



CASA COOK okavango delta, botswana





- Botswana is a land-locked country located in Southern Africa and bordering on Namibia, South Africa, Zimbabwe and Zambia.
- Botswana is famous for its wildlife, areas like the Chobe National Park, Moremi National Park in the Okavango Delta and the Central Kalahari Game Reserve have a very high concentration of game.
- The bulk of the Kalahari desert falls within Botswana's borders and home to most of the world's San (bushman) population.
- The economy, one of the most robust on the continent, is dominated by diamond mining and tourism.
- As a tourist destination, Botswana has traditionally opted for a high price / low numbers formula, in part as a conservation strategy,
- However the two jewels in Botswana's tourism crown (the Okavango delta and Chobe National Park) are quite exclusive, although there are budget options.
- Botswana has a long established tourism industry and levels of service are good, hassles are low and tourist numbers minimal away from the main parks, allowing for some magical 'off the beaten path' experiences.
- The south and east consist of the jaw-dropping Kalahari Desert and lunar-like pans at Nxai and Makgadikgadi.
- The north and west, on the other hand, comprise the dazzling water worlds of the Okavango Delta and Chobe River ecosystem.

BOTSWANA the country



The Okavango Delta is formed when the Okavango River flows into the Kalahari Desert from the Angolan Highlands

There is less than 2 metres variation in height across the delta which leads to the formation of the myriad waterways that make up the delta.

- The Okavango Delta is a large low gradient alluvial fan or 'Inland Delta' located in north-western Botswana.
- The area includes permanent swamps which cover approximately 600,000ha along with up to 1.2m ha of seasonally flooded grassland.
- The inscribed RAMSAR World Heritage site encompasses an area of 2,023,590 ha with a buffer zone of 2,286,630 ha.
- The Okavango Delta is one of a very few large inland delta systems without an outlet to the sea, known as an endorheic delta, its waters drain instead into the desert sands of the Kalahari Basin.
- It is Africa's third largest alluvial fan and the continent's largest endorheic delta.
- Furthermore, it is in a near pristine state being a largely untransformed wetland system.
- The biota has uniquely adapted their growth and reproductive behaviour, particularly the flooded grassland biota, to be timed with the arrival of floodwater in the dry, winter season of Botswana.



OKAVANGO DELTA

an oasis within the Kalahari Desert

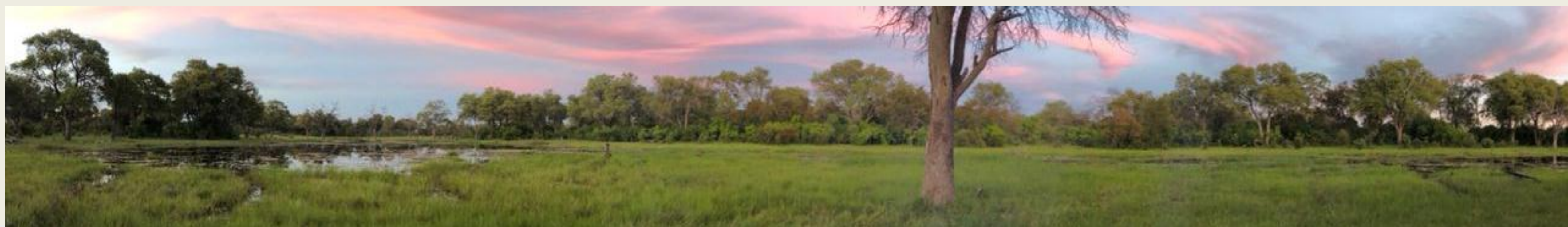


Ramsar Site

- The Okavango Delta is the largest Ramsar Site in the world
- Designated as Botswana's first Wetland of International Importance in 1997 and
- Hydrologically unique, and the largest inland delta in sub-Saharan Africa after the inner delta of the Niger, the delta lies in a semi-arid area and every year 97% of the annual inflow of between 7,000 and 15,000 million cubic meters is lost to evapotranspiration and seepage. Only 3% of the water is discharged from the delta.

World Heritage Site

- One of the most iconic natural areas on the planet, The Okavango Delta was listed as the 1000th World Heritage Site
- The Okavango Delta was recommended by IUCN, UNESCO's advisory body on nature.
- *"The Okavango Delta has long been considered one of the biggest gaps on the World Heritage list and IUCN is proud to have been able to provide support to this nomination,"* (Julia Marton-Lefèvre, IUCN Director General)



OKAVANGO DELTA

Like much of northern Botswana, the area around the `Moremi Game Reserve is divided into vast private concessions.

These concessions present an unspoilt Africa to the visitor, with diverse activities on offer

Traditionally hunting concessions, these have evolved

NG 28 – Moremi Game Reserve

Jutting into the Okavango Delta, the Moremi Game Reserve preserves the heart of Africa’s finest game viewing region. Established by the BaTswana tribal authorities in 1963, this area protected the traditional hunting areas of the delta. Well protected, the game reserve provides a refuge for a diverse population of African game

NG 19 – Khwai Concession

The Khwai Concession is situated in the extreme north east of the Okavango Delta and is controlled by the Khwai Community. The camps and lodges of this concession benefit both from the Moremi Game Reserve’s excellent game and the enhanced activities the concession offers allowing for night game drives and walking safaris. This concession links the Okavango Delta to the Linyanti with a focus on land activities.





