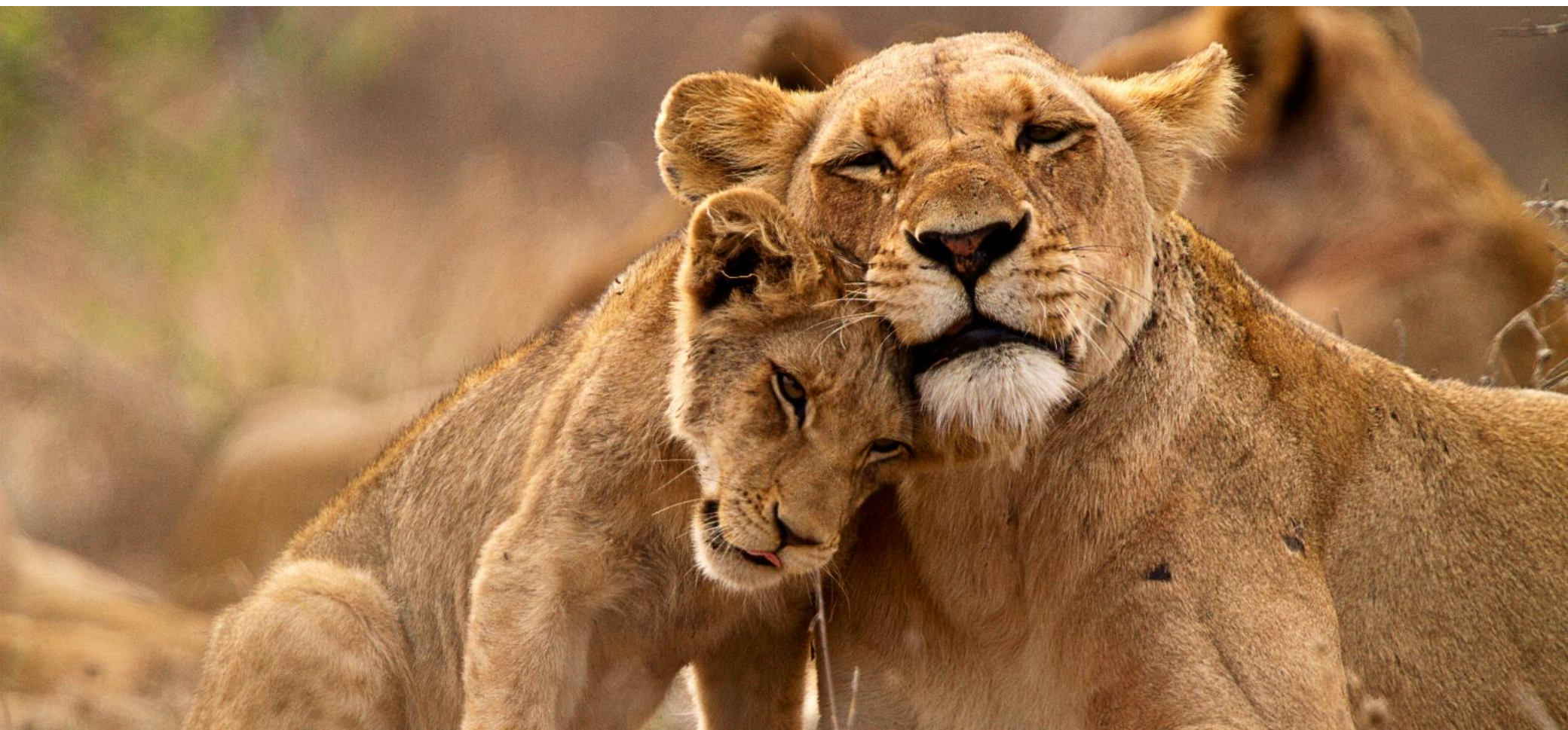




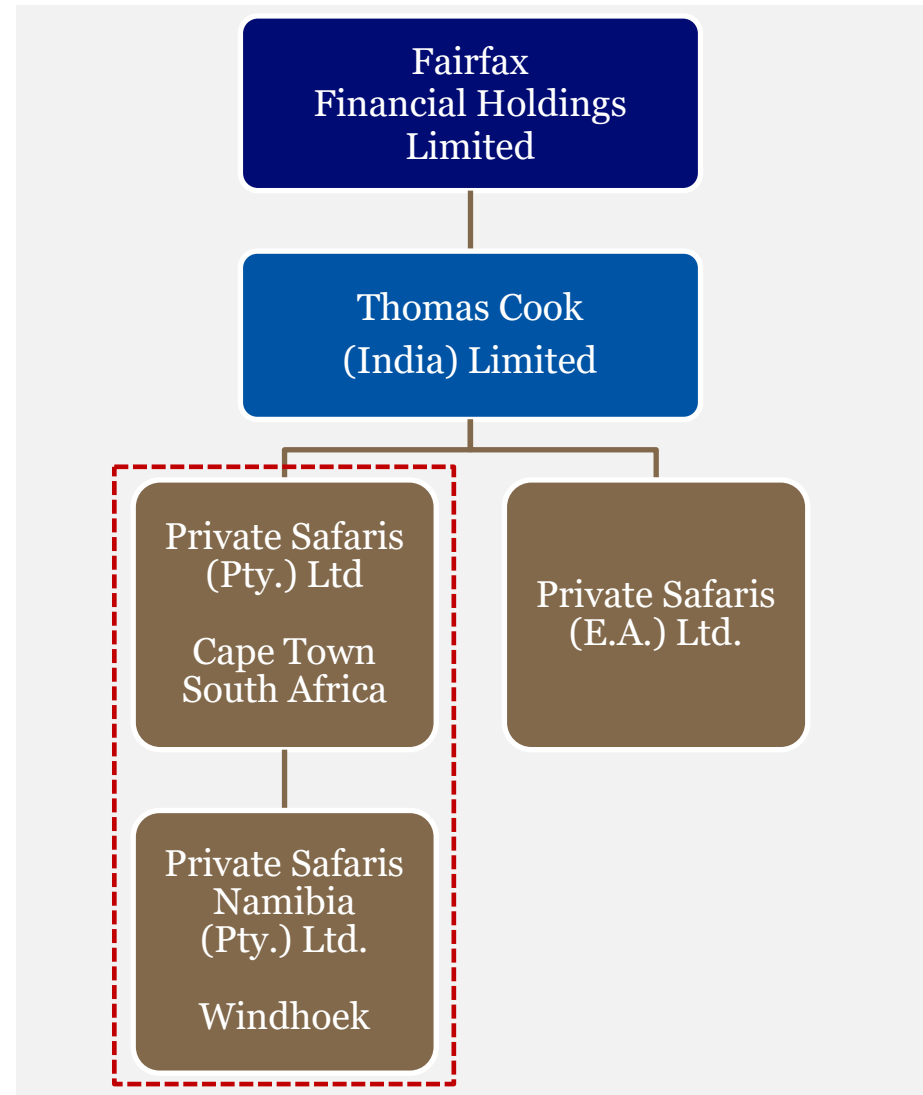
Experience Southern Africa



About Private Safaris

Key Milestones

- ▶ 1989: Kuoni acquisition of Private Safaris DMC in Kenya
- ▶ 2003: Foundation of Private Safaris Ltd., Cape Town
- ▶ 2007: Extension of services to Namibia by founding a new entity in Windhoek
- ▶ Jul 2016: New CEO, Monika Iuel takes the helm at Private Safaris Southern Africa
- ▶ May 2017: Thomas Cook (India) Limited acquires Private Safaris Southern Africa, along with other Kuoni Destination Management Companies



- ▶ Offices in Cape Town & Windhoek
- ▶ Excellence in Inbound FIT & Group Travel
- ▶ **Speedy & Effective** Turn Around Time
- ▶ Experienced & **Knowledgeable** Consultants
- ▶ Enhanced FIT products (online itineraries etc.)
- ▶ Preferred Supplier Agreements: Ensuring **Low Rates**
- ▶ **24 Hour Emergency** Phone
- ▶ One of Africa's Most Respected DMC Brands
- ▶ **Globally Local:** Global Network & Local Expertise
- ▶ Creative and **Innovative** Destination Planning
- ▶ Commitment to a Safer & Greener Environment
- ▶ Meaningful Involvement in **Uplifting Local** Communities
- ▶ Tailor-made **MICE** Programmes
- ▶ Strong **Operational Capabilities** for Large Volume
Cruise Ship Pax Exchange & Shore Excursions

*As industry leaders,
we, the team at Private Safaris
are passionate about service excellence
and making dreams come true.*



About South Africa

Getting Here



Main Airports:

