

ANNUAL REVIEW REPORT

CUSTODIANS OF PROFESSIONAL HUNTING & CONSERVATION – SOUTH AFRICA

26 NOVEMBER 2022 – 28 NOVEMBER 2023



The Custodians (The Custodians of Professional Hunting & Conservation - South Africa) is a voluntary membership organization, established in 2017. The Custodians' mandate is to look after the best interests of professional hunters, hunting outfitters and other stakeholders with an interest in the South African professional hunting sector.

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OUR VISION STATEMENT

A respected and inclusive South African professional hunting community that enhances our biodiversity, the livelihoods of all our people and the values enshrined in our national Constitution.

OUR MISSION STATEMENT

The Association has been established to:

1. Promote ethical and responsible hunting;
2. Demonstrate and enhance conservation and ecologically sustainable development through the responsible use of natural resources to ensure that South Africa's biodiversity and conservation heritage is protected for the benefit of present and future generations; and to
3. Enhance and promote the contribution of professional hunting to the livelihood and socio-economic development of all South Africans.

EXECUTIVE COMMITTEE MEMBERS & PORTFOLIOS

- Chairperson: Sean Kelly
- Chair Elect: Craig Kelly-Maartens
- Vice Chair & Treasurer: WJ Theron
- Hermann Meyerdricks (Governance)
- Mark Ivy (Transformation)
- Mike Currie (Apprentice program & task teams' liaison)
- Paul Stones (Public Relations & Brand Awareness)
- Stewart Dorrington: Co-opted (Legislation, Research & Conservation)
- Warrick Ferrar (Public Relations & Brand Awareness)

SHADOW EXCO MEMBERS:

Cullen Kelly; Evert Van Deventer; Greg King; Hanroe Taljaard; Makena Ngoato

STAFF

- Adri Kitshoff-Botha (Chief Executive Officer as from 1 Dec 2022)
- Coira Goss (Admin Manager; Resigned 31 March 2022)
- Nonkie Kunene (Marketing & Administration and Transformation Liaison)

MESSAGE FROM THE CHAIRPERSON: SEAN KELLY



It is indeed a privilege to extend a word of welcome to all our members, guests, presenters, speakers, sponsors, donors, and members of the media.

Our Association's full annual review report for the period 26 November 2022 to 27 November 2023 is included in this manual and will be presented in more detail at the annual general meeting. However, looking back at the past twelve months and bearing in mind our 2022 Conference theme, Connect & Evolve, I would like to share some of our activities and achievements with you:

- EXCO has identified early in the new year the need for Custodians to increase our visibility, involvement, and engagement with authorities and likeminded organizations. I believe that we were quite successful in creating renewed awareness of Custodians on government level, through active participation in forums, comments on proposed legislation and engagement with government officials. We had open communication channels with both DSC and SCI, which will also be represented at the conference and attended the very successful AWCF (African Wildlife Consultative Forum) which was held in Namibia during October. We are proud of our Association's new relationships with local and international likeminded organizations such as the GRAA (Game Rangers Association of Africa), the Congressional Sportsmen's Foundation in America and the re-opened communication channel with CIC in Europe.*
- We are extremely proud of the EVAC-911 emergency medical evacuation insurance which we have secured for Custodians' full and field members through SATIB and the GRAA. To our knowledge, this is a first for the South African professional hunting industry and as Custodians, we are very proud that SATIB and GRAA has teamed up with us to make this happen. We will share more information at the annual general meeting, about the new*

and improved membership database and the services that we will now be able to offer to our members. We have found that the membership WhatsApp group works the best for quick communication with members, to ensure that they are informed and updated.

