

# TOUR AFRICAN WOODLANDS

OKAVANGO DELTA~MOREMI~KALAHARI~CHOBE



## VISION

Botswana's luxury safari market represents one of the most durable and attractive tourism segments in Africa, underpinned by strong international demand, disciplined conservation policies, and a long-standing commitment to high-value, low-impact travel. The Okavango Delta, in particular, commands premium pricing due to its ecological uniqueness, limited development footprint, and global brand recognition among high-net-worth travelers. These structural characteristics create a market environment defined by pricing power, high barriers to entry, and long-term demand resilience.

**Saguni Safari Lodge represents a rare opportunity to acquire control of an established, revenue-generating luxury asset in this environment.** Situated in Botswana's Okavango Delta, the lodge benefits from structural barriers that limit new competition while sustaining strong global demand for high-end experiences.

Tour African Woodlands' strategy is to consolidate ownership of this proven asset and scale it into a vertically integrated hospitality and aviation platform. The approach is led by founder-operator Mr. Moathodi Judge Sango and family, whose existing ownership and deep operating experience provide continuity, local credibility, and execution certainty from day one.

The value-creation thesis is straightforward: expand capacity in a market where demand consistently outpaces supply, and capture more of the tourism value chain by integrating air access with lodge operations. This model improves guest experience, increases revenue per visitor, and reduces dependency on third-party providers - creating a more resilient, higher-margin business.

## Straightforward value-creation:

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Expanding capacity in a market  
where demand outpaces supply

# TOUR AFRICAN WOODLANDS

Tour African Woodlands Proprietary Limited is a Botswana-registered tourism enterprise incorporated on 20 December 2022 under the Companies and Intellectual Property Authority (CIPA). The company was founded by Mr. Moatlhodi Judge Sango, a seasoned hospitality and tourism professional with extensive operating experience in the Okavango Delta.



Tour African Woodlands is positioned to lead Botswana's luxury safari market

Mr. Sango currently holds a 40% ownership stake in Nkarally Holdings (Pty) Ltd, trading as Saguni Safari Lodge, and is in the final stages of acquiring the remaining shareholding through executed agreements with existing shareholders. This transaction forms the cornerstone of Tour African Woodlands' strategy to establish a fully integrated tourism platform anchored by a proven luxury lodge asset in one of Africa's most sought-after safari destinations.

The strategic objective of Tour African Woodlands is to build a vertically integrated tourism group operating high-end lodges, safari experiences, and aviation services within Botswana. By combining accommodation, activities, and transport under a single operating structure, the company aims to strengthen operational control, improve margins, and deliver a consistent, premium guest experience aligned with Botswana's low-volume, high-value tourism model.

## CHALLENGE

While demand for high-end safari experiences continues to grow, the expansion of premium lodge capacity has lagged behind market needs. Peak-season demand routinely exceeds available supply, resulting in consistently high occupancy and limited inventory availability at the upper end of the market.

This imbalance is evidenced by Saguni Safari Lodge’s forward booking profile for the 2025/26 financial year, which already reflects 4,739 confirmed bed-nights and USD 2.48 million in secured accommodation and ancillary revenue, with additional upside from provisional bookings.

At the same time, the safari tourism value chain remains fragmented. Most lodge operators rely on third-party air charter providers to access remote locations, introducing cost inefficiencies, operational dependency, and inconsistency in the guest experience. This structural reliance prevents operators from capturing the full economic value of the guest journey and limits margin optimization in an otherwise premium-priced market.

## SOLUTION

The proposed acquisition of Saguni Safari Lodge by Tour African Woodlands directly responds to these structural dynamics by consolidating ownership of a proven luxury lodge asset and expanding it into a vertically integrated hospitality and aviation platform. The strategy combines established lodge operations with the development of an additional camp and a dedicated charter airline, allowing the business to internalize transport, accommodation, activities, and ancillary services.



Saguni Safari Lodge currently operates 22 luxury tents with a total capacity of 44 guests and demonstrates strong pricing and occupancy performance. At stabilized operations, the lodge is projected to generate approximately USD 5.7 million in annual revenue, with expansion expected to lift total stabilized revenues to approximately USD 8 million within five years. Vertical integration is designed to improve margins, enhance guest consistency, increase revenue per visitor, and reduce dependency on third-party providers.

Beyond financial performance, the model supports local employment, strengthens community partnerships, and aligns with Botswana’s national tourism objectives around value-chain localization and sustainable, low-impact development. This approach positions the platform to scale responsibly while establishing a durable presence within one of Africa’s most sought-after luxury tourism markets.

# COMPETITION

Competitive differentiation in this market is driven less by price and more by location quality, service consistency, operational reliability, and ease of access. While competition exists among luxury safari operators, many remain reliant on external charter companies for guest transfers, resulting in fragmented experiences and higher operating costs. This structural dependency limits competitors' ability to fully control the guest journey or capture ancillary revenue associated with transport and logistics.

