

# TFCA Investment Opportunities



## BOUNDLESS

SOUTHERN AFRICA

*Nature Culture Community*

Kgalagadi

# Kgalagadi Investment Opportunities



## Investment Opportunities

- 1 Rooiputs Lodge
- 2 Marie Se Draai Lodge
- 3 Polentswa Lodge
- 4 Unions End Lodge
- 5 Mabuasehube Lodge
- 6 KAA 4x4 Trail

# Kgalagadi TFCA background

The Kgalagadi Transfrontier Park straddles the borders between South Africa and Botswana and consists of the former Gemsbok National Park in Botswana and the former Kalahari Gemsbok National Park in South Africa.

Kgalagadi, which includes the largest expanse of continuous sand mass in the world, is known as Place of Thirst. It's a remarkable place of shimmering heat and sand that seemingly stretches beyond the horizon, a great and humbling space whose vastness makes us realise that we are all but grains of sand in the grand scheme of things, a place so arid and open that it demands that man, animal and plant specially adapt themselves to it if they want to survive.



# Kgalagadi Investment Opportunities



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# Description: Rooiputs Lodge

Rooiputs Lodge is located in the south of the Kgalagadi Transfrontier Park along the life giving Nossob River. The lodge is located 22km north of Twee Rivieren entrance gate making it easily accessible to 4x4 travellers looking for a more exclusive experience as they enter the park. The Twee Rivieren airstrip provides reliable air access.

- Fully catered 24 bed luxury lodge within the majestic dunes to the east of the Nossob River.
- 12 chalets with views down into the Nossob river bed with a well frequented drinking trough as the centre piece.
- Activities include among other:
  - guided drives within the exclusive 20ha concession area to the west of the camp,
  - guided walks with the renowned San trackers who will share the secrets of their existence in this remote wilderness.

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# Financial Overview: Rooiputs Lodge

Key assumptions:

- No cost for the development of roads included in total development cost
- Financial projections done in US\$
- Total development cost: \$ 3.16 million
- Concession fee as % of turnover: 15%

	Year 1	Year 2	Year 3	Year 4	Year 5
Occupancy	55%	58%	64%	68%	73%
Average Room Rate	\$228	\$234	\$239	\$245	\$251

Projected pre-tax, ungeared  
IRR over 20 years:

14.8%

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# Description: Marie se Draai Lodge

Marie se Draai Lodge is located in the heart of the Kgalagadi Transfrontier Park along the life giving Nossob River. The lodge is located centrally within the Park near the intersection of the three arterial routes from South Africa, Botswana and Namibia. A nearby airstrip at Nossob camp provides ease of access for small charter flights.

- Fully catered 24 bed luxury lodge is designed with strong indigenous San influences
- 12 chalets with magnificent views of the arid floodplain with an extremely well frequented drinking trough as the center piece.
- Activities include among other:
  - Birding watching: enthusiasts will be awed by the number of raptors to be viewed, ever watchful for an unsuspecting rodent.
  - guided drives both within the exclusive 20ha concession area to the west of the camp and the larger area of the park.
  - Guests are also afforded the opportunity to undertake guided walks with the renowned San trackers who will share the secrets of their existence in this remote wilderness.

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# Financial Overview: Marie se Draai Lodge

Key assumptions:

- No cost for the development of roads included in total development cost
- Financial projections done in US\$
- Total development cost: \$ 3.12 million
- Concession fee as % of turnover: 17%

	Year 1	Year 2	Year 3	Year 4	Year 5
Occupancy	55%	58%	64%	68%	72%
Average Room Rate	\$254	\$261	\$267	\$273	\$280

Projected pre-tax, ungeared  
IRR over 20 years:

14.8%

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# Description: Polentswa Lodge

Polentswa Lodge is located on the edge of an extensive floodplain created by the Polentswa River at its junction with the Nossob River 70 km north of Nossob Camp in the majestic Kgalagadi Transfrontier Park. The existing Polentswa waterhole with its sweet water ensures a congregation of game, that can be enjoyed from the comfort of the lodge which is set under tall Camelthorn trees (*Acacia erioloba*) along the slope of a sand dune with panoramic views of the Polentswa floodplain.

