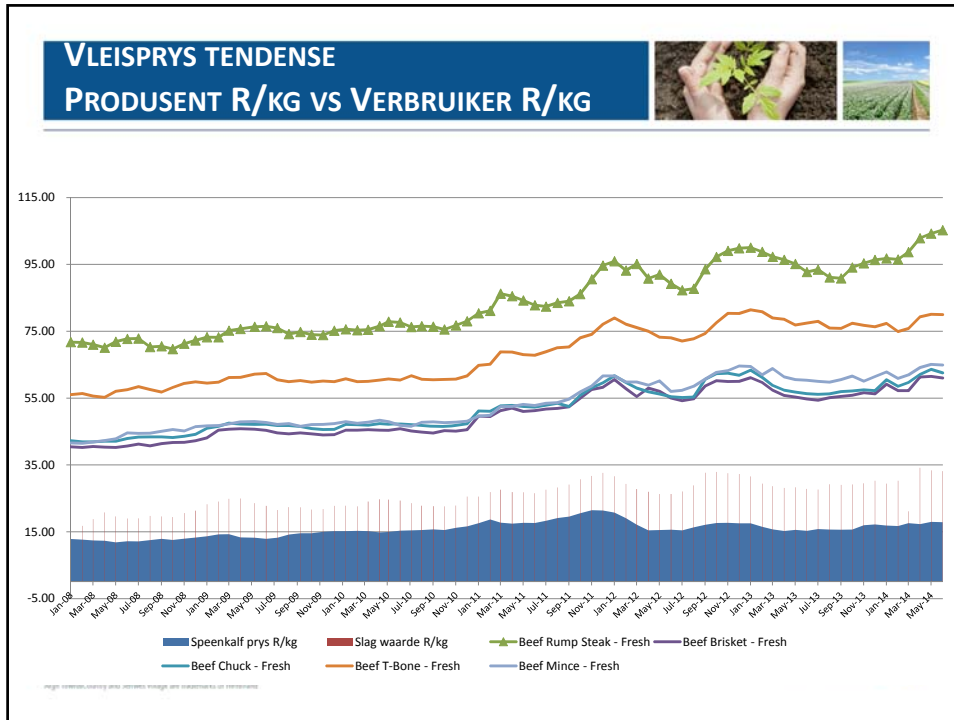
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WILD WAARDEKETTING



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OMHEINING

- 21 lyne
- 2.4 meter hoog (indien slegs buffels 1.8 m)

| | Njala | Sable | Buffel |
|-------------------------|--------------|--------------|--------------|
| Kamp grootte | 250 ha | 40 ha | 100 ha |
| Omheining (R/ha) | 1,690 | 4,225 | 2,925 |
| Watervoorsiening (R/ha) | 25 | 158 | 105 |
| Totale koste | 1,715 | 4,383 | 3,030 |

- ❖ **Meer hektare = goedkoper**
- ❖ **Koste sluit nie in – elektrifisering & ongedierte beveiliging**

KAMPE & HEININGS



- Bepaal spesies vir regte kamp & heining grootte
- Drakrag & habitat
- Omheiningsertifikaat
- Span \pm 10 m van buurman
- Hou brandbane skoon, ook onder heinings
- Geen krag in speenkampe
- Water

Bulkamp heinings



ANDER KOSTES



- Voerkostes
- Veeartseny
 - Aankoop
 - Jaarlikse kostes (Medisyne, Dipstowwe ens)
 - Veilings
- Versekering
- Wild verskuiwing (Vervoer)
- Bemarking
- Arbeid

AANKOPE VAN DIERE



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DOEN MET 'N MILJOEN - AANKOOP VAN DIERE



| | Aantal | R/eenheid | Totaal |
|---|--------|-----------|------------------|
| <u>Swartrooibokke</u> | | | |
| Swart rooibok ram (14 mde) | 1 | R 425 000 | R 425 000 |
| Dragtige ooie (swart rooibok ram) | 15 | R 30 000 | R 450 000 |
| | | | R 875 000 |
| <u>Nyalas (Vrystaat koue aangepas)</u> | | | |
| Bul (27" horing) | 1 | R 50 000 | R 50 000 |
| Vroulike diere | 25 | R 30 000 | R 750 000 |
| | | | R 800 000 |
| <u>Sable</u> | | | |
| Bul (40" - 42" horing) | 1 | R 100 000 | R 100 000 |
| Verse / koeie (27 " horing) | 2 | R 400 000 | R 800 000 |
| | | | R 900 000 |
| <u>Buffels</u> | | | |
| Bul (40" - 42" horing) | 1 | R 150 000 | R 150 000 |
| Verse / koeie (27 " horing) | 2 | R 350 000 | R 700 000 |
| | | | R 850 000 |