Accommodation

- With some of the most sought after accommodation on the African safari circuit, the Okavango Delta has a variety of accommodation options
- Most Okavango Delta accommodation is provided by well-known safari outfitters such as Wilderness Safaris and &Beyond.
- Most accommodation is pre-booked with travel arrangements made by a tour operator.
- Access to remote camps and lodges is primarily by light aircraft or helicopter, although some can be reached by vehicle or boat.
- Government policy, coupled with the geography of the Okavango Delta, has ensured that the Okavango Delta safari experience has remained exclusive. Most camps and lodges are sited on large concessions

Camps and lodges generally focus on either

- water, Desert & Delta Safaris' Xugana Island Lodge
- or land, Wilderness Safaris' Mombo Camp, activities
- however camps and lodges such as Ker & Downey Botswana's Kanana combine both activity types.

Building material restrictions

- To reduce the impact on the environment camps and lodges in the Okavango Delta are required to be non-permanent.
- Outfitters have however not allowed this requirement to detract from the quality of their properties with the Okavango Delta containing some of the most luxurious camps and lodges in Africa.

Types of camps and lodges

- Many camps and lodges are still tented in the traditional style, with some like Footsteps Across the Delta still utilising comfortable explorer style Meru tents, but in recent years radical modern wood and canvas designs, such as & Beyond's Sandibe Okavango Safari Lodge, have become popular.

Grading

- All Okavango Delta accommodation is graded by the Botswana Tourism Organisation. This gives a rough understanding of the standard of the accommodation and provides a basis for comparison.
- It is however difficult to capture the essence of such unique properties on such a matrix based standard and grading should form one variable when comparing accommodation.
- Self-supported camping is possible in the Moremi Game Reserve and some of the surrounding concessions. It must be noted that arrangements should be made before you travel both to book your campsite and pay park entry fees.





Accessing the Okavango Delta:

There are a number of air charter operators that service the Okavango Delta, mostly operating out of Maun. Transport within the Okavango Delta is primarily by light aircraft primarily single engine aeroplanes. Helicopter services are also available.

Air Botswana is Botswana's national airline. It fly's various local and regional routes, including Maun – Johannesburg, with its fleet of ATR 72-500, ATR 42-500 and BAe 146. It also hires in aircraft from mainly South African operators.

Airlink-Links both Johannesburg and Cape Town with Maun, the gateway of the Okavango Delta and is the largest independent regional airline in southern Africa utilising a fleet of Jetstream 41 aircraft, ERJ 135 jet aircraft and Be RJ85 aircraft.



Tours & Safaris

There is a wide selection of safaris that will allow you to see the Okavango Delta at its best. These safaris include not just the delta but some of the spectacular wildlife destinations which surround it.

The Okavango Delta lies at the heart of Botswana's safari circuit, and most tours and safaris to the country include this water wonderland. The delta is the ultimate African safari destination, with breath-taking scenery and some of the best wildlife on the continent.

A safari will include a selection of camps and lodges, each bringing something unique to the experience. These camps will, together, offer a combination of water and land activities, allowing you to gain a real understanding of the delta. The first time visitor to the delta will generally move every two to three days, but returning visitors or those with more specific interests might spend considerably longer in a camp or lodge.

Save for a few camps in the Moremi Game Reserve and Khwai Concession; geography makes a necessity of movement by air with light aircraft the most common form of transport.



When to Visit the Delta

The Okavango Delta is a dynamic ecosystem dependent on the life giving waters of the Okavango River. With the flood waters of the river reaching the delta at the start of the dry season, the delta has a distinct rhythm. A year round destination, each season in the delta offers something

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
GREEN				TRANSITION				DRY			
Excellent game in Kalahari				Good climate with a mix of both green and dry season				As the hinterlands water's dry up game concentrations increase in the Delta			
Migrant birds in breeding plumage				Okavango Delta begins to flood with the headwaters from the Angolan highlands reaching the Delta				Delta flood reaches its peak, great mokoro and boating			
A time of plenty with births, breeding and young								Visibility at its peak with trees losing their leaves and grasses dying back			
Good predator numbers								Cooler and drier time of year with temperatures starting to increase in September			
Animals in good condition											
Very scenic, wonderful photography with dramatic light and excellent subject matter											

WINTER-In the Okavango Delta winter occurs from April to September. Days are generally dry, sunny, clear and cool to warm whilst in the evening temperatures can drop sharply. During the day temperatures generally reach 25 degrees Celsius and evening temperatures can be as low as 2 degrees Celsius and, in some dry areas, can plummet below freezing. Virtually no rainfall occurs during the winter months.

SUMMER-The Okavango Delta the summer starts in with temperatures building in October and ends in March with the onset of the dry season. In October the time before the coming of the rains are the hottest with dry temperatures soaring up to 40 degrees Celsius or more. Cloud cover, coinciding with the arrival of the first rains towards the end of November or in early December; reduce the temperature considerably, albeit only for a short period. During the rainy season, which lasts until the end of February or early March, the days are hot and sunny in the mornings with afternoon thunderstorms, usually in short, torrential downpours during the late afternoon. Temperatures during the day can rise to 38 degrees Celsius and night time temperatures can drop to around 20 degrees Celsius. Rainfall is erratic, unpredictable and highly regional. Heavy downpours may occur in one area while 10 or 15 kilometres away there is no rain at all. Showers are often followed by strong sunshine, so a good deal of the rainfall does not penetrate the ground, as it is lost to evaporation and transpiration.

