

# OUR STRENGTH



Beekman House | Port Shepstone, KwaZulu-Natal

## THE BEEKMAN GROUP BUSINESS DIVISIONS

*The Beekman Group is one of South Africa's leading players in the hospitality and leisure sector. A position that has been achieved through 50+ years of consistency in concept innovation, strategic business planning and implementation within all aspects of their business operations. The Group manages property investments valued at R1.3 billion, as well as just under 40 resorts in five countries, and successfully caters to over 80 000 Members through their various clubs.*

*At the heart of all this excitement is the Beekman Group striving to ensure that it fulfils its vision of 'Making extraordinary holidays THE standard', and is determined not to lose sight of its core focus, which is to provide customer-centric and professional holiday services. The Group's footprint is vast and touches on many different sectors in support of this goal. Our impact on the holiday industry is evident through our consistent and unrelenting growth and innovation, which we've summarised for your interest below.*

### ADMINISTRATION SERVICES

The Group's administration services include companies in South Africa and internationally. **Beekman Management Services** is based in Port Shepstone KwaZulu-Natal and provides management, administrative and back office support for the Group.

**Vacation Management Services** assists the Group's managed resorts through the provision of a range of "back office" functions that encompass all that is needed for the efficient and profitable operation of any resort that has a vacation ownership (timeshare) element within its marketing mix.

**Premium Holiday Cover** provides holiday insurance and **Southern Key Property Holdings** is an import and export company. **Vacation Compass** is the Group's award-winning in-house business management software, a powerful tool used to manage many aspects of daily operations pertaining to member profiles and information, holiday inventory, reservations, sales, communications and more.

**Ultiqa Management**, based in the Gold Coast in Queensland, Australia, provides management, administrative and professional lifestyle services for the Australian division.

Adding to the Group's continued effort to make every holiday an extraordinary experience is the leisure enhancement service of **Body Bliss Day Spa**. Please turn to page 83 to read more about Body Bliss Day Spa and to find the managed resorts where they are located.



## COMMERCIAL AND RESIDENTIAL DIVISION

The **residential property development** provides owners with high standards of accommodation finishes in a secure environment.

In 2002, the Group further diversified into **commercial property development**, catering to the needs of major commercial clients. These developments have an approximate market value of R495 million and can be found in major business hubs in the Western Cape and KwaZulu-Natal.

The Group's international commercial arm is based in Queensland, Australia. The **Australia Group's** commercial portfolio boasts prime properties located at hand-picked locations across Australia hosting long-term private and government tenants.

## LEISURE DIVISION

The Beekman Group's Leisure Division comprises:

### MANAGED RESORTS AND HOTELS

The Beekman Group's local leisure division **Resorts and Hotels** are located in some of the most sought-after locations and holiday destinations in Southern Africa. The Group prides itself on delivering high standards and maintenance, and is always striving to improve, enhance and refurbish the properties for guests.

The leisure division, **Ultiqa Hotels & Resorts** is based in Queensland in Australia. Ultiqa Hotels & Resorts has fast become synonymous with an exceptional standard of well-appointed apartments that are the perfect combination of high quality luxury and comfort.

The properties are nestled in beachfronts or tower over cosmopolitan cities, each property with its own individual character and modernity that represents the brand. With dedicated and outstanding service, the company's future is bright as the team continues to expand into more luxurious locations and escapes.

### HOLIDAY OWNERSHIP

**The Holiday Club** was launched in 1993 and has since grown to become the largest holiday ownership club in South Africa. The Holiday Club, with its unique and flexible Points System, has an excellent track record of offering a variety of choice holiday destinations, both locally and internationally. The Holiday Club Botswana was launched in 1994 following the Club's success in SA.

**Beekman Managed Portfolio (BMP)** is a collection of The Beekman Group's high-end resort developments offering a combination of lifestyle and leisure property investment. Due to demand, BMP has recently added luxury units to some of the Group's managed resorts. Purchase options include Sectional Title, Fractional Ownership or Timeshare.