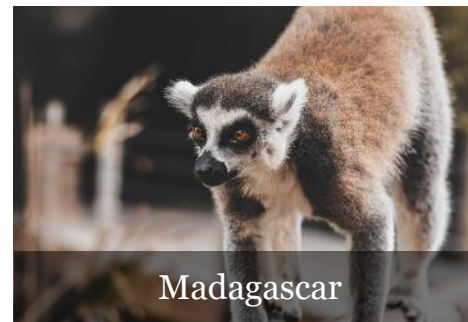
1. Bloemfontein Airport
2. Cape Town Int. Airport
3. East London Airport
4. George Airport
5. Hendrik van Eck Airport
6. Hoedspruit Airport
7. Kimberley Airport
8. King Shaka Int. Airport
9. Kruger Mpum. Int. Airport
10. Nelspruit Int. Airport
11. OR Tambo Int. Airport
12. Port Elizabeth Int. Airport
13. Richards Bay Airport
14. Skukuza Airport
15. Upington Airport

Timezone:

GMT + 2

About Private Safaris

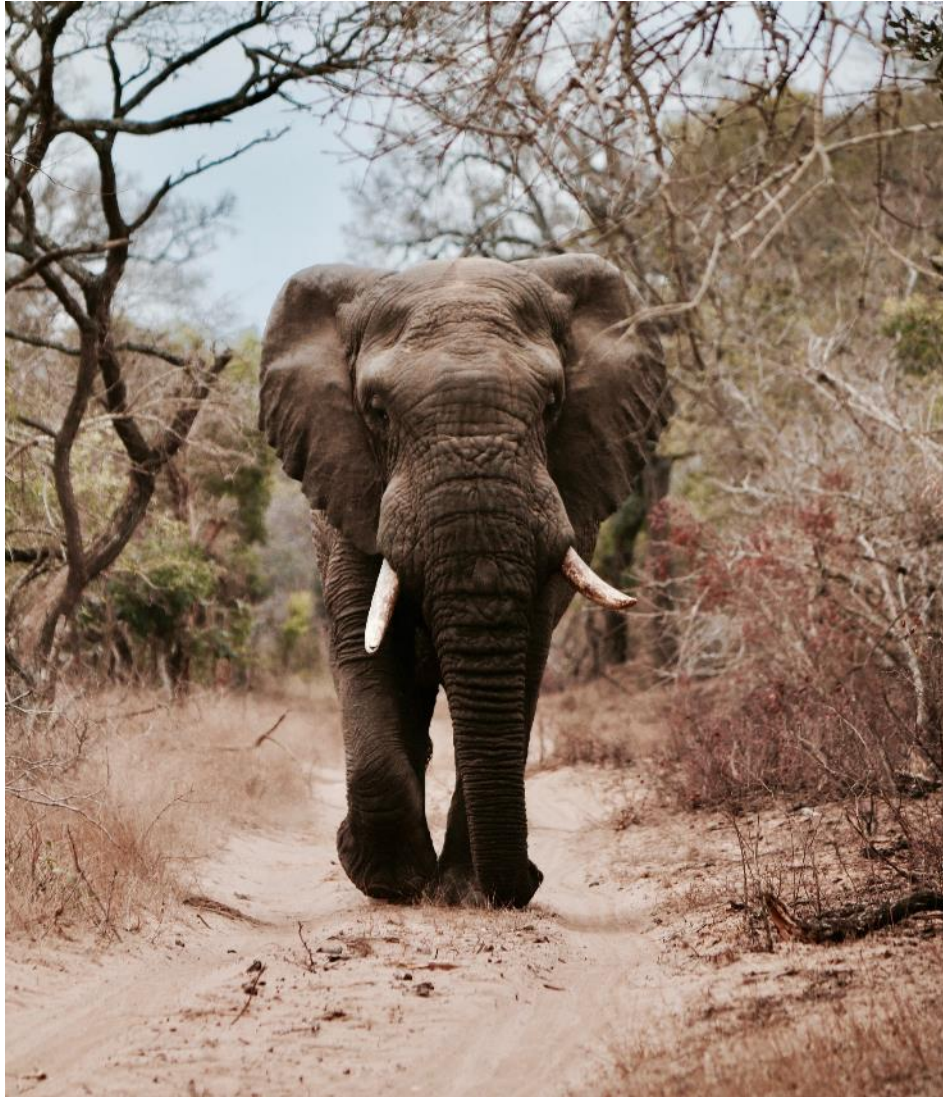
Why Us: Our Destinations





Why South Africa?

Why South Africa? *In a Nutshell*



- ▶ Cost Benefits
- ▶ Great Natural Beauty
- ▶ World Class Facilities: Transport
- ▶ World Class Facilities: Accommodation
- ▶ Culinary Delights
- ▶ Adventure Activities
- ▶ Rainbow Nation & Walk to Freedom
- ▶ Wildlife
- ▶ Private Reserves & National Parks
- ▶ Diverse Provinces = Diverse Experiences

Why South Africa?

