Why invest in Mantis

Accor Global Development
February 2019
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.
The Mantis Network & Pipeline

Network
- 29 hotels
- 578 rooms
- In 11 countries

Pipeline
- 10 hotels
- 321 rooms
- In 5 countries

Figures as of YTD December 2018

- North America: 2% (1 Hotel)
- Europe: 8% (2 Hotels)
- South America: 0%
- Africa & Middle East: 89% (25 Hotels)
- Antarctica: 1% (1 Badged)
- Asia & Pacific: 1% (1 Hotel)

10 hotels in pipeline

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

Boutique hotel
59 luxurious suites
A variety of social spaces
Conference and business facilities
Located in key business district
Zambezi Queen
Botswana, Africa

Luxury boathouse with 14 suites
Water based safari
Positioned on the Chobe River
Intimate and exclusive
Year round destination
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
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
Why Invest in Mantis | Network & Pipeline

Founders Lodge
Eastern Cape, South Africa

- Intimate and exclusive
- 6 suites
- Malaria-free safari
- Big 5 game viewing
- Revolving dining locations

Flagships - Lodges
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

Mantis St Helena, St Helena

4. Wellness & Lifestyle

Oceana Beach & Wildlife Reserve, South Africa

3. Exploration & Adventure

White Desert, Antarctica
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

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.

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.

Outdoor social hubs

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

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.

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.
Mantis Communication

**A Strong Digital Presence On Social Media Platforms**

- **Facebook**
- **Twitter**
- **LinkedIn**

**Mantis Website**

**Mantis Print Media & Advertising**

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**WHY INVEST IN MANTIS | COMMUNICATION |**
<table>
<thead>
<tr>
<th>Revenue Statistics</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Boutique Hotels</strong></td>
<td><strong>Eco-Escapes</strong></td>
</tr>
<tr>
<td><strong>ADR (€)</strong></td>
<td><strong>ADR (€)</strong></td>
</tr>
<tr>
<td>Africa 100 – 150 €</td>
<td>Africa 500 – 600 €</td>
</tr>
<tr>
<td>ROW 200 - 300€</td>
<td>ROW 350 - 500€</td>
</tr>
<tr>
<td><strong>OR</strong></td>
<td><strong>OR</strong></td>
</tr>
<tr>
<td>Africa 40% - 70%</td>
<td>Africa 50% - 60%</td>
</tr>
<tr>
<td>ROW 60% - 70%</td>
<td>ROW 30% - 50%</td>
</tr>
<tr>
<td><strong>Revpar (€)</strong></td>
<td><strong>Revpar (€)</strong></td>
</tr>
<tr>
<td>Africa 40 – 105 €</td>
<td>Africa 250 – 360 €</td>
</tr>
<tr>
<td>ROW 120 – 210 €</td>
<td>ROW 105 – 250 €</td>
</tr>
</tbody>
</table>

Key figures based on YTD December 2018
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

Focus on web: Brand.com + Accorhotels.com + Mobile websites + Partner websites

- €1.786 million
- 36%

Official figures as of end 2018
**Partnership with Accor**

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

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**Loyalty members - Worldwide**
- Le Club AccorHotels
- FRS loyalty program
- Huazhu loyalty program

- 2012: 10
- 2013: 14
- 2014: 18
- 2015: 25
- 2016: 40
- 2017: 53
- 2018: 106M

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**Guests’ origin - Worldwide**

- **53M** Members worldwide
- **34.6%** Global average contribution to all roomnights
- **+27,700** new members every day

**A Worldwide program:**
- 20 brands
- 3,500 hotels in 100 countries
- Free enrollment
- 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...

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**Source:** LCAH by end of 2018
## Development Criteria

<table>
<thead>
<tr>
<th></th>
<th>Africa</th>
<th>WORLDWIDE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>RECOMMENDED</strong></td>
<td>50 – 120 keys</td>
<td>50 – 120 keys</td>
</tr>
<tr>
<td><strong>NUMBER OF ROOMS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>ROOM AVERAGE SIZE</strong></td>
<td>40 sqm and +</td>
<td>35 sqm and +</td>
</tr>
<tr>
<td>TGFA / ROOM</td>
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### FOOD & BEVERAGE

<table>
<thead>
<tr>
<th>Africa</th>
<th>WORLDWIDE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Restaurant</td>
<td>1 Restaurant</td>
</tr>
<tr>
<td>1 Private dining area</td>
<td></td>
</tr>
<tr>
<td>1 Social lounge</td>
<td></td>
</tr>
<tr>
<td>1 Bar</td>
<td></td>
</tr>
<tr>
<td>Inroom dining</td>
<td>2 dining areas (Inside and Open air)</td>
</tr>
<tr>
<td>Spa (branded) – <em>nice to have</em></td>
<td>Offsite dining (picnic area)</td>
</tr>
<tr>
<td>Swimming Pool – <em>nice to have</em></td>
<td>1 Bar</td>
</tr>
<tr>
<td>Fitness Centre – Onsite or nearby</td>
<td></td>
</tr>
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### WELL-BEING

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<thead>
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</thead>
<tbody>
<tr>
<td>Meeting rooms (min 1) (1)</td>
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</tr>
<tr>
<td>Event rooms (min 2) (1)</td>
<td>Curios Shop</td>
</tr>
<tr>
<td>Business Centre available</td>
<td>Boma (outdoor fire pit place)</td>
</tr>
<tr>
<td>Spa (branded) – <em>nice to have</em></td>
<td>Swimming Pool</td>
</tr>
<tr>
<td>Swimming Pool – <em>nice to have</em></td>
<td>Private Plunge pools – <em>nice to have</em></td>
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<tr>
<td>Fitness Centre</td>
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<td></td>
</tr>
<tr>
<td>Library/Private lounge</td>
<td></td>
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### MEETINGS

(1) Based on market demand
An exceptional place to find yourself.