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KAPITALE UITLEG



| | Buffels | Sable | Swart Rooibok | Nyala |
|---|--------------------|--------------------|--------------------|--------------------|
| Aantal bulle / ramme | 1 | 1 | 1 | 1 |
| Aantal koeie / ooie | 2 | 2 | 15 | 25 |
| Kalwers / lammers oor lewensduur | 20 | 28 | 150 | 175 |
| Lewensduur | 20 jaar | 18 jaar | 12 jaar | 10 jaar |
| Kapitaal uitleg | R 850 000 | R 900 000 | R 875 000 | R 800 000 |
| Omheining (50 ha) | R 446 850 | R 446 850 | R 446 850 | R 446 850 |
| Bedryfskoste | R 2 166 011 | R 964 275 | R 1 409 069 | R 1 537 565 |
| Totale koste oor leeftyd v kudde | R 3 462 861 | R 2 311 125 | R 2 730 919 | R 2 784 415 |



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INTERNASIONALE JAG



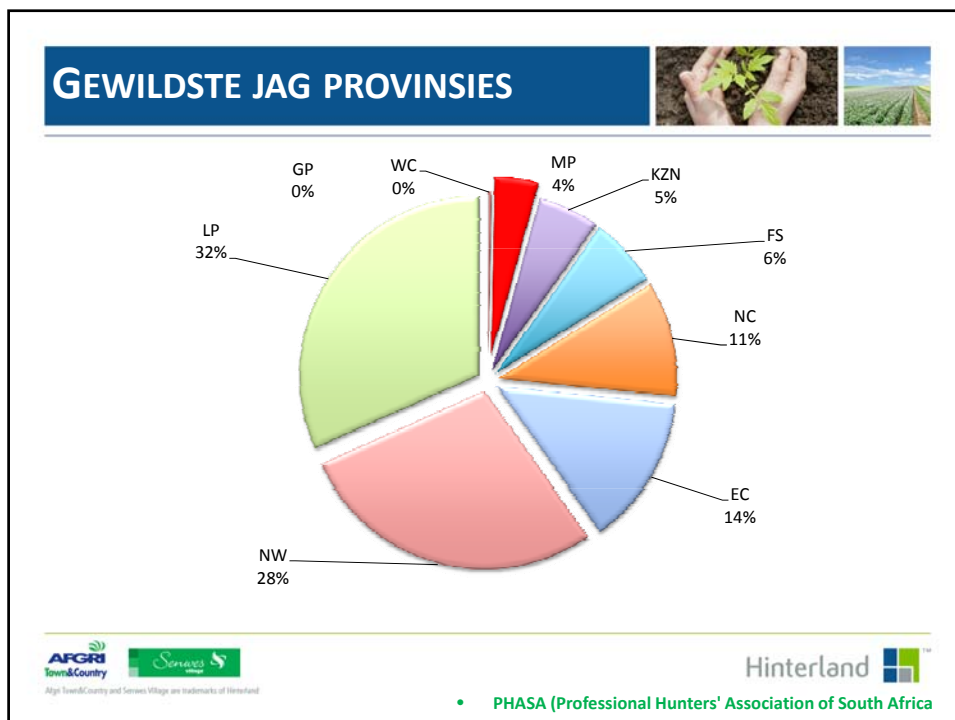
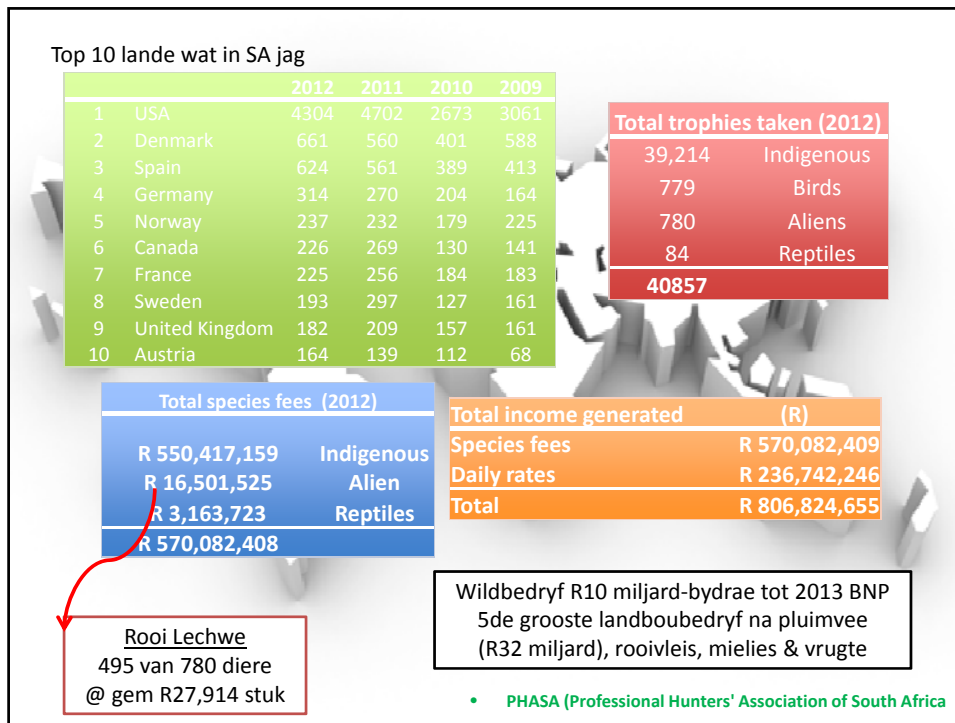
"He was about five ten, wearing a camo shirt and one of those funny Elmer Fudd type hats. He pointed the gun right at me!"