The Okavango Delta is best known as a photographic safari destination and offers some of the best unspoilt vistas in Africa. With a variety of habitats and ever abundant water, the Okavango Delta provides the photographer with a wealth of photographic subjects, dramatic landscapes, and herds of plain's game and spectacular birdlife.





OVERVIEW OF DEVELOPERS & PARTNERS

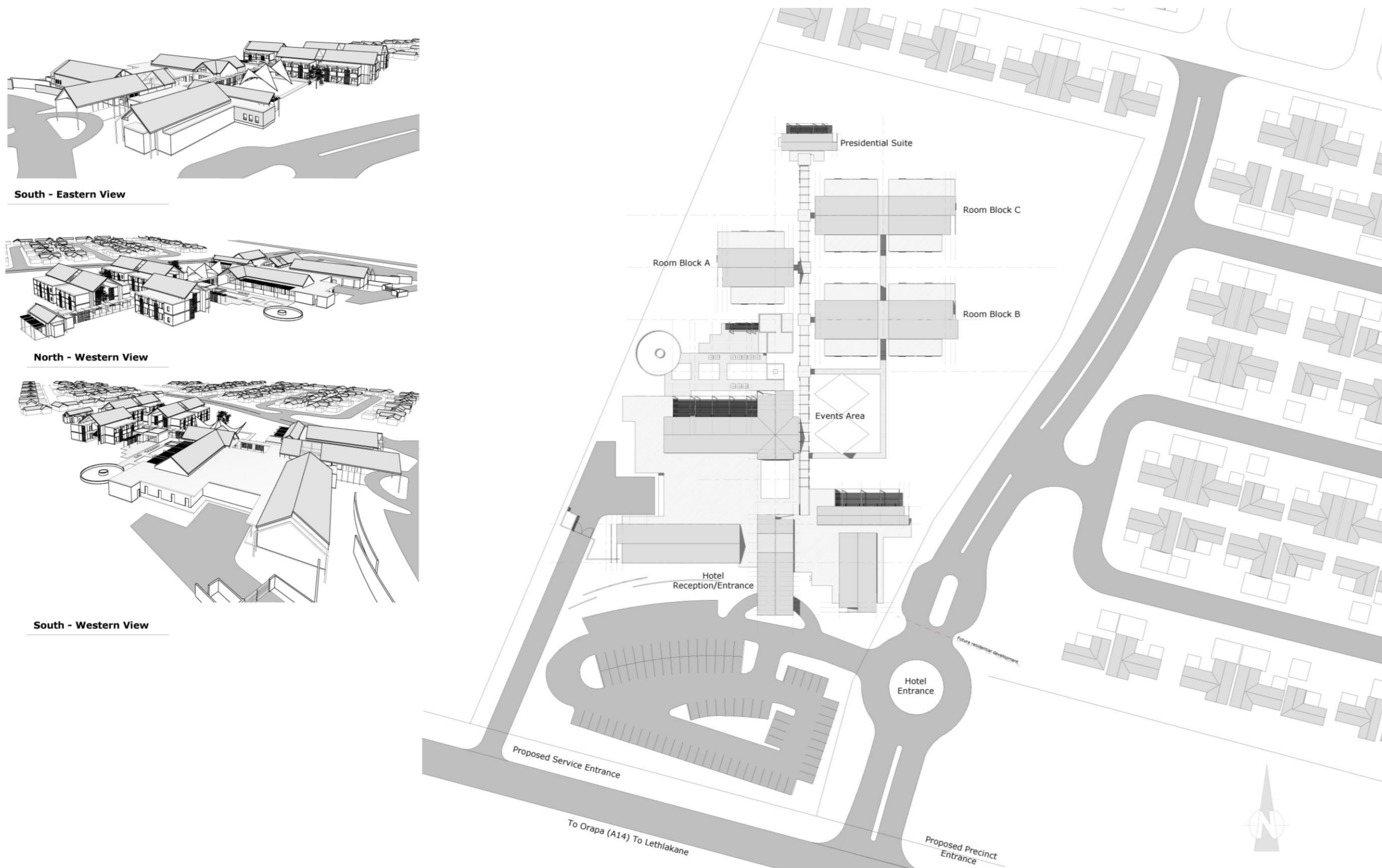


Teemaneng Lifestyle Estate Hotel, Orapa, Botswana

Index is developing “Teemaneng Lifestyle Estate”, an 18-hectare estate situated between Lethlakane and Orapa. Orapa is a town located in the Central District of Botswana. The development land is held under a 50-year lease by Index Engineering Proprietary Limited under Title Deed Number: FT TG 78/2015 (Tribal Grant No.141-NO)

The development is able to accommodate 250 houses, a 80 to 100 room business hotel and a 4000m retail centre. Based on discussions with various interested users, Index is currently finalising the masterplan and commencing with detailed bulk and internal infrastructure design.

The estimated capital value of the project is P 400 million.



