

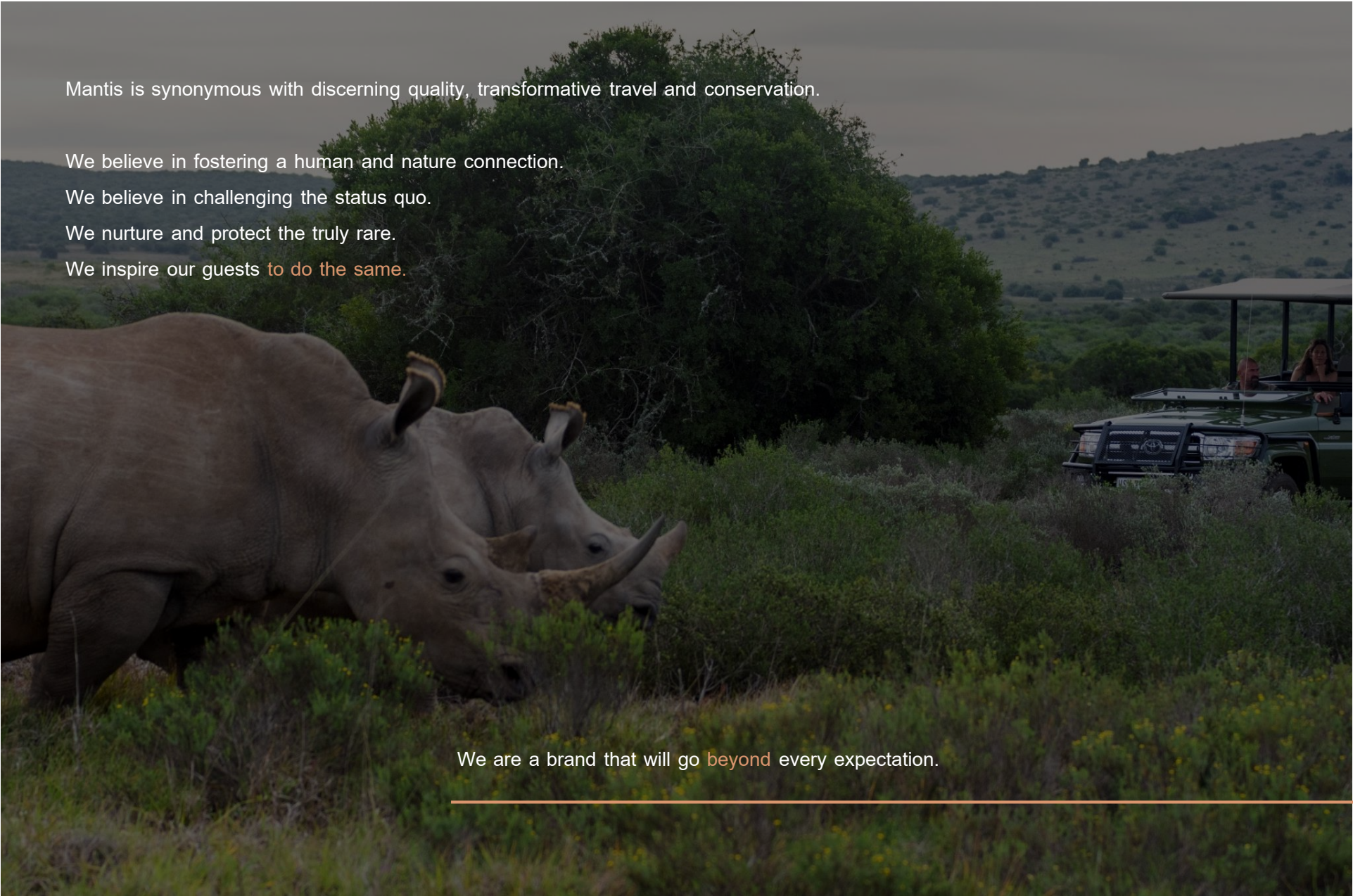
# Why invest in Mantis

Accor Global Development

February 2019





A photograph of two rhinos in a savanna landscape. The rhinos are in the foreground, partially obscured by low-lying green bushes. In the background, a green safari vehicle with a canopy is visible, with two people inside. The landscape is hilly and covered in sparse vegetation under a clear sky.

Mantis is synonymous with discerning quality, transformative travel and conservation.

We believe in fostering a human and nature connection.

We believe in challenging the status quo.

We nurture and protect the truly rare.

We inspire our guests to do the same.

We are a brand that will go beyond every expectation.

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# The Mantis Network & Pipeline

Figures as of YTD December 2018

Mantis,  
The only hotel group  
with a presence on all  
7 Continents

## Network

29 hotels

578 rooms

In 11 countries

## Pipeline

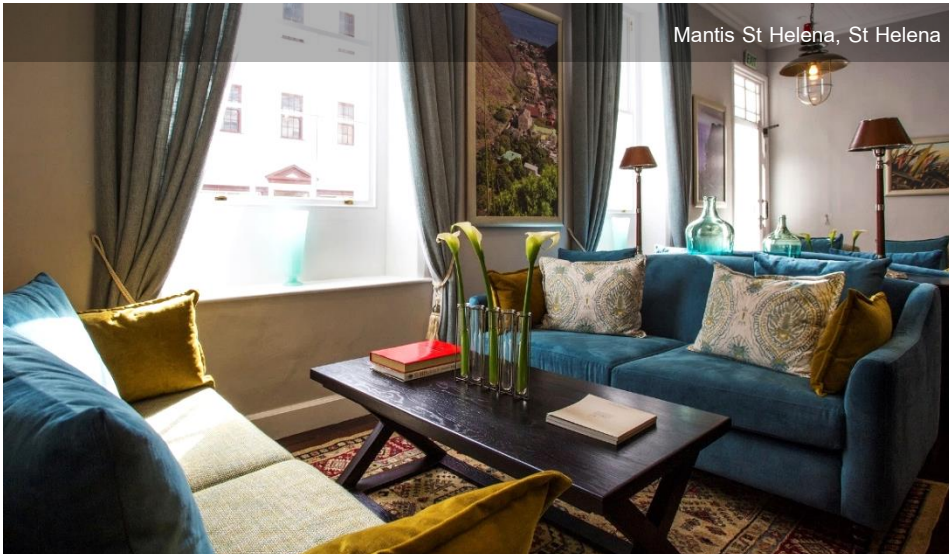
10 hotels

321 rooms

In 5 countries







Mantis St Helena, St Helena



Chobe Princess, Chobe River

## Hotels

The Mantis collection of hotels is a blend of traditional hospitality and rich novel experiences in a contemporary setting. Located across the globe, we host our guests in boutique city hotels where they receive tailored service and world-class amenities. Stylish yet homely, discreet yet personable; our teams create havens of comfort that will delight every guest.

Boutique  
Intimate  
Discerning quality  
Customer-centric  
A sense of place

## Eco-Escapes

In keeping with Mantis' philosophy, our Eco-escapes are strongly committed to conserving the environment and offer responsible explorations of their natural surroundings. From the valleys and savannah plains of Africa, to the desert oases of the Middle East; our guests enjoy luxurious interiors and fine cuisine with an assurance that the world around them is preserved for the future.