- *As a voluntary membership organization, we depend on members to make themselves available to be elected by their fellow-members as Executive Committee members. Considering the amount of time that professional hunters and hunting outfitters spend away from home to make a success of their own businesses, it becomes quite a daunting task to still take up the responsibility of serving as an EXCO member as well. Therefore, I want to sincerely thank every EXCO member who has taken up the baton over the past year and especially to those who have walked the extra mile. We have a few vacancies to be filled at our annual general meeting and my appreciation goes to every candidate who made themselves available. We've embarked upon an informal process a few years ago, of electing shadow Exco members to work with EXCO and to obtain some insight into what it entails to serve on EXCO.*
- *As we celebrated our fifth anniversary last year, EXCO agreed on the need to appoint a CEO as the face of our association and to manage our daily operations, whilst working very closely with the EXCO to drive our association forward. We welcomed Adri Kitshoff-Botha as our CEO at our gala dinner last year and we have already seen the value added through Adri's appointment, supported by Nonkie Kunene, our administration, marketing & transformation assistant. Our members are in good hands with these two ladies taking care of us and our business. I thank them sincerely for their dedication and hard work, of which this conference is a good example. I also want to thank Coira Goss, known and loved by Custodian members, for her dedication to Custodians for almost five years, before resigning at the end of March to join their family farming business.*
- *There is so much more to share about our activities, but that will all be dealt with in the annual review report and presentations. I want to thank each Custodians member whom I had the privilege of representing as chairperson of this esteemed organization over the past three years. Which was originally intended to be a two-year commitment as chairperson, changed last year to three years to allow for the constitutional amendments to be incorporated. It was indeed a huge honor and privilege. I want to convey my good wishes to the incoming chairman Craig Kelly-Maartens, new EXCO and staff who will be taking our association forward.*

Lastly, I have no words to thank my wife and children for their support during the past three years. No-one can fill such a voluntary but very important position, without the support, understanding and love of his family. Thank you!

Sean Kelly, Chairman

CHIEF EXECUTIVE OFFICER'S REPORT

– Adri Kitshoff-Botha

From my side, I would also like to welcome all delegates to Custodians' sixth conference and annual general meeting. I can't believe that a year has already gone by since my appointment as CEO, now having the honour of presenting this annual report.

I cannot start my report in any other manner than to thank Sean, who will be stepping down as Custodians' chairperson after an extended period of three years. A chairman's seat is never the easiest position to fill in any Association but taking up that position a few months after the professional hunting industry together with the rest of the world, practically came to a standstill early 2020, must have added so much more challenges. I would like to thank Sean on behalf of our members for his leadership during this difficult period which lasted much longer than we all initially anticipated. Thank you for the clear-headed manner, in which you've always approached any matters which came our way.

Complimenting Sean's report above, I have prepared the following summary of our Association's operational and administrative activities of the past year, which I will expand on during my presentation at the annual general meeting.

We have spent a lot of time during the past year to put corporate governance structures in place, as summarised in the Governance section of this report.

Our new membership database will also allow us to improve our services to members. Members will now have an opportunity to upload their permits and firearm licence expiry dates to be reminded in time before it expires. We've also introduced the new, digitised membership cards, which all our members should have received upon payment of their membership fees during the past year. I would like to remind all professional hunters of our accreditation with the CFR, allowing us to provide section 16A certificates for firearm licensing purpose and that we also assist with endorsements for firearm licence applications for professional hunting and business purposes.

You will note from the financial report, that our Association's liquidity and capital is in a strong and absolute sustainable position with strict monthly financial reporting to the steering committee. It became clear this year, though, that many professional hunters and hunting outfitters still experienced economic and financial constraints, following the COVID period.

I will provide more detailed information at the annual general meeting. However, please do not hesitate to approach any of the EXCO members or myself during the course of the conference, should you need more information about our activities over the past year.

Lastly, I wish you a Blessed Christmas, joyful holiday season and a prosperous 2024. I look forward to welcoming you back at our next annual conference to be held towards the end of November 2024!

Adri Kitshoff-Botha,
Chief Executive Officer



LEGISLATIVE REVIEW:



forestry, fisheries & the environment

Department:
Forestry, Fisheries and the Environment
REPUBLIC OF SOUTH AFRICA

- 3 National wildlife forum meetings attended
- 3 IPPHC (Interprovincial professional hunting committee) meetings attended.

2 National Wildlife Well-being forum meetings, attended as observer

9 WORKSHOPS:

DFFE: TOPS, Certification Scheme, Rhino BMP, Ministerial Task team: Proposed voluntary exit options and pathways for the captive lion industry from the task team; Elephant Norms & Standards; Leopard Norms & Standards; PH register amendments; Republished TOPS and Policy Position Statement on five species.

