



at ANG'ATA Camps & Safaris - WE ONLY HAVE ONE BOSS -





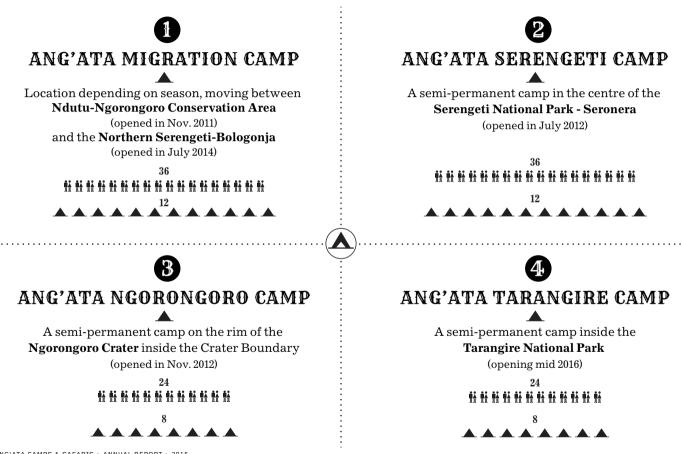
## "SINCE WE OPENED OUR FIRST ANG'ATA CAMP IN NDUTU - IN DECEMBER 2011 - WE HAVE COME A LONG WAY."

**\*\***Our good reputation has grown rapidly in the local tourism industry and we have established our name amongst our peers. The apparent success has also had it's downsides, the competition copying our designs and ideas, flattering but challenging at the same time since we now had to stay a step ahead. With the political situation in Kenya and the outbreak of Ebola in West Africa the outlook for 2014 had been smashed and 2015 looked bleak as well, elections are coming up in Tanzania and the USA, the European and Asian economic situations aren't showing any strength either, the situation is more or less volatile until then. Decisions as to the future direction of Ang'ata Camps had to be taken in order to counteract these elements.**?**?

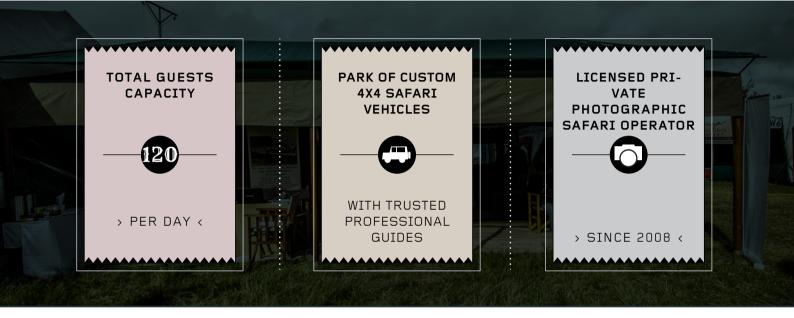
\*\* Instead of downsizing and layoffs we decided to get prepared for the better times ahead by implementing new standards, investing in our people, upgrading our production line, invest in new tents, new kitchens, a full laundry department and other structural changes on operational, managerial and marketing levels. Not the least a name change to Ang'ata Camps & Safaris with a new website to support it. All these changes are being implemented so we are prepared for the seasons to come and to improve our Guests experience in all our properties. The strive towards excellence is just beginning.<sup>99</sup>

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MAIN AREA OF ACTIVITY > LUXURY TENTED CAMPS IN NORTHERN TANZANIA



4 ANG'ATA CAMPS & SAFARIS > ANNUAL REPORT > 2015



Holding Company **Wildlife Guides of Tanzania** (T) Ltd.<sup>®</sup> (TALA Licence since 2008) now mainly operating under the business name **Ang'ata Camps & Safaris**<sup>®</sup>



All of them with African nationalities and most of them come from areas we operate in i.e. Arusha, Ngorongoro and Serengeti but also from other Tanzanian Tribes.

#### - CONTRIBUTIONS TO GOVERNMENT : VAT, PAYROLL, PARK FEES -

	2013	2014	%
VAT	\$ 4.523	\$ 18.980	+ 319,63 %
Payroll	\$ 24.454	\$ 30.217	+ 23,57 %
Park Fees	\$ 111.916	\$ 218.432	+ 95,17 %
Total USD	\$ 140.893	\$ 267.629	+ 89,95 %



2015-16 Edition.

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## SETTING NEW STANDARDS

## IN THE TANZANIAN HOSPITALITY INDUSTRY

Introducing internationally recognised policies and business practices to conform with worldwide standards and be competitive internationally.