Experience focused  
Conservation focused  
Intimate  
Exclusive wildlife and landscape explorations  
Remote





## FLAGSHIPS - HOTELS

The Draycott

London, United Kingdom

Located in Cadogan Gardens

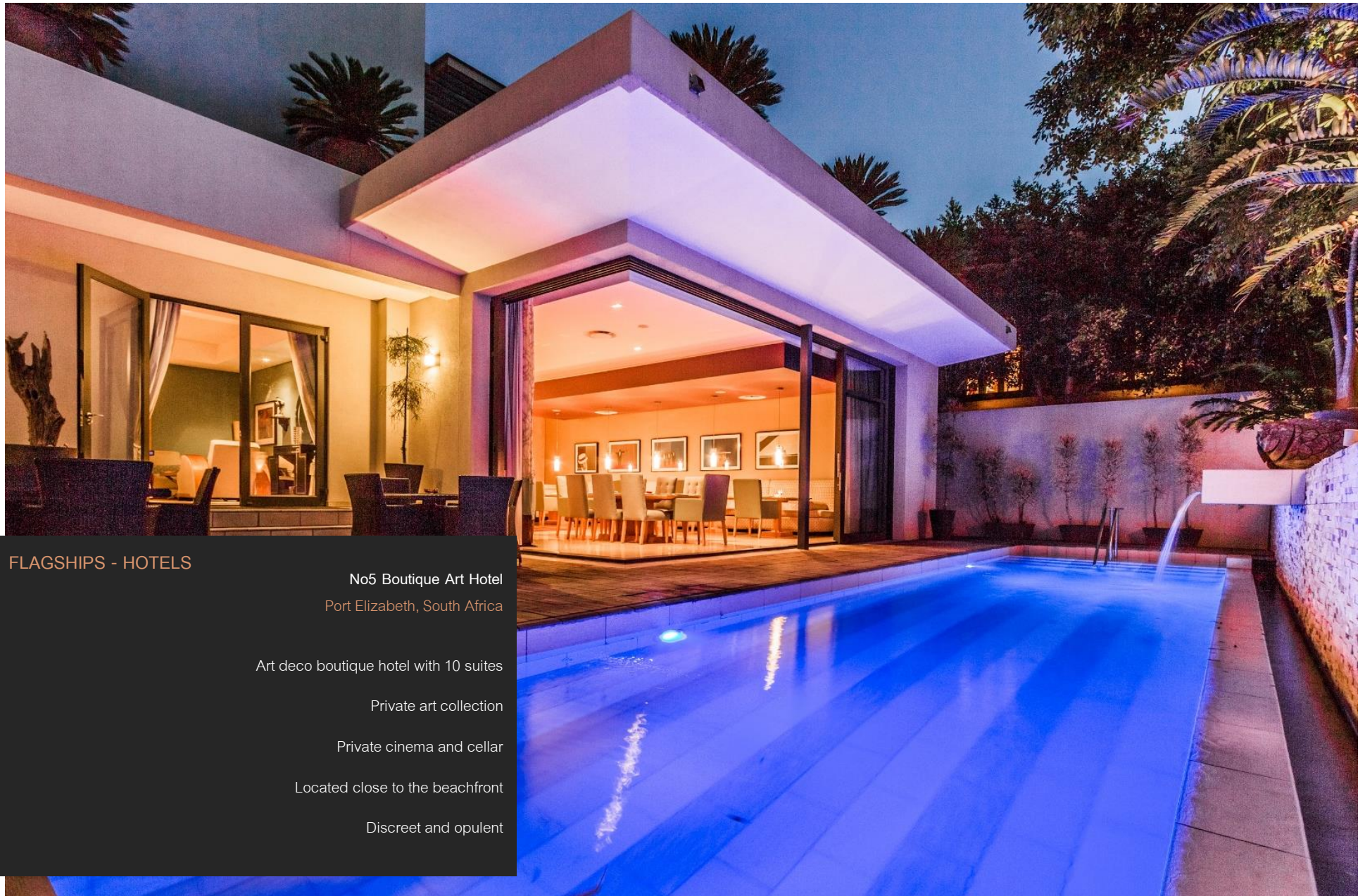
Edwardian splendour

35 theatrically themed suites

Exclusive high teas

Private library





## FLAGSHIPS - HOTELS

No5 Boutique Art Hotel  
Port Elizabeth, South Africa

Art deco boutique hotel with 10 suites

Private art collection

Private cinema and cellar

Located close to the beachfront

Discreet and opulent



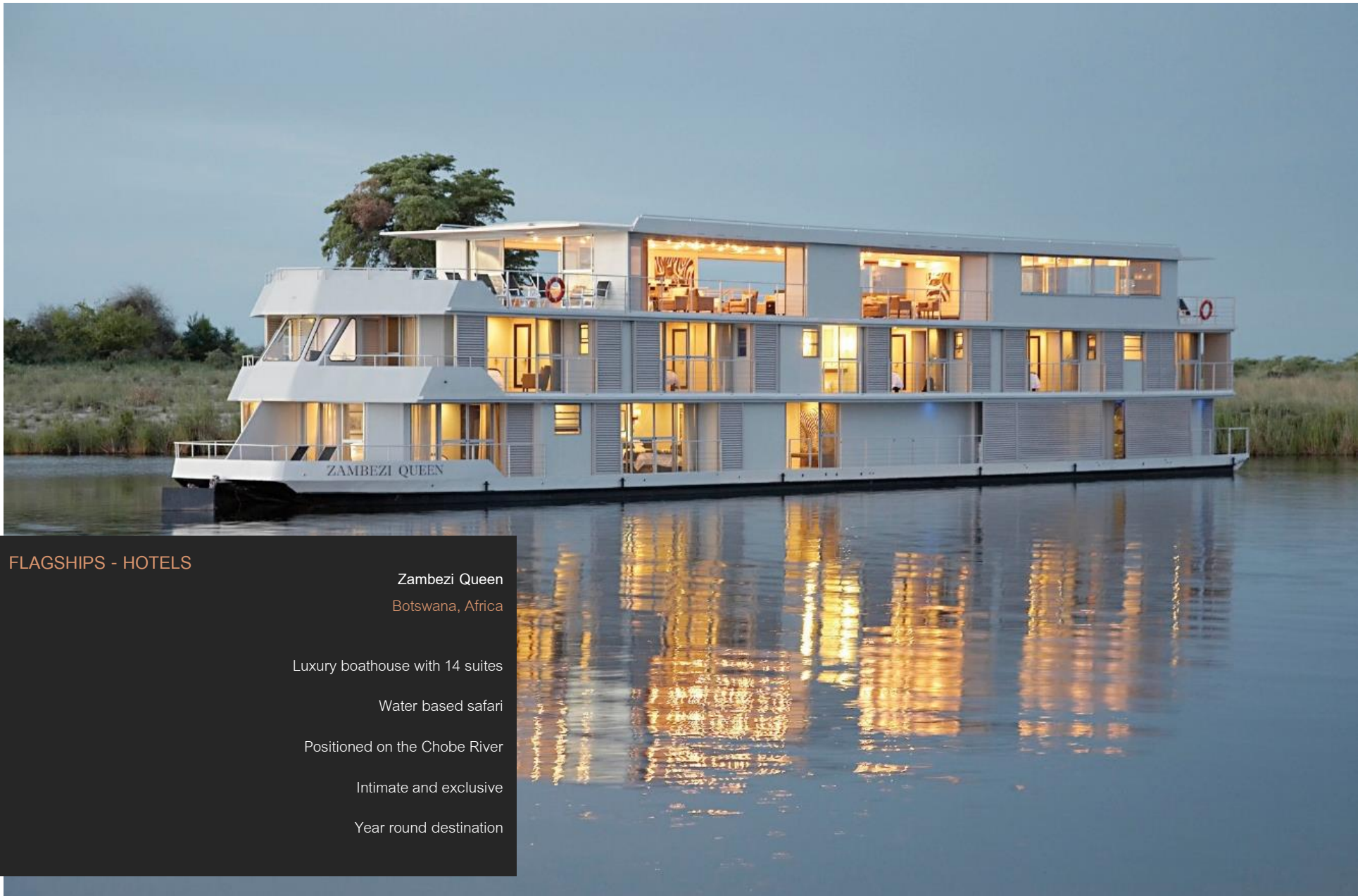


## FLAGSHIPS - HOTELS

The Envoy  
Abuja, Nigeria

Boutique hotel  
59 luxurious suites  
A variety of social spaces  
Conference and business facilities  
Located in key business district