NDT (National Department of Tourism): TBCSA Stakeholder Consultation Session on the Green Paper on Development & Promotion of Tourism in South Africa

4 COMMENTS submitted on proposed legislation or legal frameworks:

- TOPS Regulations & Species Listing (March)
- Republished TOPS Regulations & Species Listing (November)
- Draft Policy Position on the Conservation and Sustainable Use of Elephant, Lion, Leopard, and Rhinoceros (November)
- Draft notice prohibiting certain activities involving African Lion (November)



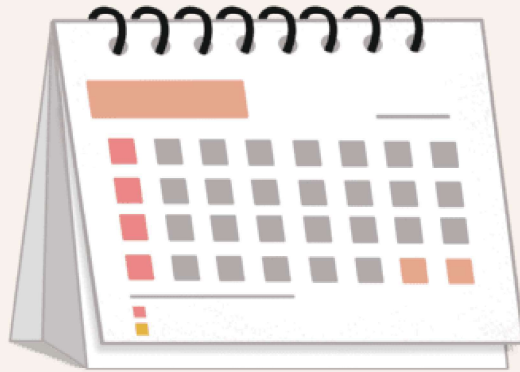
Proposed amendment to Rule 4(d) of the Endangered Species Act (ESA) on African Elephant

After consultation with our task team to consider the proposed amendment, and engagement with the DDG and officials of the Department of Forestry, Fisheries and the Environment, our organization submitted our comments to the proposed amendments to USFWS on the 20th of March 2023.

In summary, we submitted that the proposal is not necessary and that it will obstruct the conservation of elephant.

GOVERNANCE REPORT & FIDUCIARY RESPONSIBILITIES

EXCO MEETINGS HELD



26 November 2022
5 December 2022
10 December 2022
13 & 14 March 2023
20 July 2023
17 October 2023
26 November 2023

GOVERNANCE

Constitution, Disciplinary Rules, Financial Rules, Delegation of Authorities.

Membership Database

Employee agreements and job descriptions

Standard Operating Procedures

Position Statements

Monthly financial reports

Annual report submitted to the Central Firearms Registrar

FIDUCIARY RESPONSIBILITIES



Submissions:

- Amendments to the Constitution
- Amendment of financial year-end
- 2022 Tax Return
- Monthly EMP 201 returns

Documentation Obtained:

- Tax Clearance Certificate
- 2022 Assessment, with no SARS review/audit needed

FINANCIAL REPORT

TREASURER'S REPORT:

The Independent Reviewer's Report is included below, as well as a copy of the balance sheet and income statement of the reviewed 2023 financial statements of the Association as approved by the Executive Committee. When reviewing these, it is important to note that, due to the amendment of our financial year-end, the previous year's figures only reflected a period of 11 months.

Income:	2023	2022	Variance
Income	642K	583K	R59K
Other Income	774K	834K	-R60K (derived mainly from the annual auction)*
Total Income	1416K	1417K	-R1K

* Note: The nett 2023 annual auction income, after contributions to Timbavati, Tarryn Curtis Fund and Krieghoff rifle import fees, was R61K higher than the comparative net auction income for 2022.

Trade and other receivables (Debtors Accounts):

- We managed over the past year to minimize our outstanding debtors from 44 at the beginning of the financial year, to only three at the end of the financial year, of whom two have settled their accounts early in the new financial year. We successfully addressed disputes on outstanding debtors and recouping doubtful debts.

- Note that more than R295K was invoiced in advance as 2023 conference registrations, which also shows as a current liability.

2023 Actual versus Budget:

The budget was approved at the 2022 annual general meeting.

The financial statements indicate a deficit of R157 308, which amounts to a variance of R182K, with the main variance being the net auction income being R266K lower than budgeted during 2023.



REVIEWERS REPORT

Ref no: 40063-SD
06 November 2023

REPORT OF THE INDEPENDENT REVIEWERS TO THE MEMBERS OF CUSTODIANS OF PROFESSIONAL HUNTING AND CONSERVATION SOUTH AFRICA

We have reviewed the annual financial statements of Custodians of Professional Hunting and Conservation South Africa which comprise the auditor's report, the statement of financial position as at 31 August 2023, the statement of comprehensive income, the statement of changes in equity and statement of cashflows for the year then ended, a summary of significant accounting policies and other explanatory notes, as set out on pages 7 to 17.