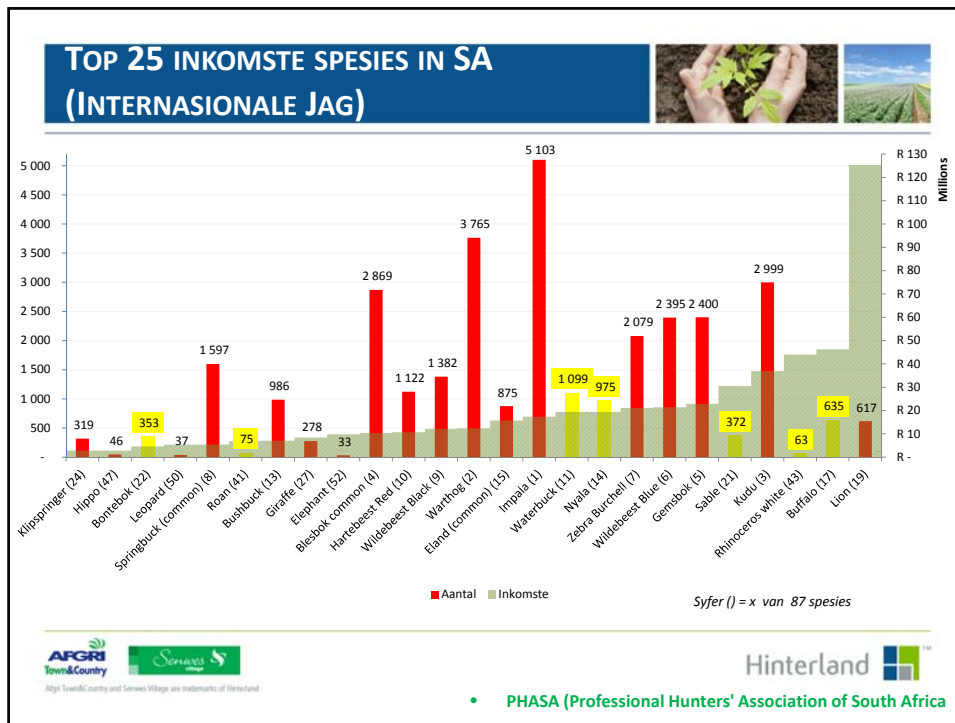


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Data met vergunning van PHASA

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RANDWAARDE SKAARSWILD SPESIES (JAG INKOMSTE)