## FLAGSHIPS - HOTELS

Zambezi Queen  
Botswana, Africa

Luxury boathouse with 14 suites

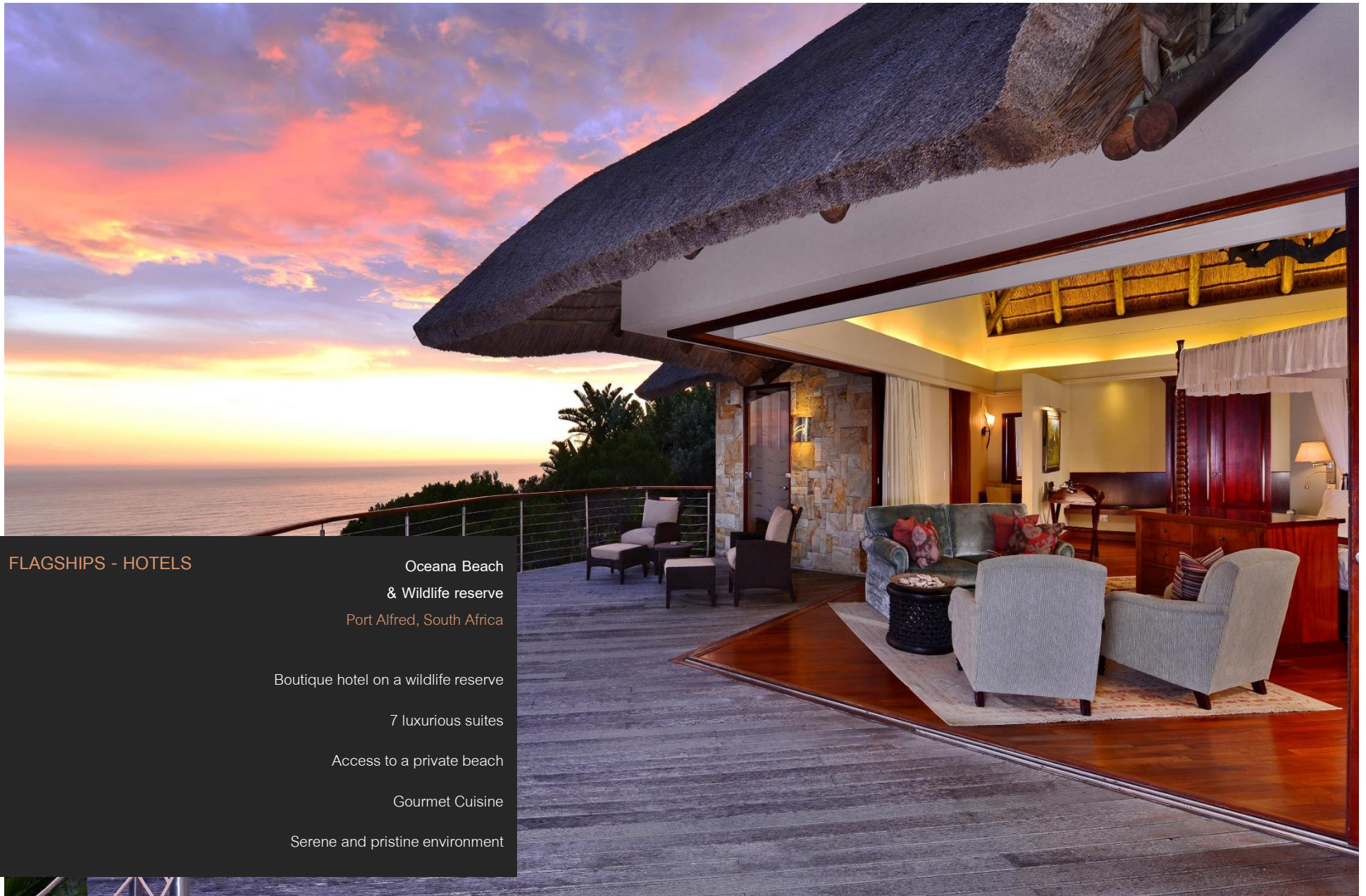
Water based safari

Positioned on the Chobe River

Intimate and exclusive

Year round destination





## FLAGSHIPS - HOTELS

Oceana Beach  
& Wildlife reserve  
Port Alfred, South Africa

Boutique hotel on a wildlife reserve

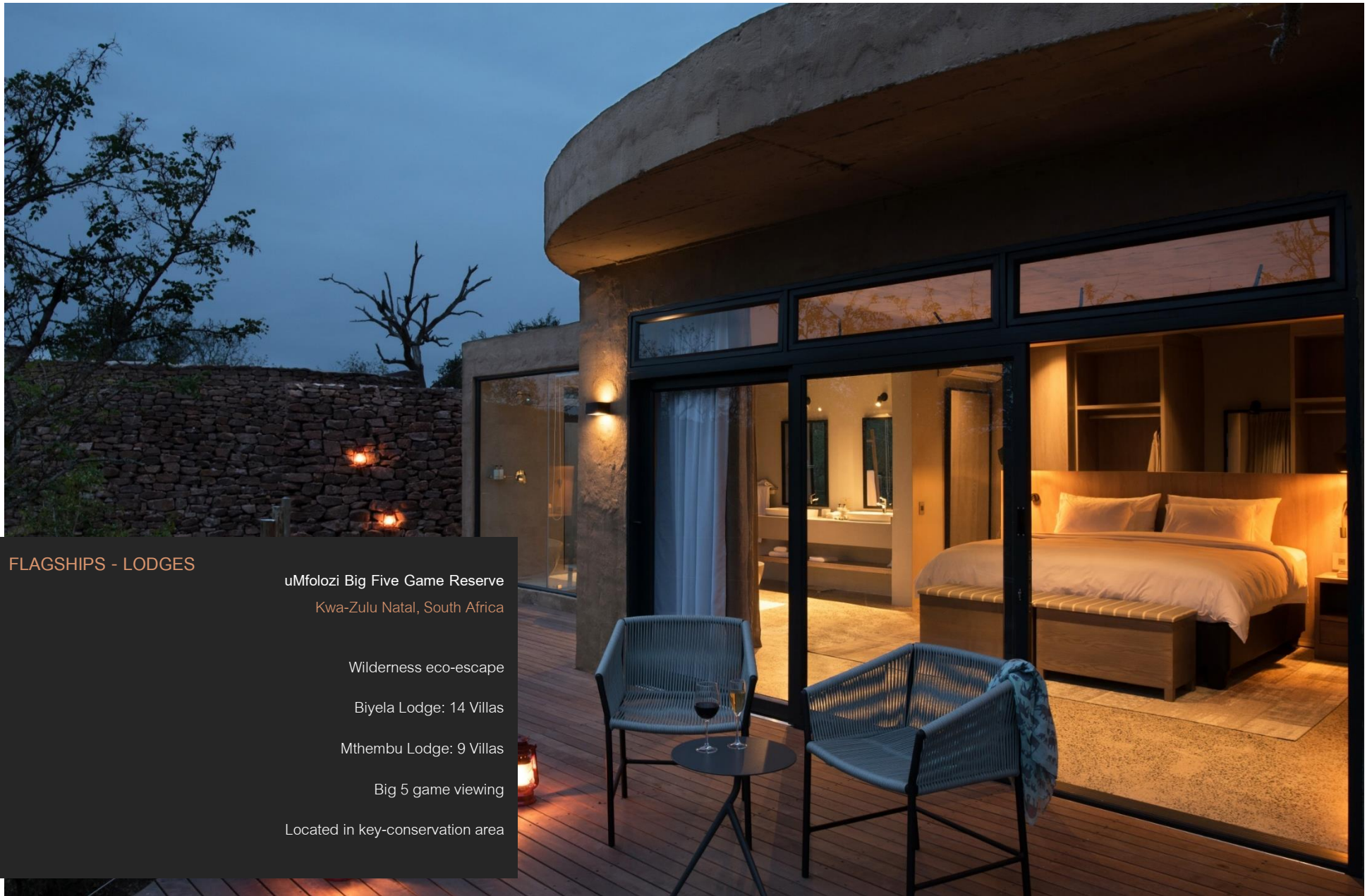
7 luxurious suites

Access to a private beach

Gourmet Cuisine

Serene and pristine environment





## FLAGSHIPS - LODGES

uMfolozi Big Five Game Reserve  
Kwa-Zulu Natal, South Africa