Cost Benefits



Currency

- ▶ 1 Rand (ZAR) = 100 cents
- ▶ Notes: ZAR 200, 100, 50, 20 & 10
- ▶ Coins: ZAR 5, 2 & 1; Cents 50, 20, 10 & 5
- ▶ MasterCard & Visa are preferred

Exchange Rate (*at time of publication*)

- ▶ British Pound GBP 1 = ZAR 18.66
- ▶ Euro EUR 1 = ZAR 16.11
- ▶ US Dollar USD 1 = ZAR 14.54

Shopping

- ▶ World-class shopping & plenty of entertainment
- ▶ Malls offer chain store & boutique options
- ▶ Large flea markets in most city centers

Why South Africa? *Great Natural Beauty*



Why South Africa? *Great Natural Beauty*



Why South Africa? *Great Natural Beauty*



Why South Africa?

World Class Facilities: Transport



Hire a Car



Harbours



Charter Flights



Heliflip



Rail Transfers



Excellent Roads & Infrastructure

Why South Africa?

World Class Facilities: Accommodation



Boutique



City



Bush



Star Bed



Beach



Resort

Why South Africa? *Culinary Delights*



Why South Africa? *Culinary Delights*



Why South Africa? *Adventure Activities*



Why South Africa? *Adventure Activities*



Surfing



Rail Journeys



Hot Air Balloon



Heliflips



Marine Life



Walking Safaris

Why South Africa? *Adventure Activities*



Why South Africa? *Rainbow Nation & Walk to Freedom*



Why South Africa? *Rainbow Nation & Walk to Freedom*



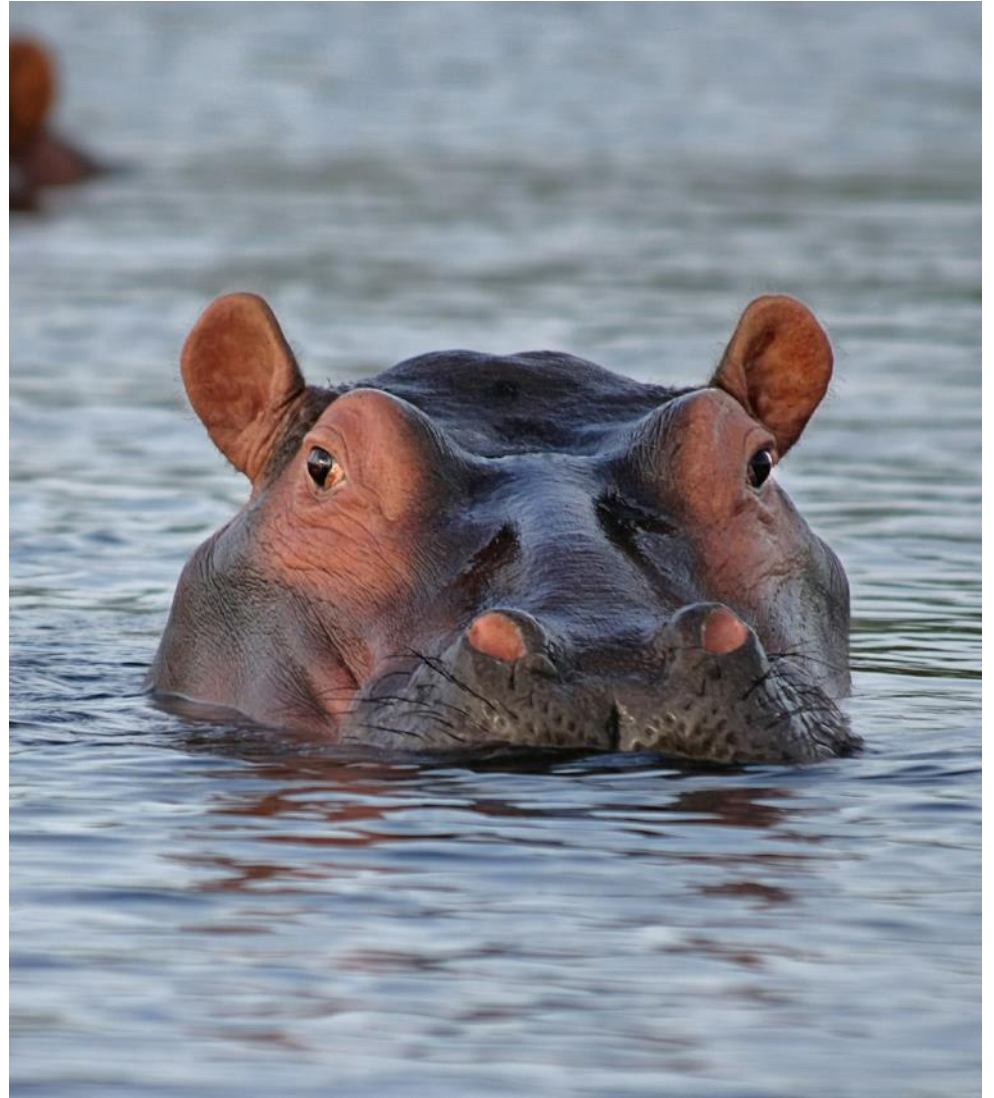
Why South Africa?