- *Index is a multi- disciplinary property Services Company registered in Botswana. The shareholding of the company is 75% owned by Twenty20 Projects Limited, a Mauritian registered company, and 25% by Mr Boima Sperling Boima, a Botswana national. Index offers the following project services:*

- Financial and project modelling
- Project sponsorship facilitation
- Project structuring and transaction advisory services
- Risk management solutions
- Viability, feasibility and bankability studies
- Municipal financial management and institutional development
- Management of urban and rural developments
- Infrastructure and asset management
- Construction management
- Master plan development and project structuring
- Socio-economic development
- Tourism development



Maun Retail Centre

Index and Retail Africa, a specialist retail development and broking company with extensive experience in the retail sector are planning the development of a neighbourhood retail centre in Maun, northern Botswana.

Numerous South African retailers have expressed interest in the development.

Index is currently finalising the joint venture relationship with Bans Group Proprietary Limited. In terms of the current negotiations Index will own 49% of the retail centre. The estimated capital cost of the project is P 200 million

The retail centre will comprise a single storey, open-ended shopping centre of approximately 11000m², anchored by a 3300m² Checkers, a 1500m² Woolworths Food and Clothing store and 600m² Pharmacy. The balance of the centre will be tenanted by fashion retailers, restaurants, banks and local traders.



Cresta Marakanelo

Index has received a letter of intent from Cresta Marakanelo Limited expressing interest in the leasing of a hotel in the Lifestyle Estate. The Teemaneng Lifestyle Estate Hotel will comprise the following facilities based on the Cresta specification and Norms and Standards:

- 80 rooms, ranging in size from 25m² to 40m²
- 1 restaurant, accommodating 200 pax and Bar, 1 swimming pool
- Meeting rooms
- Conference facilities
- Health spa, and gymnasium

Index and Cresta Marakanelo Limited are currently in negotiations finalising the design, lease and financial parameters. The estimated capital value of the project is P 90 million. (Letter of intent attached)



20TWENTY PROJECTS PROPRIETY LTD "20TWENTY"

- 20Twenty is a multi-disciplinary property services company with offices in five provinces of South Africa.
- 20Twenty is also active in neighbouring SADC countries and the Indian Ocean Islands.
- The company offers real estate portfolio investment and development opportunities for investors and funders seeking to gain exposure to a portfolio of properties that are strategically located in rapidly expanding growth nodes in Southern Africa.
- 20Twenty a registered company and owner of Casa Cook Mauritius is a shareholder in Corail de Plage via its' Mauritian incorporated entity 20Twenty Projects Mauritius Ltd.
- Hotel Development Consultant 20Twenty has engaged U. Balasubramaniam as its hotel development consultant. Mr Balasubramaniam is the appointed representative of Ernie Els Design & Hospitality and has over 35 years in hospitality, real estate and tourism.



EXPERIENCE

20Twenty has extensive experience in the property development industry:

- 250,000m² in commercial development;
- 300 hectares in township infrastructure development;
- 500 residential houses;
- 100 apartments in residential estate development;
- 300,000m² in commercial building construction; and
- €125 million in civil and marine construction

AXSYS PROJECTS

Axsys Projects is a construction and project management company founded in October 2011 . It is wholly black women owned, has a Level I B-BBEE rating and is currently registered as a Grade 6 contractor with the Construction Industry Development Board (CIDB).

Axsys Projects operates across the construction disciplines of:

- Building and housing;
- Civils and structures;
- Marine; and
- Roads and Earthworks

During 2012, Axsys Projects became a strategic Enterprise Development Partner to Stefanutti Stocks, a JSE listed construction company with a market capitalization ofc. R530m. This partnership lead to a close working relationship between the two companies which has involved the tendering on 8 projects in joint venture.

On 1 March 2017, Axsys Projects became 1 of 2 contractors selected by Stefanutti Stocks under the Voluntary Rebuild Programme.



EXPERIENCE

Current projects include, inter alia:

- 7 Joint Ventures with Stefanutti Stocks, including two building projects for Nedbank and Mercedes Benz South Africa as well as the civil construction of the Zuikerbosch Sedimentation Plant
- Development of 190 residential homes and apartments through various residential developments in Bryanston, Howick and Botswana
- Development of a 80 key hotel for Cresta Hotels in Orapa, Botswana

THOMAS COOK

Thomas Cook Hotels and Resorts is a subsidiary of Thomas Cook, an LSE listed FTSE 500 company, and counts itself as one of the largest leisure, travel and tourism companies globally.

A household name in many European countries, the group has extensive retail and distribution capability with over 2,975 retail outlets and a fleet of 94 aircraft.

THOMAS COOK HOTELS

- At the heart of the Thomas Cook's business are 182 handpicked, high quality hotels trading across 8 Thomas Cook own-brands. A wide range of holidays is on offer from family-friendly resorts to exclusive adult only retreats.

Cook Hotels key attributes as a partner

- Marketing and distribution power with access to customers in 16 high potential international markets namely, UK, Ireland, France, Belgium, Netherlands, Germany, Austria, Switzerland, Poland, Czech Republic, Hungary, Sweden, Norway, Denmark, Finland and Russia.
- Collaboration with an experienced team of hotel experts and benefit from the knowledge of a leading tour operator.
- Enhanced brand propositions generating high customer satisfaction, repeat business, cross-selling opportunities with clear differentiation from other market competitors.
- Wide range of tailored services and support for partner hotels with competitive fee structures and attractive contracting models.