Wilderness eco-escape

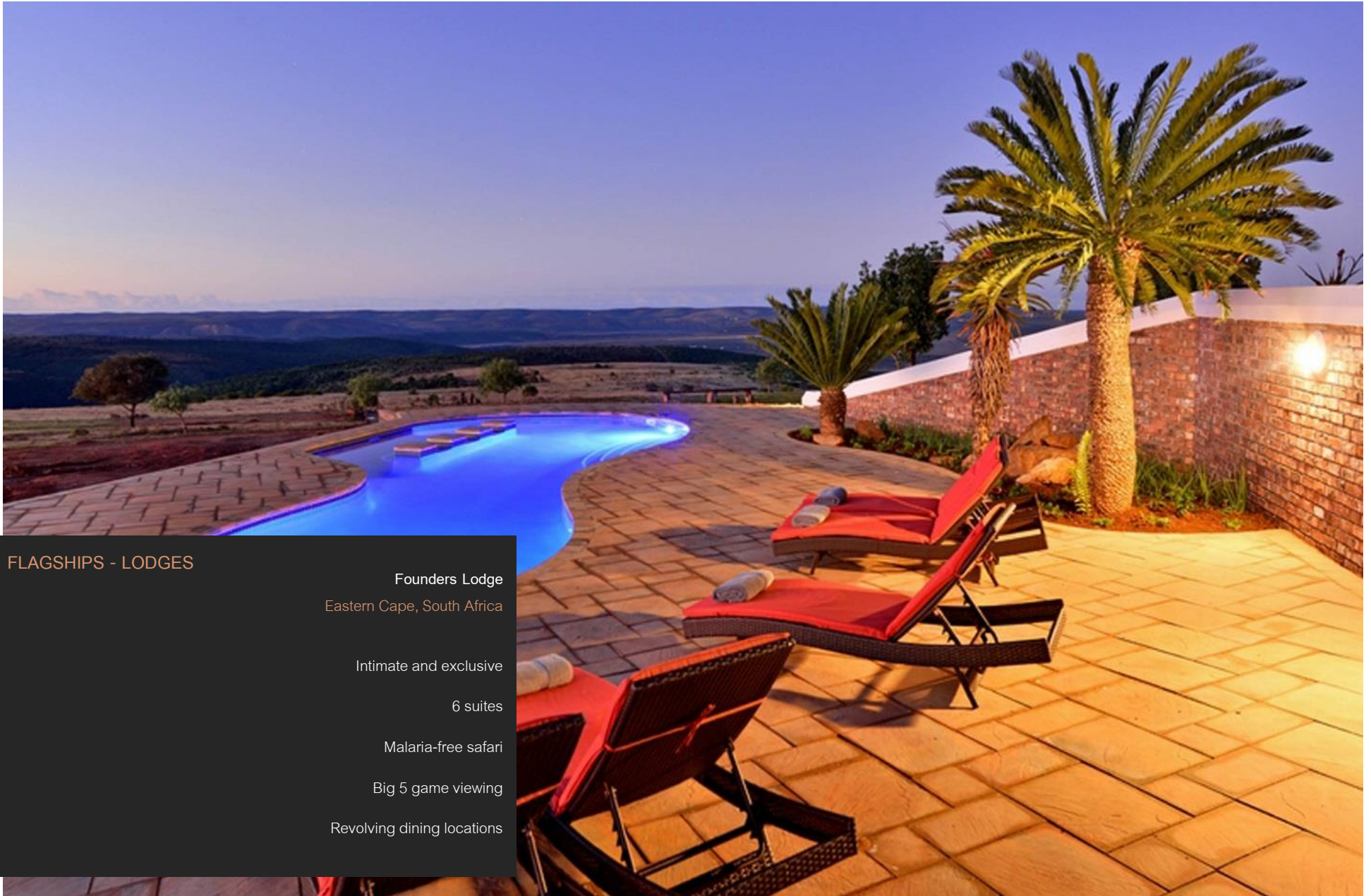
Biyela Lodge: 14 Villas

Mthembu Lodge: 9 Villas

Big 5 game viewing

Located in key-conservation area





## FLAGSHIPS - LODGES

Founders Lodge  
Eastern Cape, South Africa

Intimate and exclusive

6 suites

Malaria-free safari

Big 5 game viewing

Revolving dining locations

## Upcoming openings

### Akagera Game Lodge

Rwanda, Africa

Eco-escape with 60 rooms

Big 5 game viewing

Located within the Akagera National Park



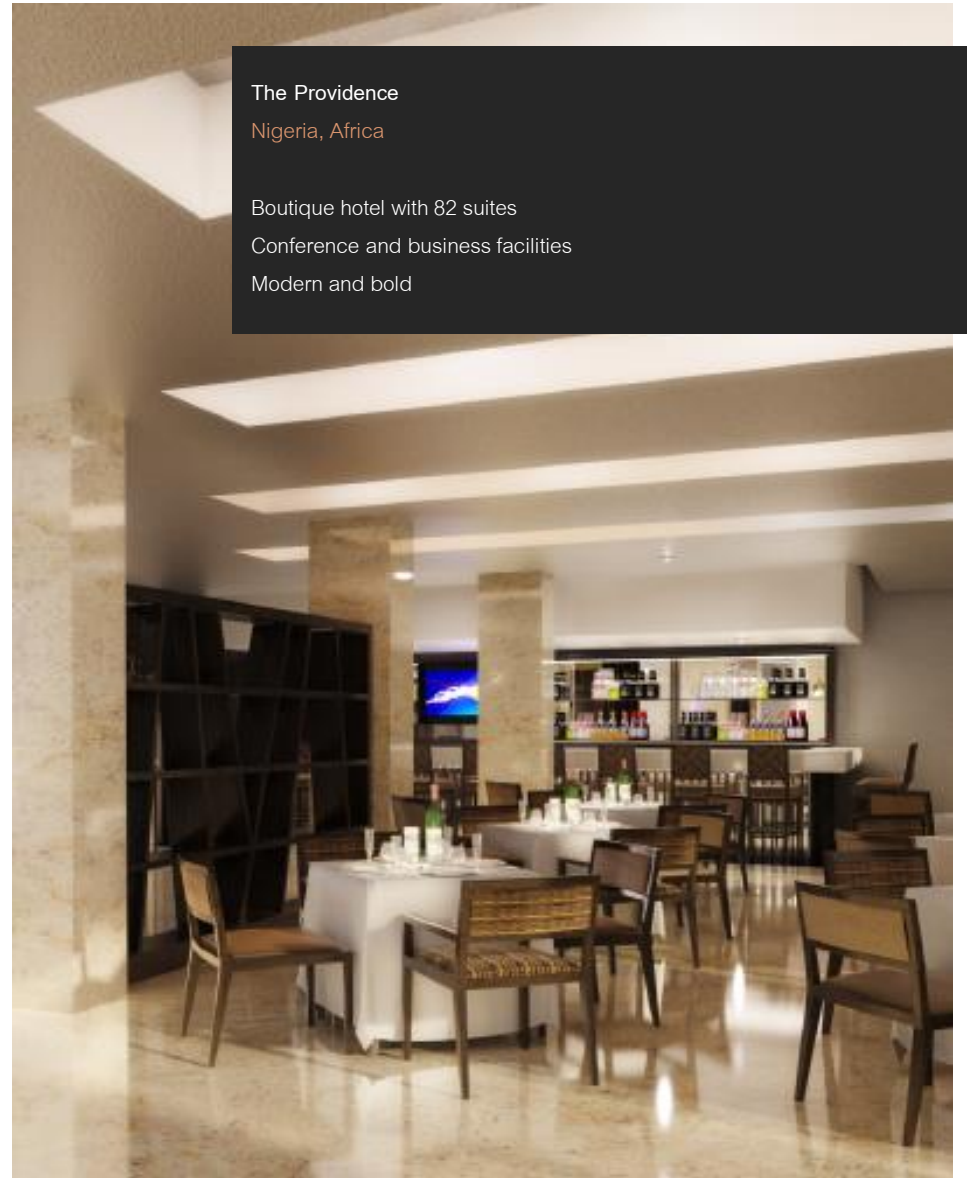
### The Providence

Nigeria, Africa