Wildlife: Big 5



Why South Africa?

Wildlife: Diverse



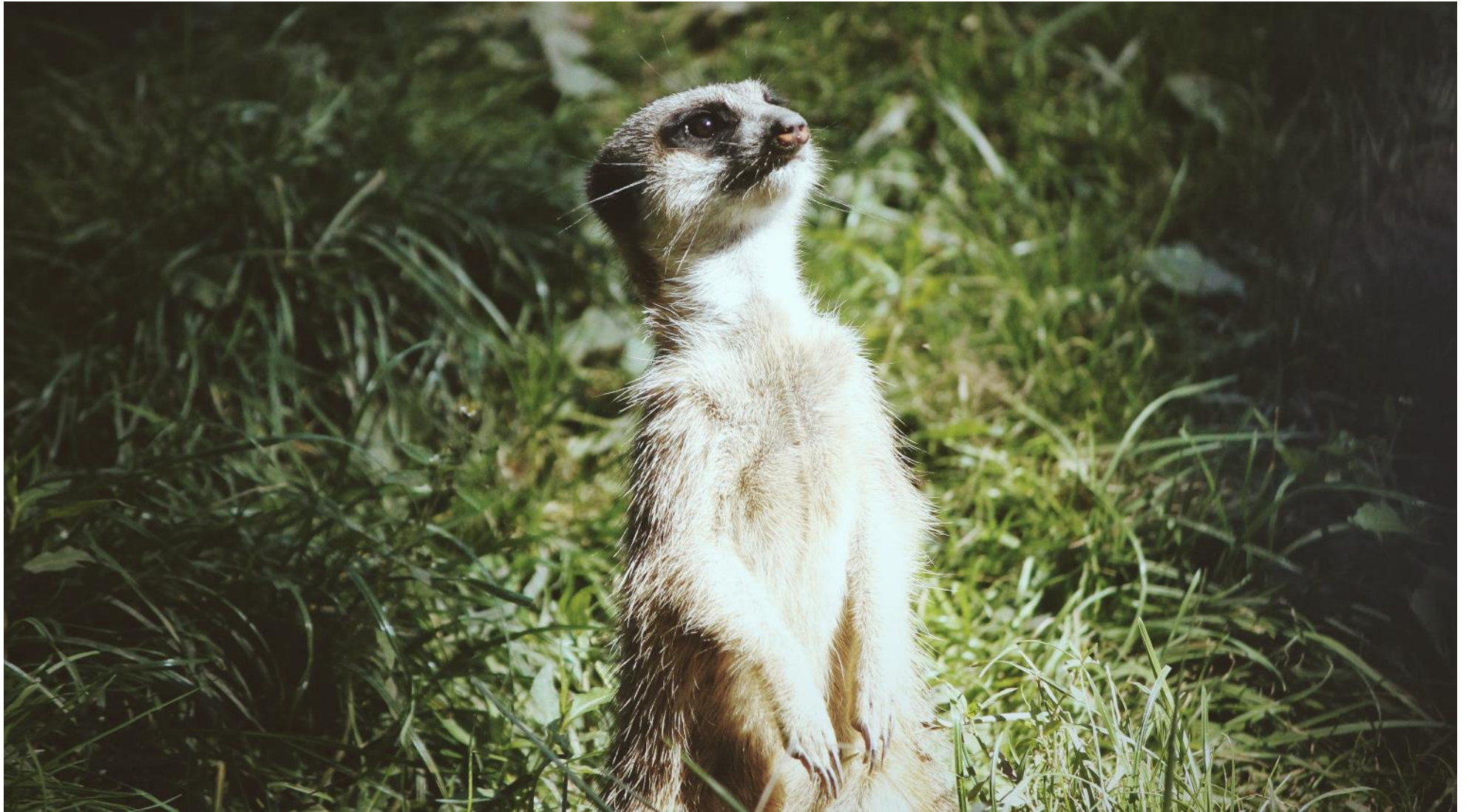
Why South Africa?