KEY STATISTICS			
REVENUE	GBP 8,1bn	AIRCRAFT	94
PASSENGERS	19m	EMPLOYEES	21 940
RETAIL OUTLETS	2 975	OWN BRANDED HOTELS	2 182



CASA COOK BRAND

Casa Cook was conceived to fulfil a niche in the hospitality industry being boutique beach resorts that tick all the boxes for a growing generation of independent travellers. Whereas urban areas have seen a rise of creative new hotel concepts, the 'sun and beach' holiday options have been few and far between. Recognising this need and opportunity Thomas Cook conceived the Casa Cook brand of lifestyle beach resorts.

Following the establishment of the first hotel in Rhodes (Greece) during June of 2016, two additional Mediterranean focused facilities in Kos and Crete followed soon thereafter. The parent company now seeks to expand the brand globally.

Concept and Brand

At the core of the Casa Cook concept is the Greek idea of Parea: a group of friends who regularly gather together to share their experiences about life, their philosophies, value and ideas. The Parea is really a venue for the growth of the human spirit, the development of friendships and the exploration of ideas to enrich our quality of life that is all too brief.

The Casa Cook conceptual blueprint comprises equal attention to design, gastronomy, well-being service and local culture. The brand is inspired by local lifestyle trends, such as laid-back and social atmosphere, surroundings, individual design and stylish layout. The hotel specifically targets guests who have an interest in celebrating good food, sports, well-being for the mind and body, personal services on equal terms, love for local products and authentic off-site adventures.

Casa Cook

— HOTELS —





Casa Cook

— HOTELS —



Casa Cook

— HOTELS —



CASA COOK MAURITIUS

20TWENTY PROJECTS have established relations with Thomas Cook Hotel Investments to source and develop hotel properties across “key destination markets” to expand its portfolio of own-brand hotels. CASA COOK MAURITIUS, currently under construction, driven by 20 TWENTY PROJECTS

The brand was launched with Casa Cook Rhodes in May 2016. The success story continued with the opening of the second Casa Cook on Kos in July 2017. Casa Cook Mauritius anticipated opening will be in the latter half of 2019, Thomas Cook plans to expand the hotel portfolio internationally and to open 10 hotels until 2021.

The Casa Cook Turtle Bay, Mauritius will comprise the following facilities based on the Casa Cook specification and Norms and Standards:

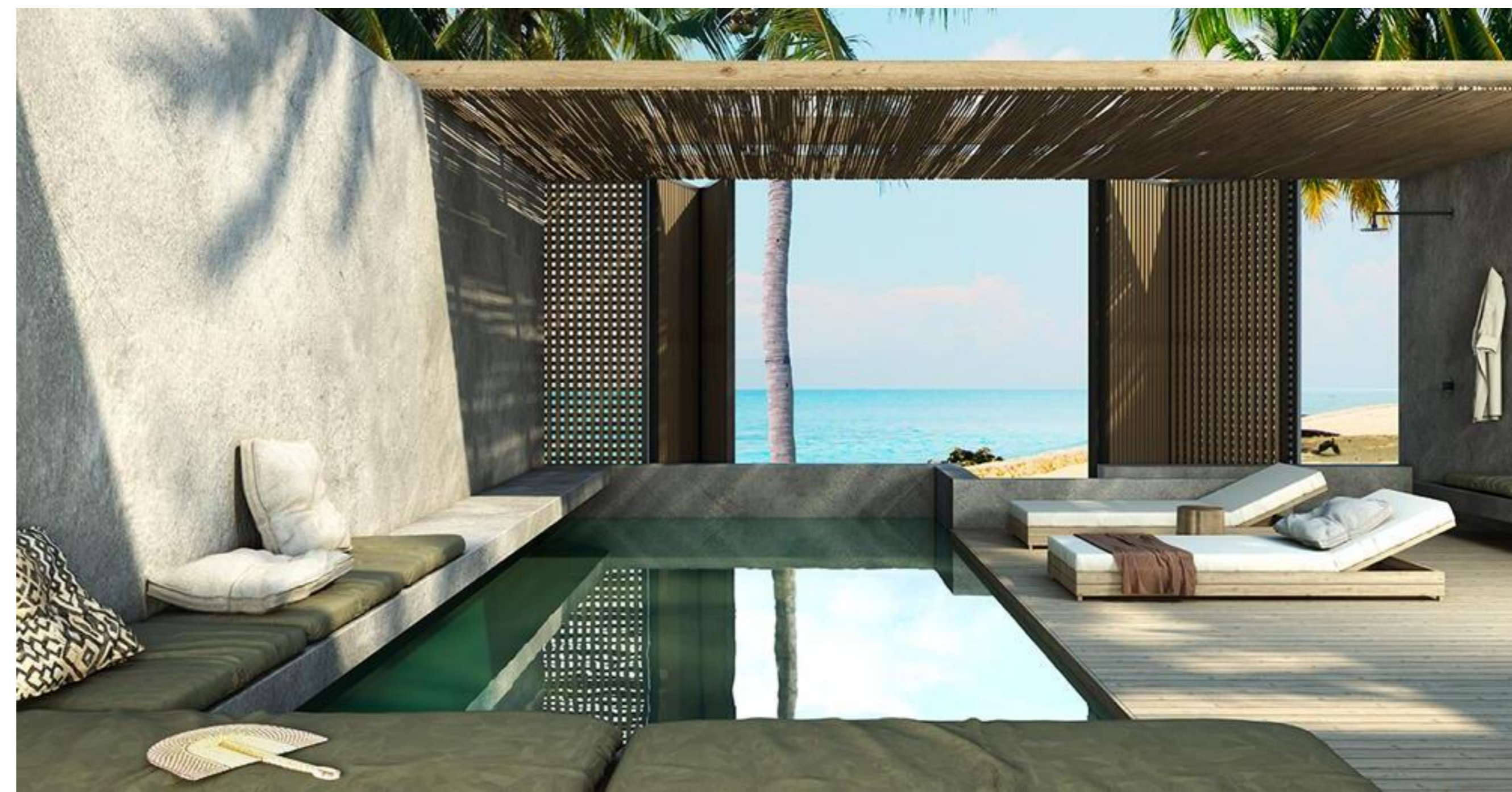
- 130 rooms, ranging in size from 28m² to 50m²
- 1 restaurant, accommodating 200 pax and a Beach Bar;
- 1 50m swimming pool,
- Beach access and beach related activities
- Direct sea access from beach
- Health spa, yoga facilities and gymnasium