Boutique hotel with 82 suites

Conference and business facilities

Modern and bold



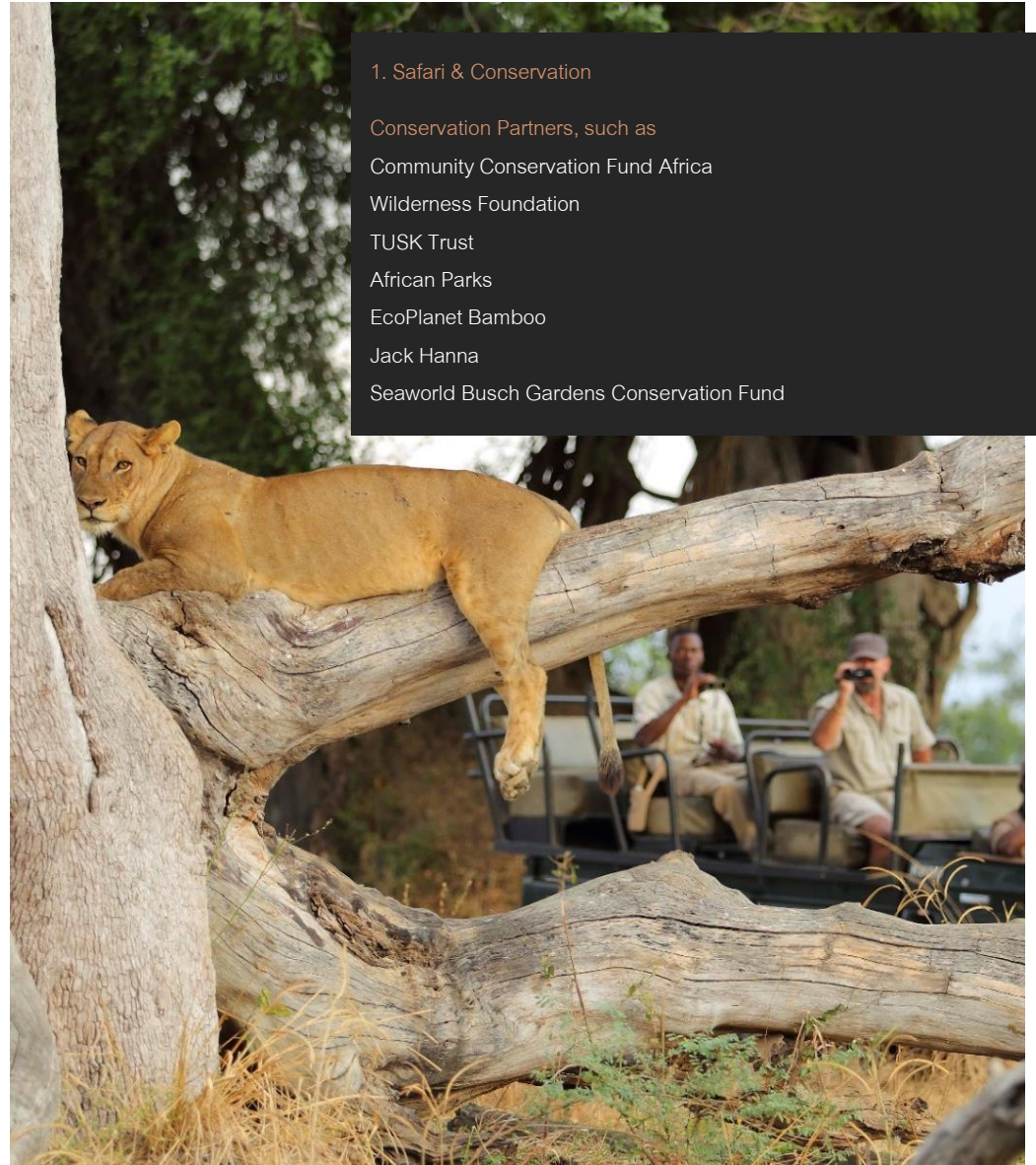


## Creatively curated experiences

Each Mantis property is a unique celebration of its destination, with creatively curated experiences that introduce our guests to the essence of the destination's culture, history, and people.

### 1. Safari & Conservation

Conservation Partners, such as  
Community Conservation Fund Africa  
Wilderness Foundation  
TUSK Trust  
African Parks  
EcoPlanet Bamboo  
Jack Hanna  
Seaworld Busch Gardens Conservation Fund