The strategic integration of lodge operations with complementary aviation services directly addresses these competitive constraints. By internalizing transport alongside accommodation and activities, an operator can increase revenue per guest, improve margins, and deliver a more seamless experience. Within a market characterized by high demand, limited supply, and operational complexity, integrated platforms anchored by proven lodge assets are positioned to achieve sustained competitive advantage and long-term value creation.

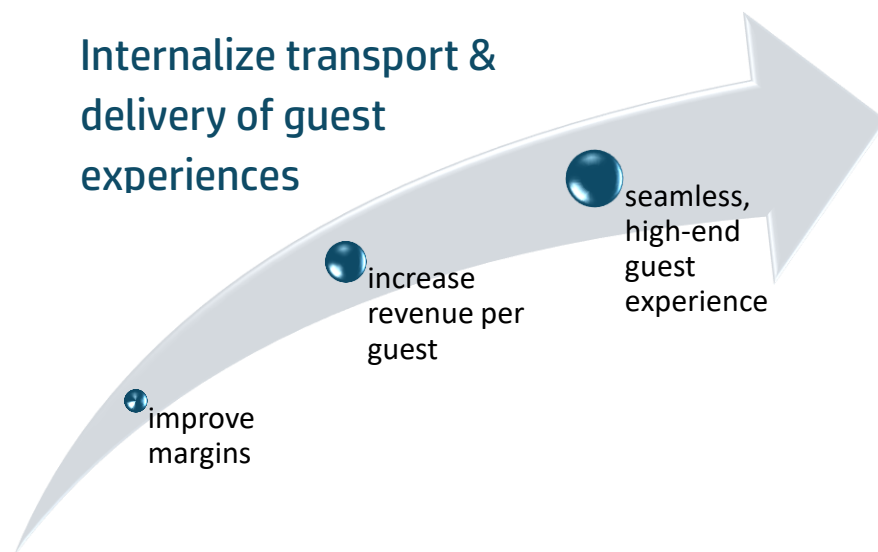
# PLAN

The business benefits from experienced, locally embedded leadership with direct equity ownership in Saguni Safari Lodge, ensuring operational continuity and market insight. Community integration is a core strength, with approximately 80% of staff recruited from the surrounding Khwai community. This approach supports workforce stability, service quality, and long-term alignment with Botswana's sustainable tourism objectives. Established health and safety protocols, including regular medical support, further reinforce operational credibility in a remote operating environment.

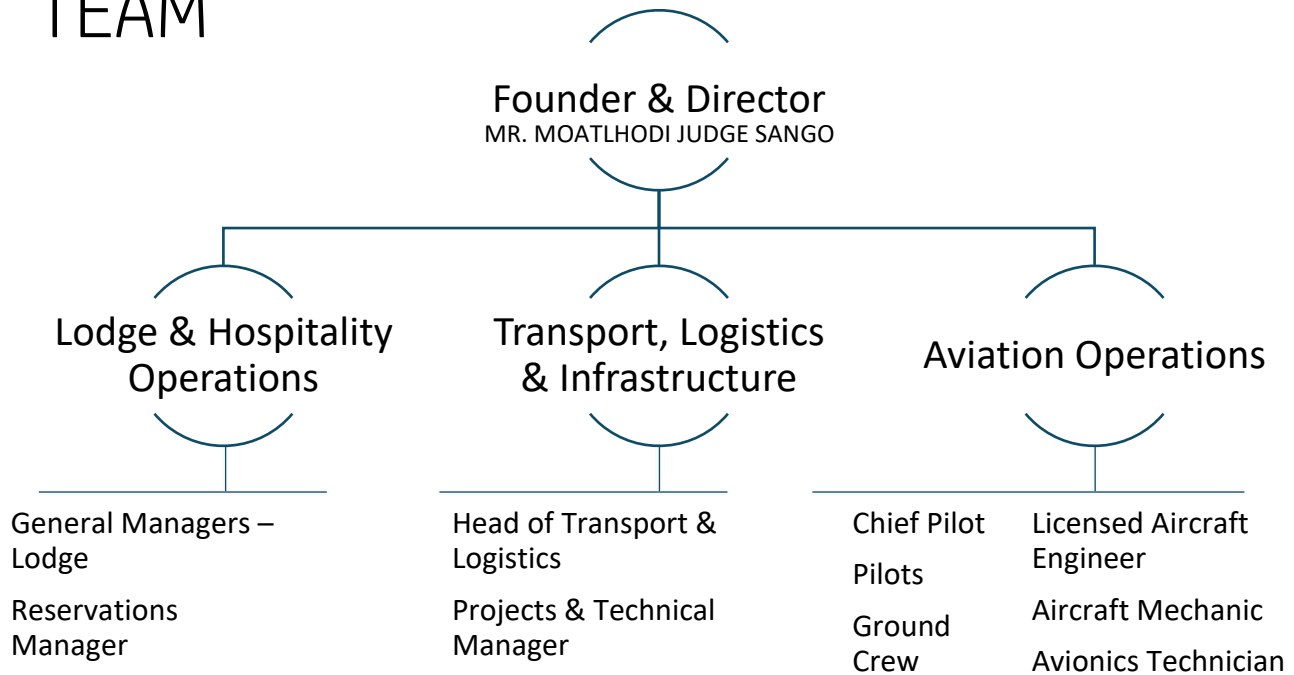
Looking ahead, Tour African Woodlands' strategy to build a vertically integrated tourism platform - combining lodge operations, mobile safaris, and a planned aviation division - addresses a key structural gap in the market. By internalizing transport and delivery of guest experiences, the company is positioned to improve margins, increase revenue per guest, and deliver a more seamless, high-end guest experience than competitors reliant on third-party providers.

