

MEDIA RELEASE - 15 August 2001

South African National Parks (SANParks) announces the winners of the second phase of its Commercialisation Programme

South African National Parks (SANParks) announced the winners of the two ecotourism concession sites, as well as the winners of the tenders for restaurants and shops within SANParks, at its head office in Pretoria on 13 August 2001.

The commercialisation program, which has been described as a strategy for conservation, aims to enable private sector operators to become involved in Parks commercial operations, while freeing the organisation to focus on its core business of bio-diversity conservation. The first phase of the program was completed in November last year and resulted in seven lodges (six in the Kruger and one in Addo) being successfully awarded to private operators via 20-year concession contracts. Yesterday a further two 20-year concessions were awarded, one in the Kruger National Park and another in Cape Town, in the Cape Peninsula National Park.

Concessions

Following a comprehensive evaluation of the technical offers, a public opening of the financial offers took place at SANParks head office yesterday.

The Mutlumuvi concession in the Kruger National Park, situated 10 km north-east of Skukuza, was awarded to Kosi Forest Camp (Pty) Ltd. The R6.3 million proposal is based around the development of a unique, exclusive trails experience within the Kruger National Park. The proposal involves a tented main camp and two fly-camps. The shareholders consist of Landela Lodges, Lechwe Tours and Safaris, Jann Kerr and Isibindi River Explorers.

The Round House Precinct, situated in The Glen on the border of Camps Bay, Cape Town, was awarded to Skillfull 77 (Pty) Ltd. The shareholders of Skillfull 77 are Halcyon Hotels and two private individuals. The facilities planned are a bar lounge, tea room, restaurant, an exclusive dining area in a wine cellar and a luxury limited service hotel. The total capital investment is estimated at R20 million.

Under the terms of the Concession Contract, SANParks will receive a guaranteed minimum income stream equivalent to 65% of the forecasted payments. At maturity the guaranteed income for the two concession sites will be R963 000 per annum with an anticipated income of R1,48 million per annum.

Restaurant and Retail Facilities

SANParks embarked on a tender process for the outsourcing of restaurants and shops within SANParks, in March 2001. Following the submission of bids on 27 July 2001, a comprehensive technical evaluation process was undertaken. The bids were adjudicated on the basis of empowerment, operational ability and proposed design theme. Under the empowerment section, attention was paid to creating opportunities for Historically Disadvantaged Individuals and women, particularly those from communities adjacent to the parks. In addition, private operators will have to respect the existing SANParks regulations regarding the protection of the environment, as well as take cognisance of branding sensitivities. These facilities were awarded as going concerns, complete with staff and assets, under contracts that will transfer full operational control to the private operators.

In the Kruger National Park, the restaurants were packaged geographically into two packages - Southern and Northern Kruger. Both of these packages were won by a consortium, called Vilayet (Pty) Ltd, made up of Sakhile Kopano Catering (Pty) Ltd and Edge to Edge (Pty) Ltd. Furthermore a National Tribal Community Trust will be a 10% shareholder. This consortium also won the tender for the Tshokwane and Nkhuhlu picnic sites in the Kruger National Park. The executive director for the Vilayet consortium is Mr. Danny Holten, with Ms. Florah Marvis as a non-executive director.

The tender for the joint restaurant and retail facilities at the Karoo National Park, Punda Maria and Shingwedzi in the Kruger National Park, Wilderness National Park shop and Bontebok National Park shop, was awarded to a consortium called Skillfull 46 (Pty) Ltd. The consortium is made up of Sakhile Kopano Catering (Pty) Ltd, Tony Kennett (owner/operator of Kraal Kraft), Mr. A Ponting (deputy chairman of Fashion Africa Ltd) and a National Tribal Community Trust.

The main shareholders of Sakhile Kopano Catering (Pty) Ltd are Sakhile Caterers (Pty) Ltd and Kopano Ke Matla Investment Company (Pty) Ltd, whose sole beneficiary is the Congress of South African Trade Unions (COSATU).

The tender for the Afsaal picnic site in the Kruger National Park was awarded to Mitomeni River Lodge, which was awarded the Jock of the Bushveld concession in November 2000.

The shops in the Kruger National Park were awarded to a consortium made up of Tigers Eye Retail (a wholly-owned trading division of Tourism Investment Company – Tourvest), Metcash Trading Limited (a wholly-owned subsidiary of Metro Cash and Carry Ltd) and the Siyazisiza Trust/ KhumbulaZulu Craft. This consortium was also awarded the tender for the operation of the Addo Elephant National Park and Tsitsikamma National Park shops.

The tender for the restaurants at Addo Elephant National Park and Tsitsikamma National Park, and the joint restaurant and retail facility at Mountain Zebra National Park was won by Dreamcatcher Four (Pty) Ltd, a Port Elizabeth based company represented by Toto van der Merwe.

E J Viljoen & Associates was awarded the tender for the operation of the Kgalagadi Transfrontier Park and Augrabies Falls National Park joint restaurant and retail facilities.

"Visitors can look forward to a marked improvement in the quality of all products and services on offer in our parks as a result of these strategic alliances. At the same time the improved efficiencies will result in more funds being secured for conservation, ensuring the continued sustainability of our parks," said Peter Fearnhead, Head of the Commercial Development department.

Details of the winning bidders will be available on the SANParks website (www.parks-sa.co.za), or from the Commercial Development department on (012) 426-5021.

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