**Beekman Lifestyle Portfolio** is our traditional timeshare ownership option, featuring a collection of family-focused holiday resorts that offer the best-value holidays for guests to enjoy guaranteed week-long holidays.

The Group's international holiday ownership company, **Ultiqa Lifestyle**, is based in Queensland Australia. The company prides itself on having a consistent quality of resorts in desirable locations. Members have access to some of the finest self-catering resorts not only in Australia, New Zealand and Fiji, but worldwide over 4 500 Resorts in 100 countries. Ultiqa Lifestyle has a unique and flexible Points System which allows members to design their own holiday adventure. To date there are close to 12 000 Members in multiple classes of membership spanning both Australia and New Zealand.

### HOLIDAY RENTALS

The Group's holiday rentals company was first established over 20 years ago in response to the need for daily rentals as opposed to traditional timeshare products. From humble beginnings, the rental division has grown over the years to become a core group business.

**Beekman Holidays** is the direct distribution agent and offers a range of accommodation from modern, self-catering units to hotel style suites across a wide variety of resorts in southern Africa. The bed nights are marketed to the Group's own member bases, Online Travel Agents, Standard Tour Operators and online websites, ensuring that it's easy and convenient for guests to book.

### HOLIDAY EXCHANGES

**iExchange** was established in 2010 and has grown to offer the largest availability and best value, offering timeshare owners the flexibility to choose from thousands of other holiday resorts locally and internationally.

**Private Residence Collection (PRC)** is an exclusive premium exchange offering for fractional and sectional title owners who seek a luxury exchange that matches their high-end ownership. PRC endeavours to meet this niche demand by allowing controlled access to "like for like" timeshare exchanges and is committed to having real availability in this top tier accommodation pool.



**ADMINISTRATION SERVICES**

**COMMERCIAL AND RESIDENTIAL**

**ADMIN SERVICES**

**Southern Africa**

- Beekman Managed Portfolio (Pty) Ltd  
BMP Rental Pool operator
- Beekman Management Services (Pty) Ltd  
Professional and Management Services
- Beekman Property Services (Pty) Ltd  
Resort and Management Services
- Body Bliss (Pty) Ltd - Day Spa  
Leisure Service available at select local resorts
- Premium Holiday Cover (Pty) Ltd  
Holiday Insurance
- Southern Key Property Holdings (Pty) Ltd  
Import and Export
- Vacation Management Services (Pty) Ltd  
Resort and Vacation Management
- Umlingo Trade & Invest 77 (Pty) Ltd  
Rare Game Experience and Resort Outlets

**International**

- Ultiqa Developments (Pty) Ltd  
Vacation, Marketing and Property Developer
- Ultiqa Management (Pty) Ltd  
Professional and Management Services

**COMMERCIAL PROPERTIES**

**Southern Africa**

- AJ Property Holdings  
Westville, KwaZulu-Natal
- Avery Dennison  
Westmead, KwaZulu-Natal
- Beekman House  
Port Shepstone, KwaZulu-Natal
- Bidvest International Logistics  
Pinetown, KwaZulu-Natal
- CX International  
Cape Town, Western Cape
- Diageo SA  
Isipingo, KwaZulu-Natal
- DL Divisions  
Pinetown, KwaZulu-Natal
- Iseli Energy  
Cape Town, Western Cape

**International**

- AMA Group Solutions Pty Ltd  
Wangara, Western Australia, Australia
- BOC Limited  
Mackay, Queensland, Australia
- Central Queensland Health & CFMEU  
Rockhampton, Queensland, Australia
- Centrelink & Department of Health & Human Services  
Hamilton, Victoria, Australia
- Department of Home Affairs  
Fyshwick, Canberra, Australia
- Department of Woman Safety & Children  
Townsville, Queensland, Australia
- Green & Gold Macadamias Pty Ltd  
Varsity Lakes, Queensland, Australia
- Imagine Childcare  
Townsville, Queensland, Australia
- InfraBuild Trading Pty Ltd  
Horsham, Victoria, Australia
- IPEC Pty Ltd (Toll Global Logistics)  
Gladstone, Queensland, Australia
- Queensland Plastic Surgery,  
CRC for Developing Northern Australia  
Limited, AJ Gallagher, OLD Government