Casa Cook

— HOTELS —

mauritius



FIRST & FOREMOST HOTELS & RESORTS

- Appointed as the management service provider for Casa Cook Mauritius
- First & Foremost (F&F) is a leading resort hotel management and asset advisory company that operates in Europe, Africa, Asia and the Middle East.
- The company can be broadly defined as a brand management company providing hotel operating services consisting of both management and marketing.
- F&F has extensive relationships with Trust International and all major online travel agents which presents high attractive access into lucrative global leisure/tourist demand.



FIRST & FOREMOST
HOTELS AND RESORTS

EXPERIENCE

F&F is defined by partnerships which it has in place with 3 of the world's leading hospitality providers, namely:

- Thomas Cook
- Bespoke Hotels
 - o Hotels in 16 countries and 26 cities
 - o Over 9000 rooms worldwide
 - o Over 2 million regular guests
- Leading Family Hotels
 - o Over 50 luxurious family retreats
 - o Hotels achieve over 90% occupancy year round
 - o Built a 350 000 strong loyal client base which has led to the achievement of up to 1005 direct bookings



CASA COOK, BOTSWANA

okavango delta
botswana

In Botswana, tourism is the second most important economic activity after diamond mining and trading.

The Okavango Delta in northern Botswana is the largest single tourist centre in the country. This proposed project supports Community-Based Natural Resource Management (CBNRM) program in Botswana in achieving biodiversity conservation and rural development in rich biodiversity areas like the Okavango Delta.

This project shall benefit the rural communities in deriving benefits from natural resources, within the frameworks of sustainable livelihoods.

The proposed project and tourism development adjacent to these villages will achieving its goal of improved livelihoods in all social aspects, and providing long term income annuities.

CASA COOK PROJECT PROPOSAL





INDEX ENGINEERING PARTNERS, based on the mandate from Thomas Cook to 20Twenty Projects, has identified Chiefs Island and NG 19 as potential locations to present to Thomas Cook Hotels and Resorts. The Casa Cook conceptual blueprint, being a high-end brand comprises equal attention to design, gastronomy, well-being, service and local culture and history, inspired as much by the local surroundings as by global lifestyle trends. These attributes include:

- Laid-back and sociable atmosphere
- Individual exclusive stylish design
- Celebrating good food
- Sports and well-being for body, mind and soul
- Outdoor lifestyle and living
- Cultural interaction and education
- Personal service on equal terms
- Love for local products
- Delivering an eco-tourism and sustainable development program and a local community based natural resource management program.
- Authentic off-site adventure

CASA COOK lodge locality okavango delta



Architectural Concept

Conceptualised as a blend of nature, luxury, and relaxation. The Lodge offers access and hospitality to the Okavango Delta by its refreshingly contemporary design approach. The lodge's peripheral appearance is likewise significant as it creates a strong brand distinctiveness by making use of simple materials and unembellished form. The design and placement of structures will be designed to maximise the user interaction with the environment, whilst ensuring low impact on the natural environment.

Design Icon

The building shape and form shall be derived from stylised repetition, natural uninhibited shapes, form and texture of the environment, contrasted against stark manmade form. Further emphasis is placed on maximising the view, integrating the outdoors and interiors. This is achieved through a feeling of openness from the point of arrival, channelling the guests through the welcoming, past various lounges and on to the pool deck. Intensive light studies have resulted in special attention into minimising the effect of direct sun light and maximising a sustainable natural internal environment.

Approach and reception – the building form embraces the porte-cochere, the use of natural elements creating a welcoming warmth and friendly earthy environment for the guests.

The guest-welcoming area (reception area) becomes the main communication hub between hotel guests and associates and special design attention has been applied resulting in an openness, with free flowing areas directing guests towards towards the inner sanctum of lounges, dining areas, pool deck, entertainment/bar area, guest ablutions and concealed back of house facilities.

Layout and Functionality - The layout has been well planned generating adjacencies that simplify the operations of the lodge, whilst uncompromising the iconic expression and openness to the natural environment.