# OUR GOALS



To fully operate by international hospitality standards

- IN THE SHORT TERM -



Expand to other National Parks in Tanzania



Eventually expand to other countries

#### SETTING NEW STANDARDS > RESPECT OF OUR ENVIRONMENT

### **RESPECT** of environment



SUPPORT TO LOCAL COMMUNITIES









- All Ang'ata Camps are solar powered and use solar water heaters for hot water production
- Minimisation of use of non-degradable or toxic products replacing them with biodegradable and non toxic products where possible
- Local sourcing and fabrication of materials whenever possible

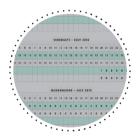
- Minimisation of waste & use of professional systems throughout, maintaining close control from start to end of chain in food & beverage operations respecting Health & Safety procedures
- Local staff trained to high standards and proven systems
- Low environmental impact on protected sites exceeding requirements of National Parks Regulations

## INNOVATIVE MANAGEMENT & MARKETING APPROACH

#### - SUPPORTED BY THE LATEST TECHNOLOGY -

BEING DEVELOPPED IN 2015 BY HYPNOTIZED.ORG - WEB DESIGN & DEVELOPMENT







New comprehensive website with online availabilities

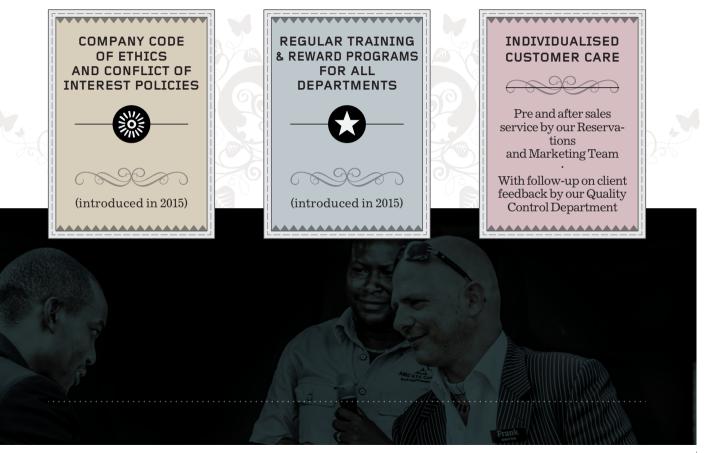
Online booking engine

**Customised Reservations System** 

Integrated comprehensive custom PMR

10 ANG'ATA CAMPS & SAFARIS > ANNUAL REPORT > 2015

SETTING NEW STANDARDS  $\rightarrow$  CODE OF ETHICS, TRAININGS & REWARD PROGRAMS



## **CLIENTS BASE**

More than 150 local TO's including Base Camp, Kibo Guides, Albatros, Carnival Safaris, MKSC, Nomad Tanzania, Dorobo, Access to Tanzania, Asilia, Mamuya Safaris and Overseas Agencies like Deeper Africa, Africa Travel Resource, Thürmer Tours, Asilia Africa, Natural Habitat, Encounter Africa, Mama Tembo and many others ...

## PARTNERS & MEMBERSHIPS

HYPNOTIZED WEB SERVICES	
EXIM BANK TANZANIA	
FLYING DOCTORS SOCIETY	
COASTAL AVIATION	
TATO	D

HAT (ATTA)

12 ANG'ATA CAMPS & SAFARIS > ANNUAL REPORT > 2015





• TRIPADVISOR RATINGS • 7/83 (NGORONGORO) • 11/83 (MIGRATION) & 13/83 (SERENGETI) IN OUR AREA IN JULY 2015



(AFRO-ASIA BUSINESS NETWORK)



INDIVIDUAL STANDS OR PARTICIPATION •

#### KARIBU TRADE FAIR - ARUSHA

KILI FAIR - MOSHI

SITES - DAR ES SALAAM

• INTERNATIONAL HOSPITALITY TRADE FAIRS •

WTM - LONDON UK

EIBTM - BARCELONA SPAIN

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EMITT - ISTANBUL TURKEY

**ITB - BERLIN GERMANY** 

INDABA - DURBAN SOUTH AFRICA

### FULL PRODUCT RANGE DESCRIPTION

- $\cdot$  Full board accommodations in custom luxury Tents
- Comfortable Single, Double, Triple, and Family Tents
  (1 Unit of 2 Tents with private Lounge) all with en suite
  Washroom containing modern facilities and amenities
  (flush toilet, mix temperature shower, vanity desk)
- · Dining and Lounge Tents
- $\cdot$  Bar with fine wines and spirits
- · All Inclusive Package on offer
- · Complementary coffee station
- (Coffee, tea, hot chocolate drinks)
- $\cdot$  Camp fire
- $\cdot$  Curio shop operated independently by staff
- · Separate Guest & Staff Kitchens
- $\cdot \operatorname{Modern} \operatorname{Staff} \operatorname{and} \operatorname{Guides} \operatorname{Quarters}$
- $\cdot$  Trained and motivated local Staff
- $\cdot \ \text{Collective Tip Box}$

#### FULL PRODUCT RANGE DESCRIPTION

- Fusion of African and Continental Cuisine by our trained Chefs
- Private Bush Lunches
- Traditional Maasai Wedding
  and Vowel Renewal Ceremonies
- Game Packages & Fly-in Fly-out Safaris in collaboration with Coastal Aviation
- Customised Photographic Safaris throughout Tanzania's National Parks and Reserves in private 4x4 Vehicles with professional multilingual Guides
- $\cdot$  Walking Safaris where permitted
- $\cdot$  Third Party operated Balloon Safaris
- Third Party operated Chimpanzee trekking, Gorilla trekking, Mount Kilimanjaro hikes
- Holiday extensions to Zanzibar, Pemba, Mafia,
  Pangani and other luxury destinations like Mauritius and the Seychelles.





visit ANG'ATA Camps & Safaris

- ANGATACAMPS.COM -