**RESIDENTIAL PROPERTIES DEVELOPED**

**Southern Africa**

- Casuarina Sands  
Umtentweni, KwaZulu-Natal
- Colonial Sands  
Margate, KwaZulu-Natal
- Glyndale Sands  
Uvongo, KwaZulu-Natal
- Lucien Sands  
Lucien Beach, KwaZulu-Natal
- Sapphire Views (formerly Tahiti Sands)  
Shelly Beach, KwaZulu-Natal

For more information visit [www.beekmangroup.com](http://www.beekmangroup.com)

# MAKING EXTRAORDINARY HOLIDAYS

# THE STANDARD!

## LEISURE

### MANAGED RESORTS AND HOTELS

#### Southern Africa

- Boulder Bay
- Castleton
- Cayley Lodge\*
- Cayley Mountain Resort\*
- Dikhololo
- Dolphin View Cabanas\*
- Dolphin View Villas
- Falcon Glen Hot Springs Resort
- Formosa Bay Resort
- Hazyview Cabanas\*
- Illovo Beach Club\*
- Kiara Lodge\*
- Margate Beach Club\*
- Monomotapa Village\*
- Placid Waters\*
- Qunu Falls Lodge\*
- Royal Atlantic\*
- Royal Wharf\*
- San Martinho Beach Club\*
- Sandpiper Dunes\*
- Sea 'n Sky\*
- Sunshine Bay Beach Club\*
- Table View Cabanas\*
- Table View Villas\*
- The Aloes
- The Kingdom Resort\*
- Umhlanga Cabanas\*
- Waterberg Game Park\*

\*Developed / substantially improved property

#### International

- Air on Broadbeach
- Beach Haven Resort
- Fiji Palms Beach Resort
- Freshwater Point Resort
- Rothbury
- Shearwater Resort
- Signature Village Resort

### HOLIDAY OWNERSHIP

#### Southern Africa



Holiday Club (Botswana) (Pty) Ltd  
Points based Vacation Ownership Club

Leisure Property Trust Management Association  
The Holiday Club - Points Based Vacation Ownership Club

Leisure Property Trust  
Property Holding Entities for THC Owned Inventory

Suntide Botswana (Pty) Ltd  
Vacation Ownership Sales and Finance Provider

The Leisure Holiday Club Ltd  
Property Holding Entities for THC Owned Inventory

TCT Leisure (Pty) Ltd  
Vacation Ownership Development  
Sales and Finance Provider



Beekman Managed Portfolio (Pty) Ltd  
Select Properties Portfolio

TCT Leisure (Pty) Ltd  
Vacation Ownership Development  
Sales and Finance Provider



Beekman Lifestyle Portfolio (Pty) Ltd  
Lifestyle Timeshare Travel Club

TCT Leisure (Pty) Ltd  
Vacation Ownership Development  
Sales and Finance Provider

#### International



Ultiqa Lifestyle Points Ltd  
Ultiqa Lifestyle - Points Based Vacation Ownership Club

Future Holiday Finance (Pty) Ltd  
Vacation Ownership Finance Arm for Australian Members

### HOLIDAY RENTALS

#### Southern Africa



Beekman Holiday (Pty) Ltd  
Holiday Rental

### HOLIDAY EXCHANGES

#### Southern Africa



iExchange Network (Pty) Ltd  
Vacation Ownership Exchange  
Network



Private Residence Collection  
Luxury Vacation Ownership  
Exchange Network