Wildlife: Diverse



Why South Africa?

Wildlife: Diverse



Why South Africa?

Private Reserves & National Parks



Morning Safaris



Africa On Your Doorstep



Evening Safaris



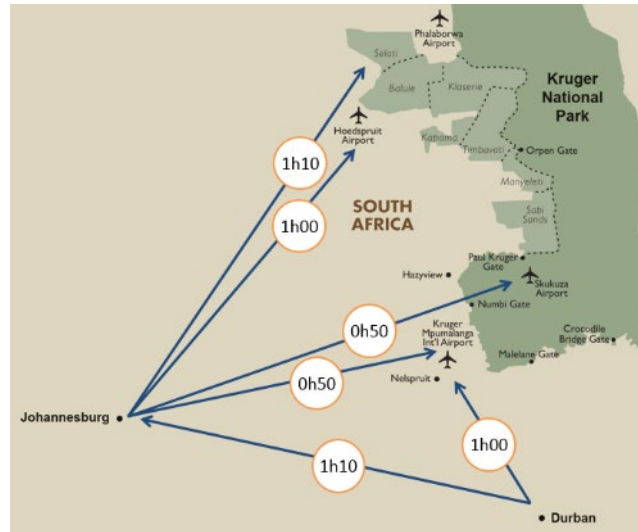
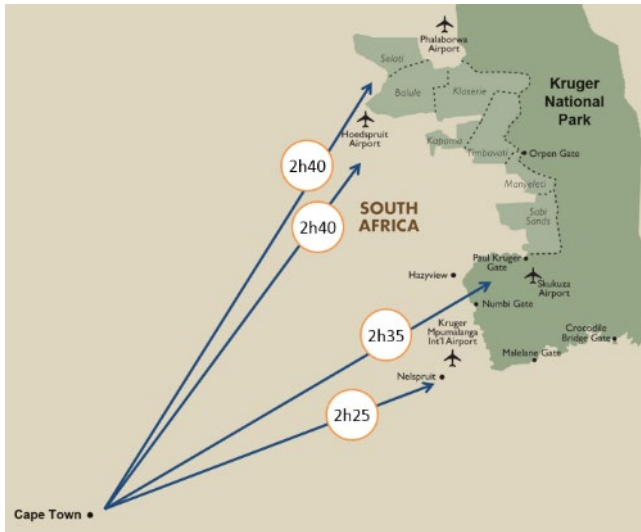
Boma Dining



Experienced Game Rangers & Trackers

Why South Africa?

Private Reserves & National Parks: Kruger National Park



Why South Africa?

Private Reserves & National Parks: Madikwe & Pilanesberg



Why South Africa?

Diverse Provinces = Diverse Experiences



Wine tasting in the vineyards



Relaxing at your lodge in Madikwe



Sunset yacht cruise from Camps Bay



Cradle of Humankind, Maropeng exhibition

Western Cape

- ▶ Table Mountain & Robben Island
- ▶ Cape Point & Boulders Beach Penguins
- ▶ Winelands & Garden Routes

North West

- ▶ Pilanesberg & Madikwe Game Reserves
- ▶ Sun City

Gauteng

- ▶ Cradle of Humankind
- ▶ Gold Reef City
- ▶ Apartheid Museum

Limpopo & Mpumalanga

- ▶ Kruger National Park & Surrounds
- ▶ Panorama Route

KwaZulu Natal

- ▶ Sani Pass
- ▶ Hluhluwe/Imfolozi Park

Eastern Cape

- ▶ Addo Elephant & Tsitsikamma NP's



Why Namibia?

Why Namibia?

Location



Why Namibia? *Highlights*



Swakopmund



Moon Valley



Safari through Damaraland



Deadvlei Desert

Highlights

- ▶ Damaraland
- ▶ Desert adapted wildlife
- ▶ Etosha National Park
- ▶ Fish River Canyon
- ▶ Red Namib Desert
- ▶ Sossusvlei & Deadvlei
- ▶ Swakopmund & Walvis Bay
- ▶ The Kalahari Desert
- ▶ The Petrified Forest

Language

- ▶ English is the official language.
- German & Afrikaans also widely spoken.

Currency

- ▶ The Namibian Dollar (NAD)
- ▶ 1 USD = 14.78 NAD

Why Namibia? *Highlights*



Why Namibia? *Highlights*



Why Namibia? *Highlights*



Why Namibia? *Highlights*



Why Namibia? *Highlights*





Why Victoria Falls?

Zimbabwe & Zambia

Why Victoria Falls?

