Showcase of the Available Opportunities

General Manager: Business Development
Ms. Annemi van Jaarsveld
Tourism Investment Opportunities Overview

123 opportunities across 14 parks
Tourism Investment Opportunities

Overview

Over the last 20 years, SANParks has developed a Private Public Partnership (PPP) portfolio of 60 tourism projects ranging from accommodation, retail, restaurants and activities.

Our partnerships with various private sector entities have been pivotal in enhancing the experience of tourists who visit our parks. It is through these partnerships that we have been able to provide an array of facilities that are vital to an enriched tourist experience.

This pipeline of new PPP opportunities, which will be implemented over the next 10 years, aims to fill major product gaps to widen the appeal of the parks to new markets while ensuring that the principal drawcards to our parks are not diluted and continue to hold appeal for our loyal traditional markets.
Tourism Investment Opportunities Overview

Accommodation

Activities

Restaurants

Retail

Multi-use Facilities

Other
Dependencies

Timing of when opportunities will be advertised is dependent on:

• **PPPFA Regulations:**
  - Legal challenge on PPPFA regulations being resolved and new regulations published
  - Resumption of advertising of tenders

• **COVID-19 Force Majeure Extensions:**
  - Current contract expiry dates may be further extended

• **Priorities:**
  - Interest in opportunities
  - Demand for product
  - Internal implementation capacity
Showcase

Pipeline and Upcoming Opportunities
Pipeline: Addo Elephant National Park

Darlington Farm House Lodge
Pipeline: Agulhas National Park

Agulhas Lighthouse Precinct

Retail shop & restaurant

Tourism adventure facilities
Outsourcing of a portion of self-catering units for development as a lodge

Suspension bridge over the Augrabies Gorge

Eco-adventure activities
Pipeline: Bontebok National Park

Die Stroom functions venue with related tourism activities
Pipeline: Camdeboo National Park

- Driekoppe 4x4 Trail
- Rustic Camp Site
- Lakeview Tented Camp
- Winterhoek Guesthouse
Pipeline: Garden Route National Park, Knysna Section

Various Accommodation Facilities

- Knysna Estuary Accommodation
- Tree-top Units
- Brenton on Sea Guesthouse
- Luxury Houseboat
- Mobile Tented Camp Events
- Harkerville Campsite
- Motorised flotation platforms for caravans

- Trail Activities (horse, 4x4)
- Aquarium & Conference Venue

- Thesen Island Events
- Wedding & Event Vessel
- Garden of Eden Precinct
Upcoming Opportunities: Garden Route National Park, Knysna

Thesen Island

• **Accommodation**
  Opportunity to build, operate, manage and maintain an accommodation facility in Thesen Island.

• **Restaurant**
  Opportunity for a Private Party to operate and maintain a restaurant facility located in Thesen Island. The Private Party will be required to do some renovations to the building and also bring in the necessary equipment, furniture and fittings that are required to operate the restaurant.

• **Status:** Planned for advertisement in FY22/23
Pipeline: Garden Route National Park, Tsitsikamma Section

Various Activities
- Aquarium
- Boat Cruise
- Cable Car
- Dolphin & Whale Watching
- 4x4 Trail in Soetkraal
- Suspension Bridge Walking Trail with Zip Line
- Water-based Activities
Various Accommodation Facilities
- Accommodation units
- Guest Cottage
- Treehouses
- Camping

Pipeline: Garden Route National Park, Wilderness Section

Various Activities
- Canoeing
- Fishing Charter
- Function Venue
- 4x4 Trails
- Horse Trails
- Open Air Theatre
- Paragliding
- Tree-top Walk
- Touw River Mile

- Pop-up Restaurant
- Pop-up Shop
Pipeline: Golden Gate Highlands National Park

- Glamping (Tented Accommodation & Camping)
- Maluti Camp Site
- 4x4 Trail
- Sports Tourism
Various Accommodation Facilities