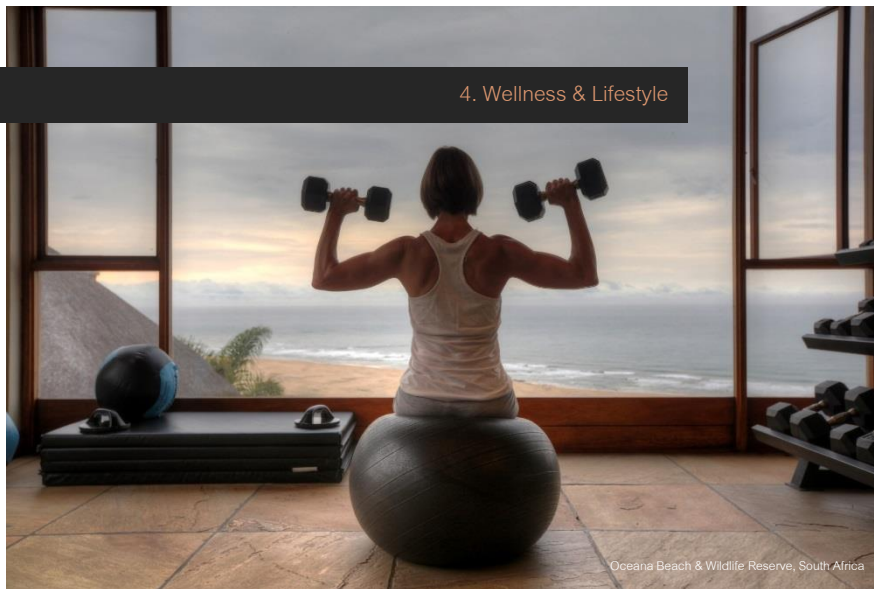


## Creatively curated experiences

### 2. Culture & Diversity



### 4. Wellness & Lifestyle



### 3. Exploration & Adventure





## Locally sourced gastronomy

Thoughtfully crafted

A celebration of the destinations culture

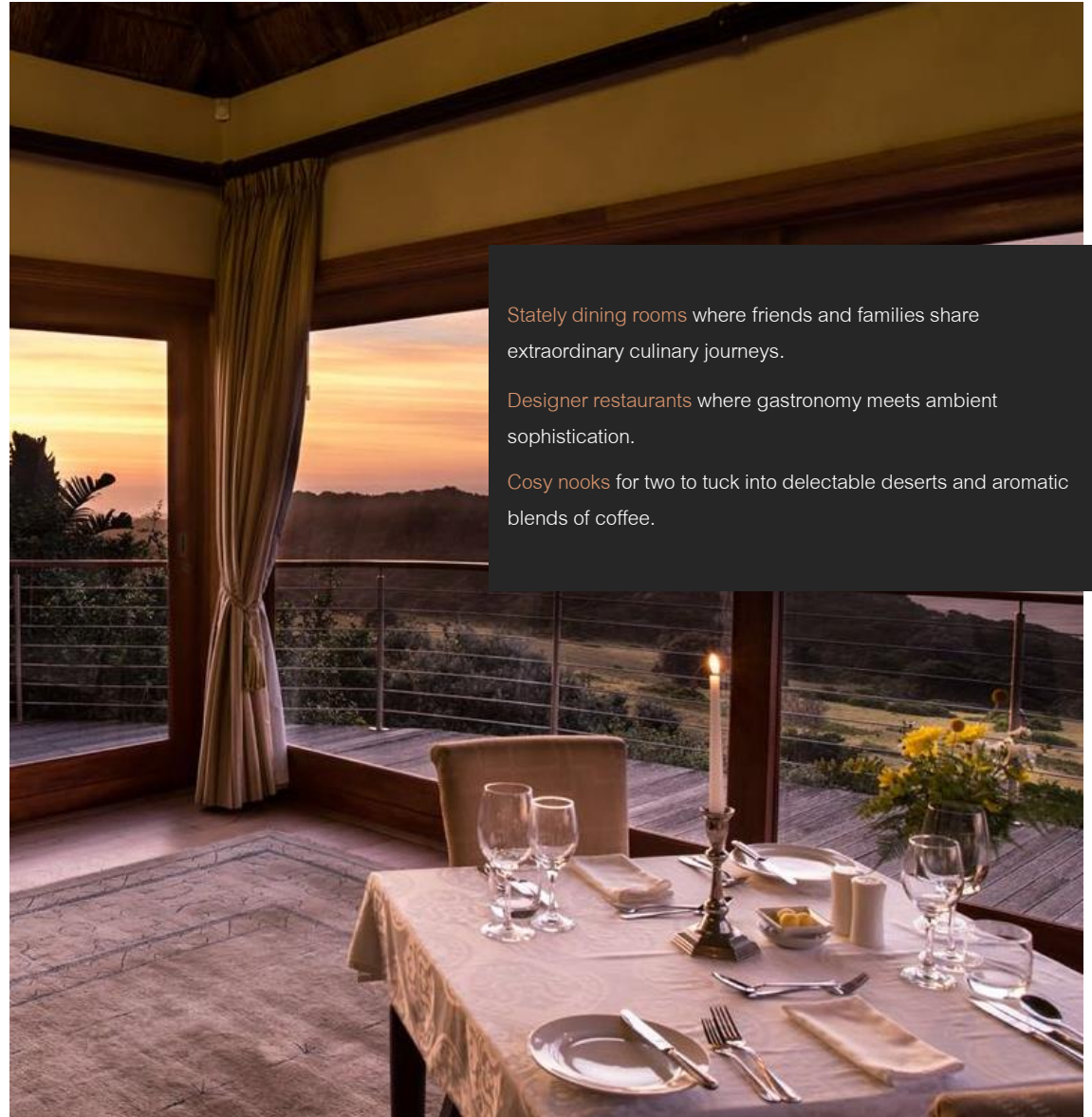
Fused with culinary trends



Stately dining rooms where friends and families share extraordinary culinary journeys.

Designer restaurants where gastronomy meets ambient sophistication.

Cosy nooks for two to tuck into delectable deserts and aromatic blends of coffee.





## Thoughtfully designed spaces

### Professionally planned events

From personal to corporate, intimate to festival-styled; our venues and spaces transform into enchanting spaces perfect for destination weddings, intimate parties and dynamic events.

### Dining Spaces

From fine dining restaurants with master-chef-level kitchens to simple breakfast rooms and outside dining decks; dining spaces are a prerequisite in our hotels and eco-escapes.

### Outdoor social hubs

Thoughtfully designed relaxation spaces are recommended to make the most of optimal location on the property.

### Bomas

Our Eco-escapes are designed to bring travellers closer to nature, and bomas are usually a prominent feature in our lodges to create an evening ambience where guests can dine and view the night sky.

### Guest Lounges

We recommend more than one comfortable interior space for relaxation and intimate meetings. From elaborate lounges to small nooks, we make the most of unutilized spaces to create opportunities for socializing.

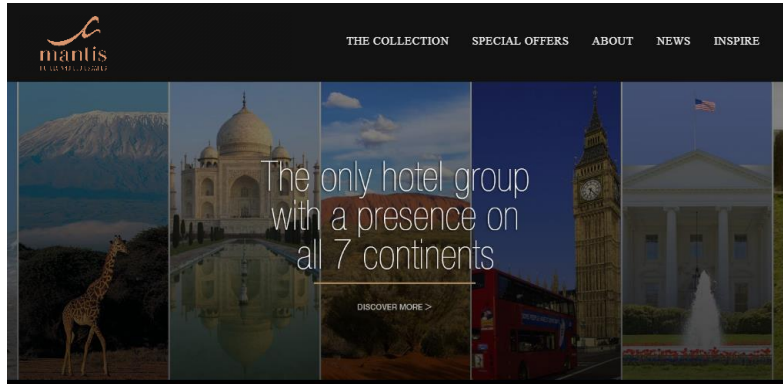
### Meeting Rooms

Our boutique hotels feature workspaces for professional use. Depending on available space, we recommend incorporating either informal meeting lounges, formal boardrooms or business centres into a property's blueprint.

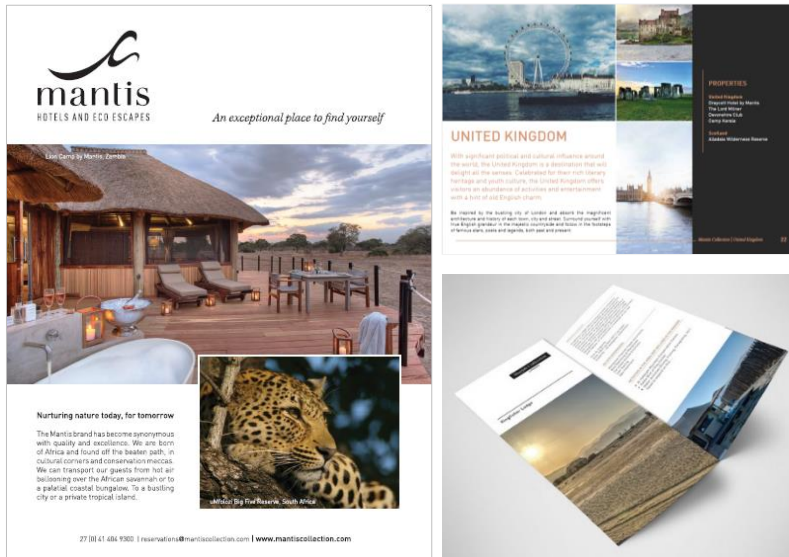


# Mantis Communication

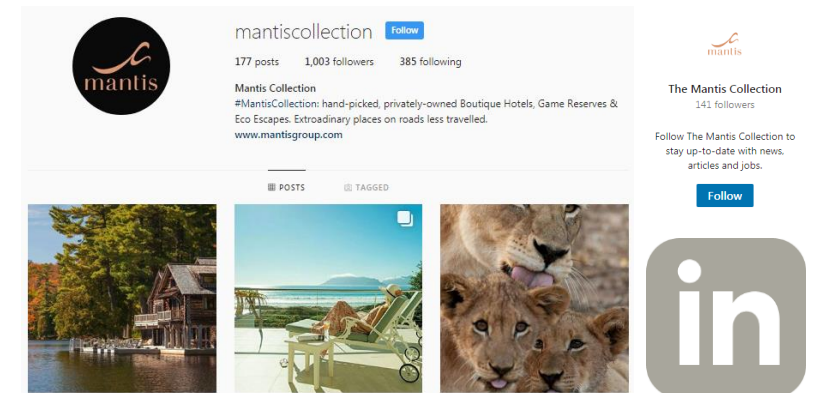
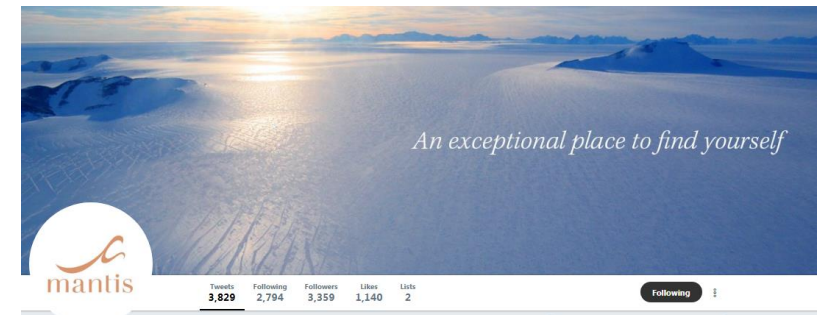
## Mantis Website



## Mantis Print Media & Advertising



## A Strong Digital Presence On Social Media Platforms









## Revenue Statistics

### Boutique Hotels

### Eco-Escapes

ADR (€)

OR

Revpar (€)

ADR (€)

OR

Revpar (€)

Africa

100 – 150 €

Africa

40% - 70%

Africa

40 – 105 €

Africa

500 – 600 €

Africa

50% - 60%

Africa

250 – 360 €

ROW

200 - 300€

ROW

60% - 70%

ROW

120 – 210 €

ROW

350 - 500€

ROW

30% - 50%

ROW

105 – 250 €

Key figures based on YTD December 2018



## Our expertise – The Mantis Big 5



A full suite of development services is offered to complement the existing operational capabilities of the group. This creates a truly unique world-class 'one-stop' service, capable of taking a project from conception and feasibility, through to detailed design and construction.