Executive Committee's responsibility for the financial statements

The organisation's management committee is responsible for the preparation and fair presentation of these financial statements in accordance with South African Statements of International Financial Reporting Standards for Small and Medium sized Entities. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

Reviewer's responsibility

Our responsibility is to express a conclusion on the annual financial statements based on our review. We conducted our review in accordance with International Standards on Review Engagements (ISRE) 2400, Engagements to Review Historical Financial Statements. ISRE 2400 requires us to conclude whether anything has come to our attention that causes us to believe that the financial statements, taken as a whole, are not prepared in all material respects in accordance with the applicable financial reporting framework. This Standard also requires us to comply with relevant ethical requirements.

A review of financial statements in accordance with ISRE 2400 consists primarily of making inquiries of management and others within the entity involved in financial and accounting matters, applying analytical procedures, and evaluating the sufficiency and appropriateness of evidence obtained.

A review also requires performance of additional procedures when the practitioner becomes aware of matters that cause the practitioner to believe the financial statements as a whole may be materially misstated.

We believe that the evidence obtained in our review is sufficient and appropriate to provide to provide basis for our conclusion.

The procedures performed in a review engagement are substantially less than those performed in an audit conducted in accordance International Standards on Auditing. Accordingly, we do not

express an audit opinion on these financial statements.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the annual financial statements do not present fairly, in all material aspects the financial position of Custodians of Professional Hunting and Conservation South Africa as at 31 August 2023 and its financial performance and cash flows for the year then ended, in accordance with International Financial Reporting Standards for Small and Medium-sized Entities.

Supplementary information

The supplementary schedules set out on page 18 to 19 do not form part of the financial statements and is presented as additional information. We have not reviewed these schedules.

LEONARD REYNEKE CA (SA) RA

FINANCIAL REPORTS

Custodians of Professional Hunting and Conservation South Africa

Annual Financial Statements for the ended 31 August 2023

Statement of Financial Position as at 31 August 2023

	Note(s)	31 August 2023 R	31 August 2022 R
Assets			
Non-Current Assets			
Property, plant and equipment	2	13 248	5 267
Current Assets			
Inventories	3	18 838	20 782
Trade and other receivables	4	314 040	181 855
Cash and cash equivalents	5	1 706 614	1 702 404
		2 039 492	1 905 041
Total Assets		2 052 740	1 910 308
Equity and Liabilities			
Equity			
Retained income		1 420 500	1 577 808
Liabilities			
Non-Current Liabilities			
Special designated funds	6	336 645	332 500
Current Liabilities			
Trade and other payables	7	295 595	-
Total Liabilities		632 240	332 500
Total Equity and Liabilities		2 052 740	1 910 308

FINANCIAL SERVICE PROVIDERS

BANK ACCOUNTS:
First National Bank



AUDITORS:
L Reyneke & Associates



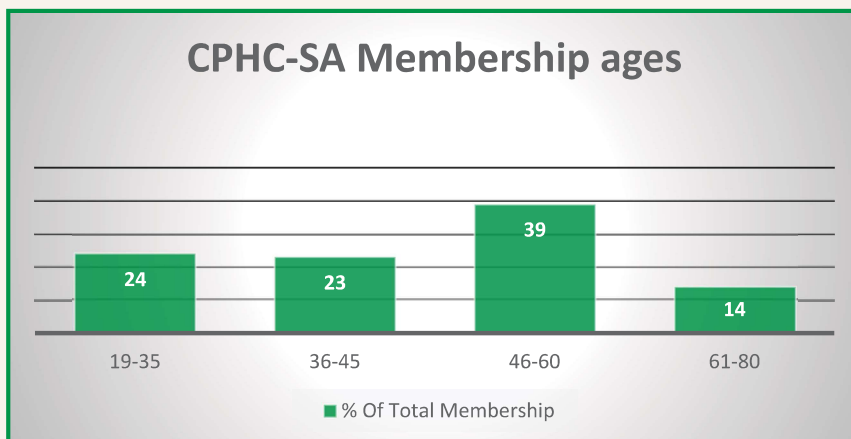
MEMBERSHIP

With 25 new members joining our Association during the past year, we had an increase of 15% in our membership numbers from 166 to 191 this year. However, with the updating of our membership details (which included the cancellation of non-paying members for longer than a year), and five resignations received during the year, we had 169 members on the 8th of November 2023.