- Punda Maria Treehouse Camp
- Pafuri Camp
- Sabie River Guest Houses
- Private & Group Camping
- Rental of Camping Equipment
- Masorini Cultural Heritage Camp
- Shangoni Cultural Camp
- Reenvoël Dam Tented Camp
- Tourism Accommodation (User Rights)

Various Activities

- Spa
- Events
- Quad Biking
- Mountain Biking
- Adventure Motorcycling
- Virtual Game Drive
- Boat Cruise
- Cultural Heritage
- Underground Hides
Various Restaurant & Retail

- Mathekenyane Picnic Site
- Food Vending Vans
- Branded Environmentally Friendly Drinking Water Dispensing

Other (Non-tourism)

- Beneficitation and Sale of Wildlife Products
- Greater Kruger Game Meat Sales
- Warehouse and Logistical Hub
- Staff Accommodation

Phalaborwa Activity Hub

Phabeni Precinct

Pipeline: Kruger National Park

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Upcoming Opportunities: Kruger National Park

Skukuza Safari Lodge

The opportunity is for the management and operation of the Skukuza Safari Lodge and Nombolo Mdhluli Conference Centre in the Kruger National Park for a period of 10 years, through a management agreement.

Status: To be advertised once PPPFA regulations are finalised
Upcoming Opportunities: Kruger National Park

Lodge Concessions

Six lodge concession contracts are coming to an end over the next few years, for which SANParks will be undertaking a retender process. The lodge concessions offer the rights to operate a luxury high-end lodge, with an exclusive traversing area.

The lodge concession opportunities include:

- Jakkalsbessie Concession (currently operated as Lion Sands Kruger)
- Jock of the Bushveld Concession (currently operated as Jock Safari Lodge)
- Lwakahle Concession (currently operated as Lukimbi Safari Lodge)
- Mluwati Concession (currently operated as Imbali Safari Lodge)
- Mpanamana Concession (currently operated as Shishangeni Safari Lodge)
- Mutlumuvi Concession (currently operated as Rhino Walking Safaris)

Status: Planned for advertisement in late FY22/23 & FY23/24
Pipeline: Marakele National Park

Various Accommodation Facilities
- Chalets
- Self-catering Units
- Halal Lodge
- Lodge, including Restaurant

Shop

Day Visitor Site

Activity Hub

Backpack Hiking Trails

Other: Roads

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Pipeline: Mapungubwe National Park

- Bouquet of Accommodation Establishments, possibly including New Lodge
- Tree-top Walk & Sleep-out Decks
- Environmental Education & Training
Pipeline: Mountain Zebra National Park

- Tented Accommodation & Camping
- Bush Braai
Various Accommodation Facilities

- Hoerikwaggo Accommodation with related tourism activities
- Cape Point Visitor Accommodation Opportunities
- Da Gama Peak

Various Activities

- iCycle Adventure
- Helicopter Landing site
- Oudekraal Kayaking
- Buffels Bay / Bordjiesrif Slipway for Boating & Kayaking
- 12 Seater Bicycle with guided tours
Pipeline: Table Mountain National Park

- Kloofnek Precinct
- Signal Hill Precinct
- Tokai Manor Precinct
- Function & Wedding Proposal Sites

Groote Schuur Estate Tea Room & Restaurant
Lister’s Tokai Coffee Shop
Food Trucks with Open Cafés
Upcoming Opportunities: Table Mountain National Park

Cape Point

To invest capital for the commercial use of the Cape Point Tourism Facilities, within the Cape of Good Hope Section of Table Mountain National Park, including:

- Restaurant
- Retail shops (3)
- Funicular offerings

Status: To be advertised once PPPFA regulations are finalised
Pipeline: Tankwa Karoo National Park

Accommodation & Related Tourism Activities at Oudebaskraal & Soekop

Events (e.g. Sporting Events)
Pipeline: West Coast National Park

- Duinepos Chalets
- Langebaan Lodge
- Malgus & Jutten Islands Jetties & Boat Trips
- Food Trucks
- Geelbek Precinct
- Guided Activities
A catalogue with full list of available opportunities has been developed and will be made available on the SANParks website after the summit.
SANParks Tourism Investment Summit

2022