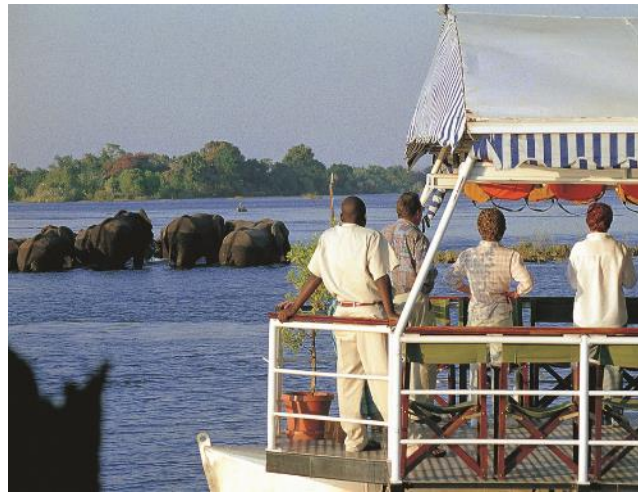
Location



Why Victoria Falls? *Zimbabwe & Zambia: Highlights*



Lookout point at Victoria Falls



Cocktail cruise safari



Sunset on the Zambezi



Swimming in the Devils Pool

Zimbabwe

- ▶ Visit Cataract View & Devil's Cataract lookouts in Victoria Falls National Park
- ▶ Sunset Zambezi River Cruise
- ▶ Balancing Rocks in Matopos
- ▶ Hwange National Park Big 5 Safari
- ▶ Quality African Crafts at Elephant's Walk Shopping & Artist Village
- ▶ **Currency:** Zimbabwean Dollar (Z\$)

Zambia

- ▶ Victoria Falls, "Mosi-oa-Tunya" (The Smoke that Thunders)
- ▶ Swim in the "Devil's Pool"
- ▶ Night-time Game Drive in South Luangwa National Park
- ▶ Lower Zambezi River Tiger-fishing
- ▶ Breakfast, lunch or sunset cruises
- ▶ **Currency:** Zambian Kwacha (ZMK)

Why Victoria Falls?

Zimbabwe & Zambia: Highlights



Why Victoria Falls? *Zimbabwe & Zambia: Highlights*



Why Victoria Falls? *Zimbabwe & Zambia: Highlights*



Why Victoria Falls? *Zimbabwe & Zambia: Highlights*





Why Botswana?

Why Botswana?

Location



Why Botswana? *Highlights*



Sundowners on the River



Ancient Baobabs



Grazing elephants on the banks of the Chobe



Afternoon mokoro in the Okavango

Highlights

- ▶ Mokoro in the Okavango Delta
- ▶ Home to the big 5
- ▶ Sunset Cruise Safari along Chobe River
- ▶ Moremi Wildlife Reserve Birding
- ▶ Central Kalahari Zebra Migration
- ▶ Glamping in the Linyanti Wetlands
- ▶ Walking the islands on foot
- ▶ Game Drives in the Makgadikgadi Pans National Park

Language

- ▶ English and Tswana are the official languages

Currency

- ▶ The Botswana Pula (BWP)
- ▶ 1 USD = 10.81 BWP

Why Botswana? *Highlights*



Why Botswana? *Highlights*



Why Botswana? *Highlights*



Why Botswana? *Highlights*





Why Lesotho?

Why Lesotho?

Location



Why Lesotho? *Highlights*



Sani Pass



Afriski Mountain Resort



Kome Cave Dwellings



Maletsunyane Falls

Highlights

- ▶ Afriski Mountain Resort
- ▶ Dinosaur Footprints
- ▶ Katse Dam and Botanical Gardens
- ▶ Kome Cave Dwellings
- ▶ Maletsunyane Falls
- ▶ Maluti Mountains
- ▶ Pony Trekking
- ▶ Rich culture of the Basotho people
- ▶ Sani Pass

Language

- ▶ English and Sesotho are the official languages.

Currency

- ▶ The Lesotho Loti (LSL)
- ▶ 1 USD = 14.84 LSL

Why Lesotho? *Highlights*



Why Lesotho? *Highlights*



Why Lesotho? *Highlights*





Why Malawi?

Why Malawi?

Location



Why Malawi? *Highlights*



Lilongwe Markets



Likoma Island



Golden Beaches



Horse Riding

Highlights

- ▶ Cruising on the MV Ilala
- ▶ Golden beaches
- ▶ Hiking, biking, & horse riding
- ▶ Lake Malawi
- ▶ Likoma Island
- ▶ Lilongwe markets
- ▶ Liwonde National Park
- ▶ Mulanje Mountain
- ▶ Snorkelling & Scuba diving

Language

- ▶ English and Cichewa are the official languages.