**Differentiation** sets us apart.



The Mantis Management division has a wealth of experience managing five-star boutique hotels, game reserves and eco-lodges.

Mantis offers effective operational and management services to all establishments under the Mantis brand.



Mantis offers its member properties the ideal sales and marketing solutions to ensure the success of their boutique business.



With conservation, hospitality and travel being the founding pillars of Mantis; we have aligned with partners and developed programmes that expose young minds to the tourism industry, and the practical preservation of the natural world.



At Mantis, our underlying philosophy is one of responsible and ecologically sensitive development and operations, supporting the local environment while conserving and maintaining all natural resources.

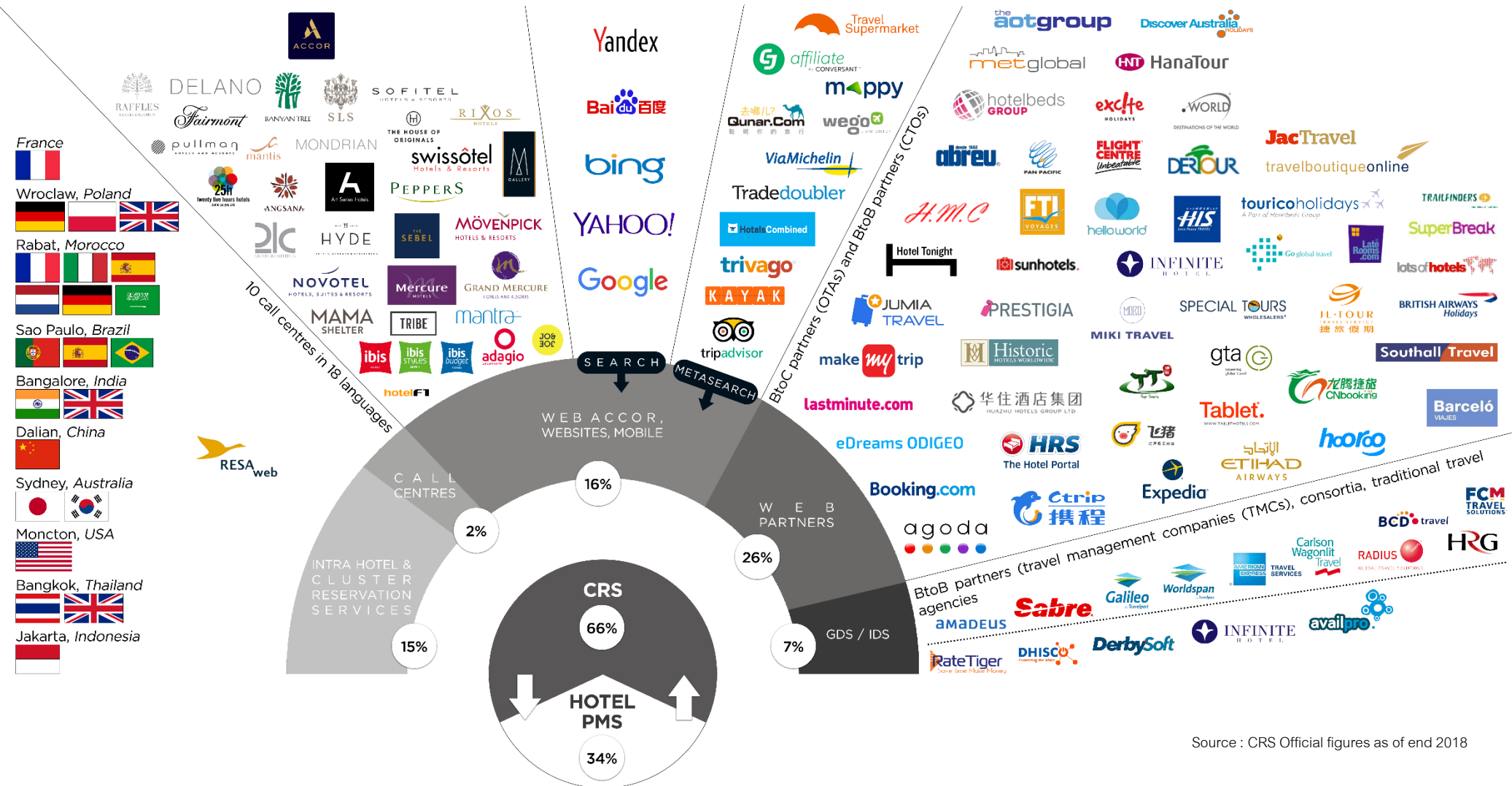




Partnership with Accor

## A robust distribution eco-system

66%  
OF TOTAL HOTEL REVENUE IS  
GENERATED BY CRS\*

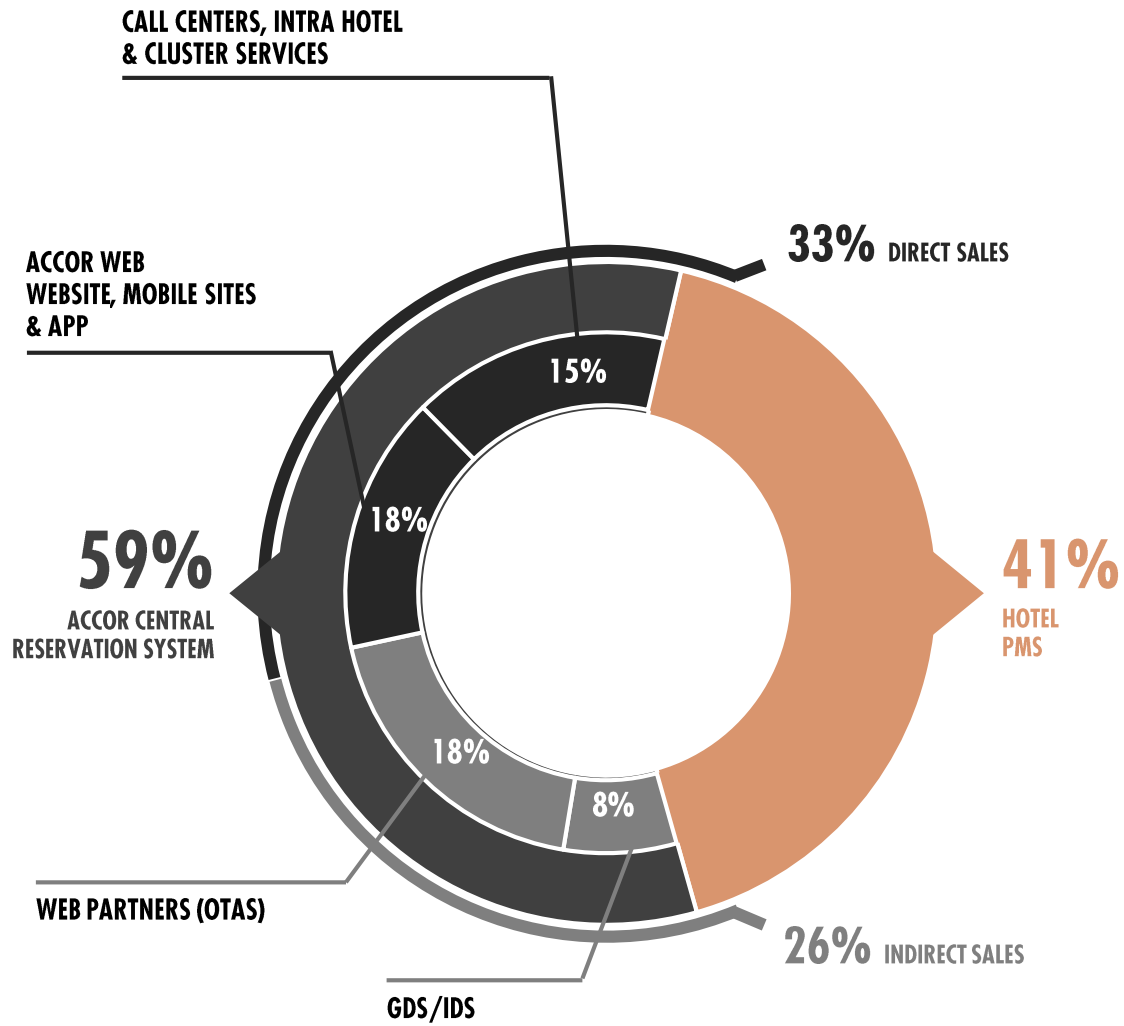


Source : CRS Official figures as of end 2018





## Distribution performance powered by Accor for Luxury & Premium brands

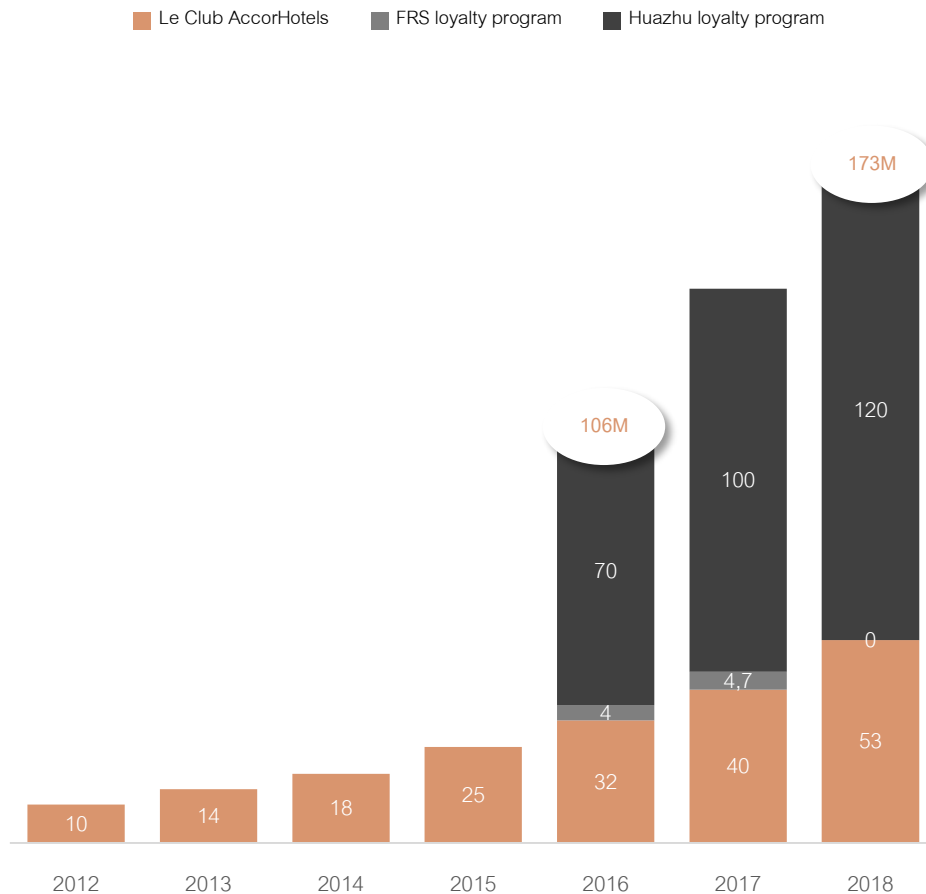


Official figures as of end 2018

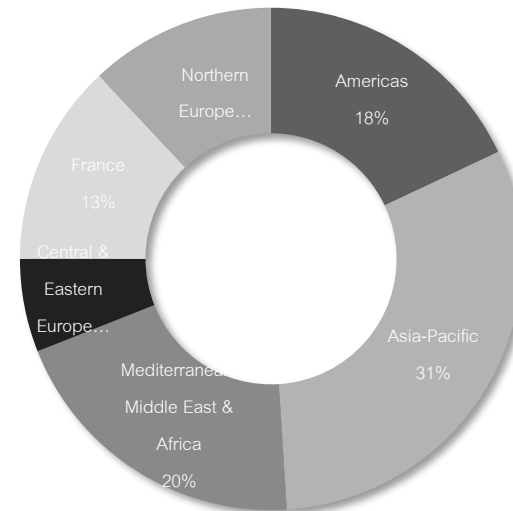


## Le Club AccorHotels, the most international and fast growing loyalty program

Loyalty members - Worldwide

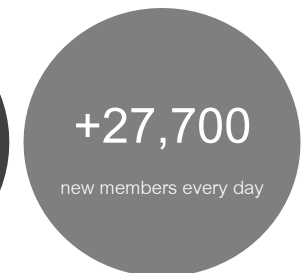
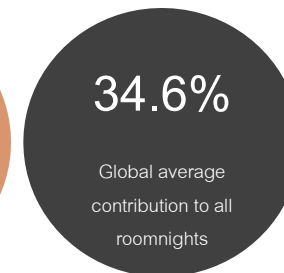
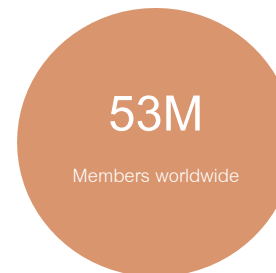


Guests' origin - Worldwide



### A Worldwide program:

- 20 brands