This combination of proven results, local ownership, community alignment, and value-chain integration creates a defensible competitive position and a scalable platform for long-term value creation in one of Africa's most resilient luxury tourism markets.

## Internalize transport & delivery of guest experiences



## TEAM



## MILESTONES



2018-  
2022

### PHASE 1: LAUNCH OF SAGUNI SAFARI LODGE

Construction completed with 22 luxury tents; Licenses secured; Lodge began commercial operations.

2023-  
2025

### PHASE 2: EXPANSION PLANNING & DESIGN

Feasibility study completed; Environmental impact and site surveys completed; Architectural designs approved.

### PHASE 3: PRE-ACQUISITION & FUNDING

Due diligence completed for acquisition of Nkarally Holdings (Pty) Ltd; Funding arrangements ongoing with Private Investors; Aircraft offers secured.

2025-  
2026

### PHASE 4: ACQUISITION & TRANSFER OF OWNERSHIP

Final transfer of ownership; Appointment of new board; Full operational and asset audit.

### PHASE 5: BUSINESS OPTIMIZATION

Rebranding and marketing launch; Supplier contract renegotiation; Service enhancement and limited refurbishment.

2026+

### PHASE 6: CONSTRUCTION & AVIATION DEVELOPMENT

Construction of additional lodge infrastructure; Acquisition of aircraft and ground support vehicles.

### PHASE 7: CHARTER OPERATIONS & GROWTH

Launch of airline charter operations; Expanded international partnerships; Growth in occupancy, revenue and cash flow.

# FINANCIALS

Tour African Woodlands Founder and Director, Mr. Moathodi Judge Sango, is seeking USD 10.07 million in funding to acquire Saguni Safari Lodge and develop an integrated lodge and aviation platform. USD 890,000 is provided as equity, with the balance funded through investment.

Capital will be used for construction of two new lodges, solar and service infrastructure, procurement of two aircraft (Cessna 208B and Cessna 206G), safari vehicles, equipment, and working capital.

Operating Statements	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
<b>Revenue</b>					
Oil & Gas	4,656,847	4,935,604	5,229,740	5,542,576	5,879,360
Cost of Goods Sold	652,611	689,106	727,607	766,959	812,060
<b>Net Revenue</b>	4,004,236	4,246,498	4,502,133	4,775,617	5,067,300
<b>Operating Expenses</b>					
Operating Expenses	2,483,973	2,621,109	2,765,331	2,915,107	3,071,335
Contingency/ Other	248,397	262,111	276,533	291,511	307,134
<b>Total Operating Expenses</b>	2,732,370	2,883,220	3,041,864	3,206,618	3,378,469
<b>Pre-Tax Income</b>	1,271,866	1,363,278	1,460,269	1,568,999	1,688,832
<b>Source and Use of Funds</b>					
<b>Source of Funds</b>					
Investment	10,070,000				
<b>Use of Funds</b>					
Acquisition of Nkarally Holdings	(10,070,000)				
Investor distribution (20% Pre-Tax Inc)	0	0	(292,054)	(313,800)	(337,766)
	(10,070,000)	0	(292,054)	(313,800)	(337,766)
Operating Income/ (Losses)	1,271,866	1,363,278	1,460,269	1,568,999	1,688,832
<b>Total Operating Expenses</b>	(8,798,134)	1,363,278	1,168,215	1,255,199	1,351,065
<b>Net Change</b>	1,271,866	1,363,278	1,168,215	1,255,199	1,351,065
<b>Cash at Beginning of Period</b>	0	1,271,866	2,635,144	3,803,359	5,058,558
Net Change	1,271,866	1,363,278	1,168,215	1,255,199	1,351,065
<b>Cash at End of Period</b>	1,271,866	2,635,144	3,803,359	5,058,558	6,409,624



## CONCLUSIONS

This is more than an investment in a business - it is an investment in one of the last great wildernesses on Earth. Saguni Safari Lodge sits at the heart of the Okavango Delta, where scarcity, beauty, and protection converge to create enduring value. Principal Moatlhodi Judge Sango is seeking USD 10.07 million to fund this expansion.

**Backed by proven operations, deeply rooted leadership, and a vision** to thoughtfully integrate access and experience, Tour African Woodlands offers investors the rare chance to participate in a luxury platform that honors the land, empowers local communities, and delivers world-class experiences that cannot be replicated.

This is investment aligned with legacy - where exceptional returns are matched by the privilege of stewarding Africa's wilderness for generations to come.

## Build your legacy

Exceptional returns  
matched by the privilege of  
stewarding Africa's wilderness

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