Membership numbers have grown by 88% over the past five years and we believe that our membership numbers will grow in the new year, especially with our PR & Public Awareness campaign in place.



With a general concern about the average age of hunting associations' members increasing annually, we are comfortable with almost half of our membership, being under the age of 45, ensuring the future sustainability of our Association.



LEGAL & DISCIPLINARY MATTERS



Custodians did not engage in any legal matters during the past year and no disciplinary action was taken against any of our members.

TRANSFORMATION

A 2022 report by The Department of Forestry, Fisheries and the Environment confirmed that only 101 of the total number of 2,786 registered professional hunters in South Africa, are categorized as previously disadvantaged individuals (PDIs). Thus, Custodians has seen the need to develop a transformation strategy with specific actions that will set out the Custodians' goals and objectives in terms of transformation. It is, however, important to obtain clarity from potential new entrants to the professional hunting industry and the Department, about their expectations or view of what a transformed professional hunting industry will entail. Our Exco member tasked with transformation had various discussions with new entrants, as well as with an academic doing research about the hunting industry. The industry also requested the DDG at a national wildlife forum meeting for an urgent workshop, as proposed by industry as far back as 2017, to take place in early 2024.

The CPHC-SA EXCO realises that it is strategically suicidal for transformation to be viewed solely from a restrictive political, rather than a holistic perspective. Transformation refers to every component of the South African society, including women and youth. We are therefore busy drafting our Association's Transformation Strategy, which will also be informed by the outcomes of the abovementioned workshop, as well as input from new and potential new entrants to the professional hunting industry.

We currently have seven outfitters who takes part in our Apprenticeship Program for newly qualified professional hunters to gain experience. An apprentice, Tshego Shodries, who had the opportunity to take part in this program earlier this year, is joining us at our conference this year and we look forward to welcoming him as a new member soon.

RESEARCH

The importance of scientific data cannot be underestimated, especially when we comment on proposed legislation or media enquiries. We have therefore embarked upon creating a databank of scientific papers and research done on matters related to our industry.

PR & PUBLIC AWARENESS

Our PR & Public Awareness strategy for the new year, includes the development of:

1. A public awareness program to achieve CPHC-SA's aims and objectives; and
2. A communication program to:
 - create a better understanding of the role of professional hunters;
 - correcting misconceptions about the professional hunting industry; and
 - promoting the professional hunting sector's role in conservation efforts;
 - grow CPHC-SA's membership with individuals and entities within the full professional hunting value chain, supporting CPHC-SA's Code of Conduct; and
 - keep CPHC-SA members informed and enable members to actively support CPHC-SA position statements and communication programs; and
3. A public awareness and communication plan for 2024.

OUR CURRENT SOCIAL MEDIA PROFILE

2050

Facebook followers

1780

Facebook likes

967

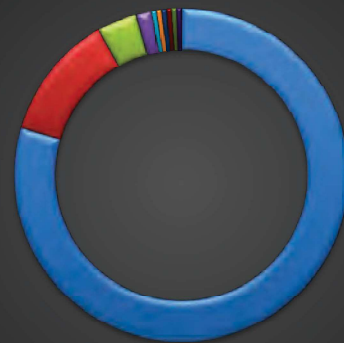
Instagram followers

FACEBOOK FOLLOWERS



■ South Africa ■ USA ■ Denmark ■ UK ■ Botswana
■ Zimbabwe ■ Australia ■ Namibia ■ Germany ■ Tanzania

WEBSITE VISITORS



■ South Africa ■ USA ■ Namibia ■ China ■ Germany
■ Egypt ■ Finland ■ UK ■ Kenya ■ India

In closing, a word of gratitude and appreciation to all our donors and sponsors to the 2023 CPHC-SA Conference and Annual General Meeting. We would not have been able to present this event without your support. All our sponsors and donors' logos are listed in our 2023 conference manual, as well as on our website and we encourage all to please support them.