- 3,500 hotels in 100 countries
- Free enrollment
- 100% Web based program
- More than 27,700 new members every day
- Le Club AccorHotels represents 34.6% of all roomnights
- Partnerships with large Airlines loyalty program: Skyteam, One World, Star Alliance...



Source : LCAH by end of 2018



## Development Criteria

### ECO ESCAPES BOUTIQUE HOTELS

	Africa	WORLDWIDE
RECOMMENDED NUMBER OF ROOMS	50 – 120 keys	50 – 120 keys
ROOM AVERAGE SIZE	40 sqm and +	35 sqm and +
TGFA / ROOM	100 sqm and +	100 sqm and +
RECOMMENDED NUMBER OF ROOMS	30 – 100 keys	30 – 100 keys
ROOM AVERAGE SIZE	50 sqm and +	40 sqm and +
TGFA / ROOM	120 sqm and +	100 sqm and +
FOOD & BEVERAGE	1 Restaurant 1 Private dining area 1 Social lounge 1 Bar Inroom dining	Inroom dining 2 dining areas (Inside and Open air) Offsite dining (picnic area) 1 Bar
WELL-BEING	Spa (branded) – <i>nice to have</i> Swimming Pool – <i>nice to have</i> Fitness Centre – Onsite or nearby	Spa (branded) <sup>(1)</sup> Fitness Centre Swimming Pool Private Plunge pools – <i>nice to have</i>
MEETINGS	Meeting rooms (min 1) <sup>(1)</sup> Event rooms (min 2) <sup>(1)</sup> Business Centre available	Meeting rooms (min 1) <sup>(1)</sup> Curios Shop Boma (outdoor fire pit place) Public areas with viewing deck Library/Private lounge

	PRIME LOCATIONS	SECONDARY LOCATIONS	AIRPORTS SUBURBS
INTERNATIONAL CAPITALS	●	●	
KEY CITIES & RESORTS			
MAJOR DOMESTIC DESTINATIONS	●		
OTHER CITIES & ATTRACTIVE TOURISTIC DESTINATIONS	●	●	





*An exceptional place to find yourself.*







  
mantis

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