- Fully catered 24 bed luxury lodge is designed with strong indigenous San influences
- Access to the lodge is by 4x4 vehicle or by charter aircraft to a bush airstrip.
- Activities include among other:
  - guided drives both within the exclusive 20ha concession area to the west of the camp and the larger area of the park.
  - guided walks with the renowned San trackers who will share the secrets of their existence in this remote wilderness.

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# Financial Overview: Polentswa Lodge

Key assumptions:

- No cost for the development of roads included in total development cost
- Financial projections done in US\$
- Total development cost: \$ 3.22 million
- Concession fee as % of turnover: 17%

	Year 1	Year 2	Year 3	Year 4	Year 5
Occupancy	48%	54%	59%	63%	65%
Average Room Rate	\$266	\$273	\$280	\$286	\$293

Projected pre-tax, ungeared  
IRR over 20 years:

14.2%

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# Description: Unions End Lodge

Unions End lodge is a 24 bed luxury lodge situated in an exclusive use area on the northern bank of the Nossob river, at the western boundary of the Kgalagadi Transfrontier Park where Nossob river enters the park at Unions end. It offers a view onto a well frequented water hole.

- Access to the lodge is by 4x4 vehicle or by charter aircraft to the existing bush airstrip.
- Activities include among other:
  - guided drives both within the exclusive 20ha concession area to the west of the camp and the larger area of the park.
  - guided walks with the renowned San trackers who will share the secrets of their existence in this remote wilderness.

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# Financial Overview: Unions End Lodge

Key assumptions:

- No cost for the development of roads included in total development cost
- Financial projections done in US\$
- Total development cost: \$ 3.1 million
- Concession fee as % of turnover: 14%

	Year 1	Year 2	Year 3	Year 4	Year 5
Occupancy	43%	48%	52%	55%	58%
Average Room Rate	\$227	\$233	\$239	\$244	\$250

Projected pre-tax, ungeared  
IRR over 20 years:

14.2%

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# Description: Mabuasehube Lodge

Mabuasehube Lodge is located on the northern perimeter of the famous Mabuasehube pan in the Eastern section of the Kgalagadi Transfrontier Park. The lodge has access to an exclusive use area to the north for the purpose of guided game drives and walking safaris.

The lodge is accessible by air charter to a nearby airstrip or by 4x4 vehicle. The lodge provides an enticing dose of luxury to travellers on the exclusive Kaa 4x4 route which passes nearby. The 4x4 trail also allows for the circular flow of visitors through this section of the park.

The 24 bed luxury lodge is set along the elevated northern edge of the pan providing panoramic views of the pan surface and waterhole which is frequented by large herds of antelope. Predators are often seen on the pan as they come to drink.

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# Financial Overview: Mabuasehube Lodge

Key assumptions:

- No cost for the development of roads included in total development cost
- Financial projections done in US\$
- Total development cost: \$ 3.12 million
- Concession fee as % of turnover: 15%

	Year 1	Year 2	Year 3	Year 4	Year 5
Occupancy	55%	58%	62%	66%	70%
Average Room Rate	\$226	\$232	\$238	\$243	\$249

Projected pre-tax, ungeared  
IRR over 20 years:

14.6%

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# Description: Kaa 4x4 Trail

The Kaa 4x4 Trail links the Mabuasehube area in the east of the park with Kaa gate on the north-west boundary of the park. The trail is approximately 200 km with a halfway camping site offering a two day 4x4 experience through this very remote area of the Kgalagadi Transfrontier Park.

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# Thank you

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Kgalagadi Investment Opportunities

Investment Opportunities

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- Retail & Entertainment
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- Energy & Power
- Professional Services
- Retail & Retail

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