



# Driftwood Holdings

In Partnership With:

**Marriott®**  
INTERNATIONAL

THE  
LUXURY  
COLLECTION®

AUTOGRAPH  
COLLECTION®  
HOTELS

## Safari and Island Lodge Development - Phase I -





# Driftwood Holdings



Driftwood Holdings Ltd., a hospitality holding company, was formed for the specific purpose of building and managing Safari and Island Lodges throughout Africa and select locations in the world

Our lodges are developed under three newly created lodge brands, which are specifically designed to deliver the ultimate experience to the market that demands them – all with a common thread of pinnacle refinement. The sites chosen for the lodges have been ranked as some of leading sites for safari and island lodges in the world.



Together with Marriott International Hotels & Resorts, Driftwood Holdings will enter the safari lodge and hotel market. Marriott has yet to enter the safari lodge market and this would be their entry – driven by Driftwood Holdings

Backed by Marriott’s Brand, Sales and Loyalty Program

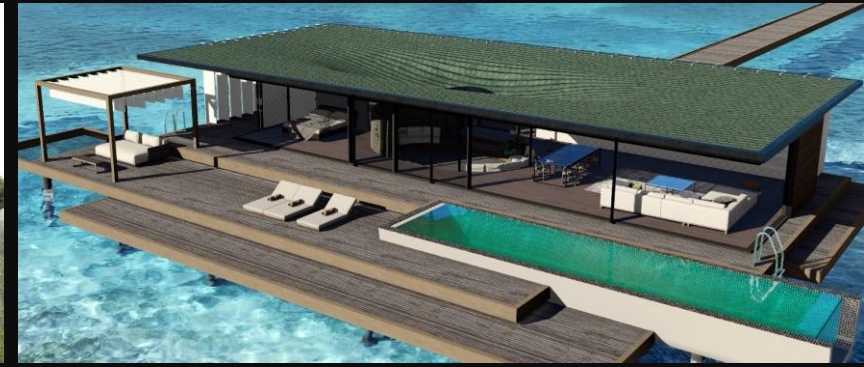


30  
BRANDS

133  
COUNTRIES &  
TERRITORIES

7,600 +  
PROPERTIES

147 +  
MILLION LOYALTY  
MEMBERS



Ultra-luxury lodges in world renowned locations, setting the standards for ultimate luxury coupled with unforgettable safari experiences – franchised with The Luxury Collection (Marriott Brand).

Luxury-adventure lodges in unique locations, which in turn will be franchised with Autograph Collection (Marriott Brand) – Drift Free is aimed predominantly at the millennial clientele who seeks an adventure added into their experience.

Space has always been a premium in the world, now especially, more than ever. Unshared gives guests the chance to delight in a safari experience exclusive to one group of guests. Our lodges are positioned in some of the world's most renowned reserves

10 Total Lodges

US\$ 44m Capital Cost

186% 5-Yr ROI



# Locations



Kenya

Masai Mara National Reserve



Tanzania

Serengeti National Park and Ngorongoro Island



Zambia

Kafue National Park

Driftwood's most unique trait  
– the location of our lodges





- 12 permanent lodge units – Great Expectations
- 9 permanent luxury tented lodge units – Drift Free
- Private plunge-pools for each unit
- Each unit is located to have total privacy and seclusion
- 6 unit mobile camp which aims to follow the famous migrating wildlife for as much of the migration period as possible – Drift Free
- Exclusive-Stay 8-bedroom house – Unshared



## Serengeti National Park, Tanzania

Located mid-way on the Nyambogo Hill, our lodges in the Serengeti, take full advantage of the location – this affords guests the almighty experience delivered by this setting over the Western Corridor plains of the Serengeti.





Great Expectations Serengeti Lodge  
Competition Rates

Drift Free Serengeti Lodge Competition  
Rates

Unshared Serengeti Competition Rates

	<i>Singita</i>	<i>Singita</i>
Lodge	Faru Faru Lodge	Sasakwa Lodge
Rack	1-Bed Suite	1-Bed Cottage
Rate	Peak: 2 400	Peak: 2 750
US\$ (PPS)	Low: 1 650	Low: 1 950
Location	Grumeti, Serengeti	Grumeti, Serengeti

	<i>Asilia</i>	<i>ONE NATURE</i> NYARUSWIGA, SERENGETI
Lodge	Sayari	Nyaruswiga
Rack	1-Bed Suite	1-Bed Suite
Rate	Peak: 1 431	Peak: 1 495
US\$ (PPS)	Low: 815	Low: 1 245
Location	Northern Serengeti	Central Serengeti