Currency

- ▶ The Malawian Kwacha (MWK)
- ▶ 1 USD = 730,00 MWK

Why Malawi? *Highlights*



Why Malawi? *Highlights*



Why Malawi? *Highlights*





Why Mozambique?

Why Mozambique?

Location



Why Mozambique?

Highlights



Bazaruto Archipelago



Maputo Central Market



Traditional Dhow



Ibo Fortress

Highlights

- ▶ Cultural experiences
- ▶ Diverse wildlife
- ▶ Eating Local Seafood
- ▶ Gorongosa National Park
- ▶ Historical forts
- ▶ Maputo CBD & Market
- ▶ Mozambique Island
- ▶ Sailing in a Traditional Dhow
- ▶ The Bazaruto Archipelago

Language

- ▶ Portuguese is the official language; however, English is widely spoken.

Currency

- ▶ The Mozambican Meticais (MZM)
- ▶ 1 USD = 63,01 MZM

Why Mozambique?

Highlights



Why Mozambique? *Highlights*



Why Mozambique? *Highlights*





Why Madagascar?

Why Madagascar?

Location



Why Madagascar?

Highlights



Andasibe National Park



Nosy Be



Coral Reef



Ile Sainte Marie

Highlights

- ▶ Andasibe National Park
- ▶ Antananarivo CBD
- ▶ Avenue of Baobabs
- ▶ Coral reefs
- ▶ Diverse reptile & bird life
- ▶ Ile Sainte Marie
- ▶ Lemur species including Aye-aye, Golden Bamboo & Indri
- ▶ Nosy Be

Language

- ▶ Malagasy & French are the official languages. Few English speakers.

Currency

- ▶ Malagasy Ariary (MGA)
- ▶ 1 USD = 3 665,00 MGA

Why Madagascar?

Highlights



Why Madagascar?

Highlights



Why Madagascar? *Highlights*





Why Swaziland?

Why Swaziland? *Location*



Why Swaziland? *Highlights*



Big 5, Buffalo



Ezulwini Valley



Mlilwane Wildlife Sanctuary



Mantenga Cultural Village

Highlights

- ▶ Big 5
- ▶ Ezulwini Valley (the Valley of Heaven)
- ▶ Hlane Royal National Park
- ▶ Mantenga Cultural Village
- ▶ Mbuluzi Game Reserve
- ▶ Mlilwane Wildlife Sanctuary
- ▶ Prolific birdlife
- ▶ Reed Dance Ceremony
- ▶ Fascinating festivals, culture & customs

Language

- ▶ siSwati and English are the official languages.

Currency

- ▶ The Lilangeni (SZL)
- ▶ 1 USD = 14,84 SZL

Why Swaziland? *Highlights*



Why Swaziland? *Highlights*



Why Swaziland? *Highlights*



Terms and Conditions

General

- ▶ **Standard Payment Terms:** Private Safaris will raise invoices 45 to 35 days prior to travel. Payment to be received 30 days prior to arrival in country. Prepayment requests from suppliers outside of these terms will be passed on accordingly.
- ▶ **Cancellation Terms: Pre/Post Tours (excluding flights)**
 - ▶ 90 - 61 days prior to arrival 10%
 - ▶ 60 - 31 days prior to arrival 35%
 - ▶ 30 - 15 days prior to arrival 50%
 - ▶ 14 - 2 days prior to arrival 80%
 - ▶ Day of Arrival / No Show 100%
- ▶ **Cancellation Terms: Main Tours (excluding flights)**
 - ▶ 90 - 31 days prior to arrival 10%
 - ▶ 30 - 15 days prior to arrival 50%
 - ▶ 14 - 2 days prior to arrival 80%
 - ▶ Day of Arrival / No Show 100%
- ▶ **Standard Flight Cancellation Terms:** All flights are 100% on confirmation



Service Offering *General*

- ▶ SLAs and target setting are part of our DNA since inception.
- ▶ Health & Safety projects facilitated on behalf of customers
- ▶ Emergency processes and procedures supported by SATIB (leading Southern African insurer and emergency service provider for tourism).
- ▶ Commercial benefits of Private Safaris booking suppliers directly on your behalf include:
 - ▶ One central contact for all rooming lists
 - ▶ Ownership of forex risk
 - ▶ One single foreign bank transfer
 - ▶ Brand-enhancing and creative value adds
 - ▶ A local negotiation partner