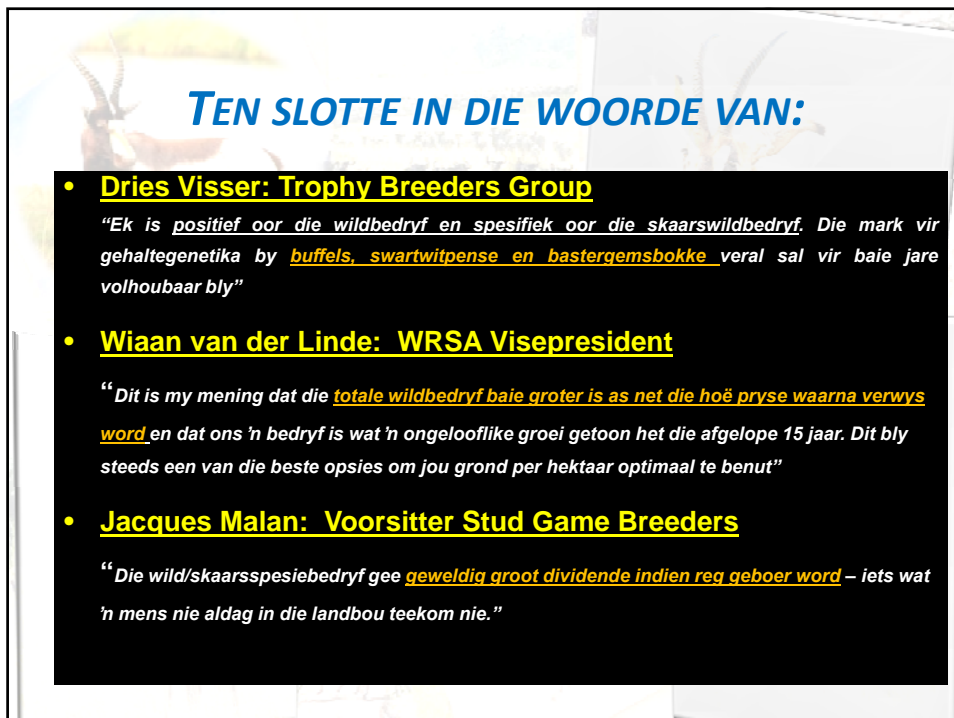
| | 2012 | | 2011 | | 2010 | | 2009 | |
|-------------|----------|--------|-----------|--------|-----------|--------|-----------|--------|
| | R/dier | Aantal | R/dier | Aantal | R/dier | Aantal | R/dier | Aantal |
| Wisselkoers | 8.21 | | 7.25 | | 7.24 | | 8.4 | |
| Buffalo | R 72,864 | 635 | R 176,175 | 790 | R 92,889 | 271 | R 133,560 | 334 |
| Sable | R 82,100 | 372 | R 114,550 | 310 | R 81,269 | 144 | R 86,520 | 119 |
| Nyala | R 19,909 | 975 | R 17,038 | 1183 | R 18,245 | 741 | R 21,000 | 910 |
| Waterbuck | R 17,652 | 1099 | R 16,313 | 1252 | R 14,625 | 813 | R 18,480 | 893 |
| Impala | R 3,407 | 5103 | R 2,973 | 5836 | R 2,824 | 3575 | R 3,024 | 3860 |
| Roan | R 92,363 | 75 | R 136,300 | 51 | R 103,170 | 46 | R 105,000 | 73 |

- PHASA (Professional Hunters' Association of South Africa)



VRAAG:
**Is die Wildbedryf volhoubaar
 of
 gaan dit swig onder druk?**

ANTWOORD:
Volhoubaar
Met die regte spesie, bestuur en bemarking
Maar daar is risiko's



TEN SLOTTE IN DIE WOORDE VAN:

- **Dries Visser: Trophy Breeders Group**
 "Ek is positief oor die wildbedryf en spesifiek oor die skaarswildbedryf. Die mark vir gehaltegenetika by buffels, swartwitpense en bastergemsbokke veral sal vir baie jare volhoubaar bly"
- **Wiaan van der Linde: WRSA Visepresident**
 "Dit is my mening dat die totale wildbedryf baie groter is as net die hoë pryse waarna verwys word en dat ons 'n bedryf is wat 'n ongelooflike groei getoon het die afgelope 15 jaar. Dit bly steeds een van die beste opsies om jou grond per hektaar optimaal te benut"
- **Jacques Malan: Voorsitter Stud Game Breeders**
 "Die wild/skaarsspesiebedryf gee geweldig groot dividende indien reg geboer word – iets wat 'n mens nie aldag in die landbou teekom nie."

RAMONDÉ ODENDAAL
LANDBOUBESTUURDER: NOORD- STREEK
Sel no: 082 874 8824

Hinterland 
SENWES LANDBOUDIENSTE



-  Lewensvatbaarheid studies
-  Boerderybestuursontledings
-  Meganisasie beplanning
-  Produksiebeplanning
-  Akkerboukundige dienste
-  Grondkundige dienste
-  Veekundige advies