	<i>Singita</i>	<i>Singita</i>
Lodge	Serengeti House	Sasakwa Villa
Rack	1-4 Guests Peak: 12 100 Low: 8 580	1-4 Guests Peak: 11 000
Rate US\$	5-8 Guests Peak: 19 250 Low: 13 650	Low: 7 800
Location	Grumeti, Serengeti	Grumeti, Serengeti

# Financials Serengeti

FORECAST US\$	YEAR 1	YEAR	YEAR 3	YEAR 4	YEAR 5
GREAT EXPECTATIONS : LODGE					
Rack per person incl Vat	1 300	1 300	1 450	1 600	1 760
% Occ	42%	50%	60%	65%	75%
No beds per day	24	24	24	24	24
No beds available per year	8 760	8 760	8 760	8 760	8 760
No beds Sold per year	3636	4380	5256	5694	6570
Net bed rate achieved	927	927	1 035	1 142	1 256
Total Incomes	3 593 784	4 326 260	6 016 960	7 197 548	9 006 920
Operating Expenses	1 892 580	2 429 569	2 837 975	3 226 918	3 704 012
Fees - Man & Franchise	507 110	605 676	842 374	1 007 657	1 260 969
Total Expenses	2 399 690	3 035 245	3 680 350	4 234 575	4 964 981
EBITDA	1 194 094	1 291 015	2 336 610	2 962 973	4 041 939
Accumulative	1 194 094	2 485 109	4 821 719	7 784 692	11 826 631

FORECAST US\$	YEAR 1	YEAR	YEAR 3	YEAR 4	YEAR 5
DRIFT FREE : TENTED CAMP					
Rack per person incl Vat	1 100	1 150	1 350	1 495	1 650
% Occ	32%	50%	60%	65%	75%
No beds per day	18	18	18	18	18
No beds available per year	6 570	6 570	6 570	6 570	0
No beds Sold per year	2 052	3 285	3 942	4 271	4 928
Net bed rate achieved	785	785	964	1 067	1 178
Total Incomes	1 671 504	2 650 725	3 885 088	4 656 624	5 913 595
Operating Expenses	1 290 520	1 438 517	1 660 901	1 821 894	2 017 842
Fees - Man & Franchise	239 403	371 102	543 912	651 927	827 903
Total Expenses	1 529 923	1 809 619	2 204 813	2 473 821	2 845 746
EBITDA	141 581	841 107	1 680 275	2 182 803	3 067 849
Accumulative	141 581	982 687	2 662 962	4 845 765	7 913 614



# Financials Serengeti

FORECAST US\$	YEAR 1	YEAR	YEAR 3	YEAR 4	YEAR 5
DRIFT FREE: MOBILE CAMP					
Rack per person incl Vat	1 000	1 000	1 100	1 250	1 395
% Occ	27%	35%	45%	50%	50%
No beds per day	24	24	24	24	24
No beds available per year	8 760	8 760	8 760	8 760	8 760
No beds Sold per year	2 340	3 066	3 942	4 380	4 380
Net bed rate achieved	713	713	785	892	996
Total Incomes					
	1 717 200	2 242 058	3 162 470	3 996 960	4 482 480
Operating Expenses					
	1 397 420	1 598 771	1 833 171	2 133 957	2 242 559
Fees - Man & Franchise	257 178	313 888	442 746	559 574	627 547
Total Expenses					
	1 654 598	1 912 659	2 275 917	2 693 532	2 870 106
EBITDA					
	62 602	329 399	886 553	1 303 428	1 612 374
Accumulative	62 602	392 001	1 278 554	2 581 983	4 194 356

FORECAST US\$	YEAR 1	YEAR	YEAR 3	YEAR 4	YEAR 5
SERENGETI HOUSE					
Rack per night incl Vat	10 833	10 833	12 000	13 500	14 250
% Occ	36%	50%	60%	65%	65%
No of days	1	1	1	1	1
No days available per year	360	360	360	360	360
No days Sold per year	131	180	216	234	234
Net day rate achieved	8 330	8 330	9 100	10 000	11 000
Total Incomes					
	1 114 517	1 525 400	1 997 600	2 385 000	2 634 000
Operating Expenses					
	569 906	679 533	786 616	846 314	951 229
Fees - Man & Franchise	164 210	213 556	279 664	333 900	368 760
Total Expenses					
	734 116	893 089	1 066 280	1 180 214	1 319 989
EBITDA					
	380 402	632 311	931 320	1 204 786	1 314 011
Accumulative	380 402	1 012 712	1 944 032	3 148 818	4 462 828