CASA COOK Lodge okavango delta, botswana





Design and Construction

- The new lodge facility will be designed and built to blend into the natural setting, minimising any site damage, and installing the latest technologies to ensure minimal impacts.
- Design, scale, décor and style of the lodge will be appropriate to the area, the immediate surroundings and the culture of the local people.
- There will be creative use of materials and recycling i.e. making use of what is on site or available locally in the area.
- The facility will preserve the natural integrity of the place and introduce nature to the guest's experience (decks, wide-open view sky beds) and not introduce inappropriate trappings of the city to the bush.
- The lodge will be designed to withstand the climatic conditions of the region and meet the expectations of guests when it comes to comfort and safety.
- The facility will be able to be completely removed at the end of its functional lifespan or in order to allow the bush to revert to its natural state.
- There will be minimum use of cement except as floors in workshops and fuel depots to prevent spillages from polluting the soil.
- Canvas or sustainable, local materials will be used wherever possible. The lodge will be built with ample insulation to keep the rooms cool in summer and warm in winter. Canvas with double insulation layers for walls and roofs will be used.
- No hardwood will be used unless it is old and recycled (such as railway sleepers and old boats). Alternatives to hardwood will be used, for example, Rhino Wood, a new product that creates a hard product from softer commercially grown timber (www.rhinowood.co.za). Alternatively, artificial woods such as Eva-Last (www.eva-last.co.za) or bamboo may be considered.
- For screens, walls and roofs sustainable and easily renewable materials such as canvas, grass, reeds and palm makuti will be considered

CASA COOK LODGE design

Inspired by the Casa Cook conceptual blueprint as much by the local surroundings and by global lifestyle trends, this concept proposal includes

À la carte restaurant with a broad range of culinary options, from healthy to indulgent dishes. The focus is on fresh and high quality ingredients, mostly sourced from local producers.

Wellbeing programme with a well-equipped gym for individual exercise. An indoor and outdoor exercise area for private and group yoga sessions and further individual offerings such as Pilates, as well as a spa area

Sociable atmosphere with frequent happenings for guests to unwind together: group friendly seating arrangements, big tables with seating for both old and new friends.

The **Hotel & Destination Guide** introduces the destination and contains handpicked tips helping guests to find their own authentic adventure. Excursions are also being arranged for explorations further afield, e.g. boat trips and organized tours to cultural attractions.



CASA COOK LODGE lifestyle & activities

Spectacular game viewing

Chobe for massive herds of buffalo and elephant, and Moremi Game Reserve for predators.

Mekoro rides

Traditional mekoro (plural) were made from hollowed-out sausage tree trunks. Nowadays, lighter, faster and more environmentally friendly fibreglass canoes are used at almost all lodges. A ride in a mokoro (singular) is one of the most serene experiences you will ever have:

Go birding

Crocodiles and hippos. Hippos have set routes and paths from the water to 'their' grass known as 'hippo highways'. Where there are bucks, zebra and other coming to drink you will find some of Africa's biggest crocodiles.

Predator sightings.

- Leopard sightings
- The lions of the Marsh Pride in the Savute are among the biggest in Africa

Track the Big 5. The Big 5 – rhino, elephant, lion, leopard and buffalo – are the must-see for every first-time safari goer. There's a very good chance you'll see all of them in Botswana, especially in Moremi and the Delta.



CASA COOK LODGE lifestyle & activities



	PULA
Capital	91 764 765
Equity/Investment	30 000 000
Loan/Debt (Provision @ 8 %)	61 764 765
Land Value	10 000 000

Number of rooms and rates	
Rooms / Number	32
Villa 1	8
Villa 2	8
Lodge	16
Villa 1	8 000
Villa 2	8 000
Lodge	8 000
Average Occupancy / % over 10 years	58%
Other F&B inc	107,10
Other Income (Moroko p/d)	3 225,00
Annual Escalation Rate	6%
Running Expenses (inc fees)	65%



Turnover based on 58% average Occupancy	55 391 588
Villa 1	13 548 800
Villa 2	13 548 800
Lodge	27 097 600
Average Occupancy / % over 10 years	58%
Other F&B inc	725 538
Other Income (40% usage)	470 850
Expenses	36 004 532
Initial Yield	7%
IRR over 10 years	32%
Debt repayment period	10 years
Net income before Tax and Interest	19 387 056