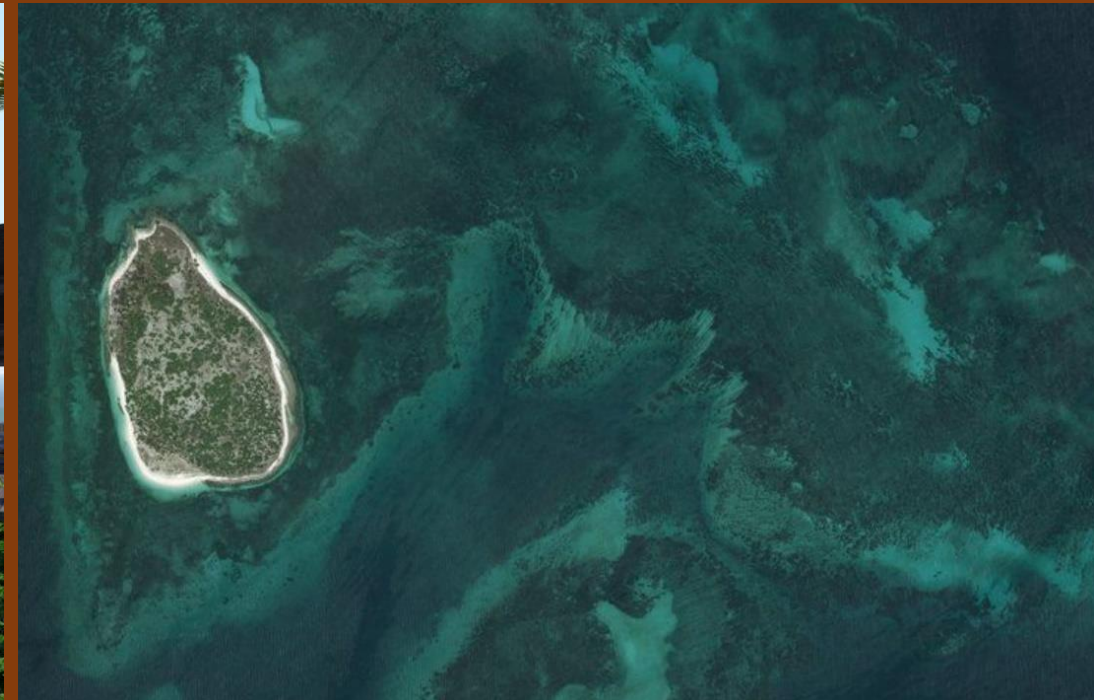
- 15 permanent lodge units, located on the ocean edge – Great Expectations
- Private day areas, complete with hammocks, outdoor lounges, day beds and plunge-pools for each unit
- Each unit is positioned along the curve of the island to provide privacy, as well as trees in between the units
- Exclusive-Stay 8-bedroom house on a private section of the island, with private beach – Unshared



## Nyororo Private Island, Mafia Archipelago Tanzania

The uninhabited island of Nyororo, lies just north-west off Mafia Island, Zanzibar Archipelago, it measures in at 900m long and 500m across

Located within a marine reserve, giving privacy of the island and surrounds. Home to at least two endangered species - the sea cow, as well the Whale Shark and a popular breeding ground for turtles.



## Great Expectations Nyororo Lodge Competition Rates

## Unshared Nyororo House Competition Rates



Name	Mnemba Island	Medjumbe Island	Desroches Island
Rack Rate US\$ (PPS)	1 760	1 250	1 810
Location	Mnemba Island, Zanzibar	Medjumbe Island, Mozambique	Desroches Island, Seychelles

Name	Thanda Island	Zil Pasyon
Rack Rate US\$ (Per Night)	1-10 Guests 25 000 (min. 5 nights)	Private 4-Bedroom Villa 1-9 Guests 36 000
Location	Mafia Island District	Félicité Island, Seychelles



# Financials Nyororo Island

FORECAST US\$	YEAR 1	YEAR	YEAR 3	YEAR 4	YEAR 5	FORECAST US\$	YEAR 1	YEAR	YEAR 3	YEAR 4	YEAR 5
GREAT EXPECTATIONS : LODGE						NYORORO HOUSE					
Rack per person incl Vat	1 300	1 300	1 450	1 600	1 750	Rack per night incl Vat	10 833	10 833	12 000	13 500	14 250
% Occ	35%	50%	55%	65%	75%	% Occ	36%	50%	60%	65%	65%
No beds per day	32	32	32	32	32	No of days	1	1	1	1	1
No beds available per year	11 520	11 520	11 520	11 520	11 520	No days available per year	360	360	360	360	360
No beds Sold per year	3718	5760	6336	7488	8640	No days Sold per year	131	180	216	234	234
Net bed rate achieved	928	928	1 035	1 142	1 250	Net day rate achieved	8 330	8 330	9 100	10 000	11 000
Total Incomes	3 584 175	5 640 280	6 937 760	9 061 296	11 400 000	Total Incomes	1 114 517	1 525 400	1 997 600	2 385 000	2 634 000
Operating Expenses	2 139 016	2 652 836	3 029 681	3 382 682	3 986 365	Operating Expenses	569 906	679 533	786 616	846 314	951 229
Fees - Man & Franchise	501 785	789 639	971 286	1 268 581	1 596 000	Fees - Man & Franchise	164 210	213 556	279 664	333 900	368 760
Total Expenses	2 640 801	3 442 475	4 000 967	4 651 263	5 582 365	Total Expenses	734 116	893 089	1 066 280	1 180 214	1 319 989
EBITDA	943 375	2 197 805	2 936 793	4 410 033	5 817 635	EBITDA	380 402	632 311	931 320	1 204 786	1 314 011
Accumulative	943 375	3 141 179	6 077 972	10 488 005	16 305 640	Accumulative	380 402	1 012 712	1 944 032	3 148 818	4 462 828



- 15 permanent luxury unit camp, above the banks of the Mara River – Great Expectations
- 12 permanent luxury tented lodge units, placed on “Double Crossing”, where two rivers come together – Drift Free
- Private units all placed following the curve of the river, forming a natural seclusion of each unit
- Exclusive-Stay 8-bedroom house on a portion of the river entirely for the house – Unshared



## Masai Mara National Reserve, Kenya

Located on two sites, within the Masai Mara National Reserve, not on a ranch or conservancy. They will offer ultimate luxury, in an environment that offers a diverse wilderness experience.

Both sites positioned on river banks with direct views of migration crossings.







## Great Expectations Mara Lodge Competition Rates

## Drift Free Mara Lodge Competition Rates

## Unshared Mara House Competition Rates



Lodge	Plains Camp	Nyika Camp
Rack	1-Bed Suite	1-Bed Suite
Rate	Peak: 2 100	Peak: 2 100
US\$	Low: 1 000	Low: 1 000
(PPS)		
Location	Private Conservancy	Private Conservancy



Lodge	Olonana	Bateleur Camp
Rack	1-Bed Suite	1-Bed Suite
Rate	Peak: 1 370	Peak: 1 415
US\$	Low: 535	Low: 725
(PPS)		
Location	Mara River, Masai Mara	Northern Masai Mara



Lodge	Olonana GK Suite	Bush Villa
	1-4 Guests	1-6 Guests
Rack	Peak: 9 000	Peak: 9 000
Rate US\$	Low: 6 050	Low: 6 050
Location	Mara River, Masai Mara	Olderkesi Conservancy

# Financials Masai Mara

FORECAST US\$	YEAR 1	YEAR	YEAR 3	YEAR 4	YEAR 5
GREAT EXPECTATIONS : LODGE					
Rack per person incl Vat	1 300	1 300	1 450	1 600	1 760
% Occ	42%	50%	60%	65%	75%
No beds per day	30	30	30	30	30
No beds available per year	10 800	10 800	10 800	10 800	10 800
No beds Sold per year	4545	5400	6480	7020	8100
Net bed rate achieved	927	927	1 035	1 142	1 256
Total Incomes	4 436 730	5 271 800	7 283 800	8 711 840	10 928 600
Operating Expenses	2 015 025	2 617 183	3 066 270	3 493 405	4 020 666
Fees - Man & Franchise	626 118	738 052	1 019 732	1 219 658	1 530 004
Total Expenses	2 641 143	3 355 235	4 086 002	4 713 063	5 550 670
EBITDA	1 795 587	1 916 565	3 197 798	3 998 777	5 377 930
Accumulative	1 795 587	3 712 152	6 909 950	10 908 727	16 286 657