CASA COOK Lodge costing table



CASHFLOW PROJECTION

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
	<u>Per Annum</u>	<u>Per Annum</u>	<u>Per Annum</u>	<u>Per Annum</u>	<u>Per Annum</u>	<u>Per Annum</u>	<u>Per Annum</u>	<u>Per Annum</u>	<u>Per Annum</u>	<u>Per Annum</u>
Occupancy	40%	45%	50%	55%	60%	60%	65%	65%	65%	65%
Turnover	38 572 388	45 839 052	53 838 854	62 633 612	72 289 921	76 627 316	87 852 276	93 123 413	98 710 818	104 633 467
Villa 1	9 344 000	11 142 720	13 123 648	15 302 174	17 694 877	18 756 570	21 538 794	22 831 122	24 200 989	25 653 049
Villa 2	9 344 000	11 142 720	13 123 648	15 302 174	17 694 877	18 756 570	21 538 794	22 831 122	24 200 989	25 653 049
Lodge	18 688 000	22 285 440	26 247 296	30 604 347	35 389 754	37 513 139	43 077 588	45 662 244	48 401 978	51 306 097
Other F&B inc	725 538	769 071	815 215	864 128	915 975	970 934	1 029 190	1 090 941	1 156 398	1 225 782
Other Income (40% usage)	470 850	499 101	529 047	560 790	594 437	630 104	667 910	707 984	750 463	795 491
Expenses	25 072 052	29 795 383	34 995 255	40 711 848	46 988 449	49 807 755	57 103 980	60 530 218	64 162 032	68 011 753
<i>Bar</i>	1 638 765	1 947 493	2 287 368	2 661 017	3 071 270	3 255 546	3 732 443	3 956 390	4 193 773	4 445 400
<i>Curio</i>	18 865	22 419	26 332	30 633	35 356	37 477	42 967	45 545	48 278	51 174
<i>Entertainment</i>	-	-	-	-	-	-	-	-	-	-
<i>Kitchen</i>	4 304 686	5 115 647	6 008 426	6 989 923	8 067 569	8 551 623	9 804 331	10 392 591	11 016 146	11 677 115
<i>Housekeeping</i>	2 640 014	3 137 367	3 684 898	4 286 839	4 947 747	5 244 612	6 012 883	6 373 656	6 756 075	7 161 440
<i>Dining</i>	996 649	1 184 408	1 391 111	1 618 353	1 867 857	1 979 928	2 269 964	2 406 161	2 550 531	2 703 563
<i>Asset finance</i>	1 236 052	1 468 912	1 725 266	2 007 094	2 316 531	2 455 522	2 815 226	2 984 140	3 163 188	3 352 979
<i>Rangers</i>	1 707 449	2 029 116	2 383 236	2 772 546	3 199 993	3 391 992	3 888 878	4 122 210	4 369 543	4 631 715
<i>Maintenance</i>	952 688	1 132 165	1 329 750	1 546 969	1 785 467	1 892 595	2 169 837	2 300 027	2 438 029	2 584 310
<i>Administration</i>	4 479 507	5 323 403	6 252 440	7 273 797	8 395 208	8 898 921	10 202 503	10 814 653	11 463 533	12 151 345
<i>Marketing, Sales & Reservations</i>	2 534 371	3 011 822	3 537 443	4 115 296	4 749 757	5 034 742	5 772 270	6 118 606	6 485 723	6 874 866
<i>General</i>	5 816 608	6 912 401	8 118 748	9 444 973	10 901 118	11 555 185	13 247 877	14 042 750	14 885 315	15 778 434
Net income before Tax and Interest	13 500 336	16 043 668	18 843 599	21 921 764	25 301 472	26 819 561	30 748 297	32 593 195	34 548 786	36 621 713
Interest on Debt	4 941 181	4 600 094	4 231 720	3 833 876	3 404 204	2 940 159	2 438 990	1 897 727	1 313 164	681 835
Nett income before Tax	8 559 155	11 443 574	14 611 879	18 087 888	21 897 268	23 879 402	28 309 307	30 695 467	33 235 623	35 939 878
Tax	2 567 746	3 433 072	4 383 564	5 426 367	6 569 180	7 163 821	8 492 792	9 208 640	9 970 687	10 781 964
Nett profit after tax	5 991 408	8 010 502	10 228 315	12 661 522	15 328 088	16 715 581	19 816 515	21 486 827	23 264 936	25 157 915
Capital portion of debt repayment	4 263 590	4 604 677	4 973 052	5 370 896	5 800 567	6 264 613	6 765 782	7 307 044	7 891 608	8 522 936
Nett Cashflow	1 727 818	3 405 825	5 255 264	7 290 626	9 527 521	10 450 969	13 050 733	14 179 783	15 373 328	16 634 979
(30 000 000)	1 727 818	3 405 825	5 255 264	7 290 626	9 527 521	10 450 969	13 050 733	14 179 783	15 373 328	16 634 979
Asset value at year 10										244 760 800
IRR 10 years		32%								
Initial Yield		7%								



CASA COOK Lodge financial analysis





CAPEX COST SUMMARY

	PULA
A LAND & ACQUISITION COST ACQUISITION COST	
Land / Lease / Project Acquisition	10 000 000
	10 000 000
B BUILDING AND DEVELOPMENT COSTS	
1 Primary Elements	4 500 000
2 Villa 1	8 000 000
3 Villa 2	8 000 000
4 Lodge	16 000 000
	36 500 000
C PRELIMINARIES	
4 Building Preliminaries	-
	-
Sub total	46 500 000
D CONTINGENCIES	
5 Design Development Contingencies (1,5%)	697 500
6 Construction Contingency (1,5%)	697 500
	697 500
Sub total	47 895 000
E ESCALATION	
7 Pre Tender Escalation Allowance	-
8 Contract Escalation Allowance	-
	-
Total Estimated Construction Cost	47 895 000
9 Professional Fees	7 184 250
10 Disbursements	862 110
	862 110
SUBTOTAL - IMPROVEMENT COSTS	55 941 360
F GENERAL COSTS	
11 Development Fee	2 797 068
12 Lease registration	30 000
13 Lodgement	50 000
14 Company registration	12 000
15 Survey	150 000
16 Marketing and Web	250 000
17 Legal	200 000
18 Mokoro Station	250 000
19 Maintenance Facility	1 000 000
20 Interiors	6 975 000
21 Vehicle	6 000 000
22 Finance Raising Fee & Commission	1 678 241
23 Capitalised Interest	4 027 778
24 Property Costs during Construction	200 000
25 Hotel Pre-opening Costs/Launch costs	9 406 250
26 Contingency	2 797 068
	2 797 068
TOTAL ACQUISITION & INFRASTRUCTURE DEV COST	91 764 765

CASA COOK Lodge capital requirements