FORECAST US\$	YEAR 1	YEAR	YEAR 3	YEAR 4	YEAR 5
DRIFT FREE : TENTED CAMP					
Rack per person incl Vat	1 100	1 150	1 350	1 495	1 650
% Occ	32%	50%	60%	65%	75%
No beds per day	18	18	18	18	18
No beds available per year	6 570	6 570	6 570	6 570	0
No beds Sold per year	2 052	3 285	3 942	4 271	4 928
Net bed rate achieved	785	785	964	1 067	1 178
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Fees - Man & Franchise	239 403	371 102	543 912	651 927	827 903
Total Expenses	1 529 923	1 809 619	2 204 813	2 473 821	2 845 746
EBITDA	141 581	841 107	1 680 275	2 182 803	3 067 849
Accumulative	141 581	982 687	2 662 962	4 845 765	7 913 614



# Financials Masai Mara

FORECAST US\$	YEAR 1	YEAR	YEAR 3	YEAR 4	YEAR 5
MARA HOUSE					
Rack per night incl Vat	10 833	10 833	12 000	13 500	14 250
% Occ	36%	50%	60%	65%	65%
No of days	1	1	1	1	1
No days available per year	360	360	360	360	360
No days Sold per year	131	180	216	234	234
Net day rate achieved	8 330	8 330	9 100	10 000	11 000
Total Incomes	1 114 517	1 525 400	1 997 600	2 385 000	2 634 000
Operating Expenses	569 906	679 533	786 616	846 314	951 229
Fees - Man & Franchise	164 210	213 556	279 664	333 900	368 760
Total Expenses	734 116	893 089	1 066 280	1 180 214	1 319 989
EBITDA	380 402	632 311	931 320	1 204 786	1 314 011
Accumulative	380 402	1 012 712	1 944 032	3 148 818	4 462 828



- 12 unit luxury camp on the Kafue River – Drift Free
- Each unit will have seclusion with a private viewing deck over the river
- The magnificent existing camp will be renovated into the standards of Drift Free



## Kafue National Park, Zambia

Kafue is one of the largest parks Africa, covering an awesome 22 400 square kilometres. Very few people, plenty of animals

The site has some of the most pristine wilderness in the region, with thousands of hectares of private traversing.



## Drift Free Kafue Competition Rates

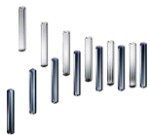
				
Lodge	Busanga	Shumba	Musekese	Busanga Plains
Rack Rate	1-Bed Suite	1-Bed Suite	1-Bed Suite	1-Bed Suite
US\$ (PPS)	1 010	1 240	730	825



# Financials Kafue

FORECAST US\$	YEAR 1	YEAR	YEAR 3	YEAR 4	YEAR 5
DRIFT FREE : TENTED CAMP					
Rack per person incl Vat	850	850	910	1 000	1 100
% Occ	27%	40%	50%	55%	60%
No beds per day	24	24	24	24	24
No beds available per year	8 760	8 760	8 760	8 760	8 760
No beds Sold per year	2 340	3 504	4 380	4 818	5 256
Net bed rate achieved	606	606	649	714	785
Total Incomes	1 511 040	2 229 424	3 030 620	3 670 052	4 405 960
Operating Expenses	1 247 640	1 410 527	1 635 866	1 811 853	1 970 368
Fees - Man & Franchise	211 546	312 119	424 287	513 807	616 834
Total Expenses	1 459 186	1 722 646	2 060 153	2 325 660	2 587 203
EBITDA	51 854	506 778	970 467	1 344 392	1 818 757
Accumulative	51 854	558 632	1 529 099	2 873 492	4 692 249

# Capital Cost Summary – All Lodges



CAPITAL COST SUMMARY				
	US \$	Pre-Opening US \$	Contingencies US \$	Total US \$
TOTAL CAPEX SPEND	36 521 400	3 578 500	4 300 100	44 400 000
Serengeti : Lodge + Fly Camp, House, Tent	10 893 900	1 309 300	1 296 800	13 500 000
Masai Mara : Lodge, House + Tent	11 366 900	1 145 500	1 387 600	13 900 000
Kafue : Tented Camp	2 503 500	383 900	312 600	3 200 000
Nyororo Island : Lodge + House	11 757 100	739 800	1 303 100	13 800 000
	Gross Capex	5 Year net of Expenses Income	Capex : Income Ratio	
Serengeti Hills : Lodge + Fly Camp, House, Tent	13 500 000	28 397 430	210%	
Masai Mara : Lodge, House + Tent	13 900 000	28 663 099	206%	
Kafue : Tented Camp	3 200 000	4 692 249	147%	
Nyororo Island : Lodge + House	13 800 000	20 768 468	150%	
	US \$	44 400 000	82 521 246	186%

# Driftwood Holdings

## Thank You

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