



South African
NATIONAL PARKS



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Tourism Transformation Summit

Opportunities in Tourism – an overview of SANParks as player in the industry

31 October 2017

Brief Background of SANParks

- SANParks - the largest player in eco-tourism industry with 7500 beds (from budget to 5-star) and another 7500 camping beds;
- Accounts for 30% of all nature based tourism;
- 6 million visitors to parks annually;
- Mission – to develop, expand, manage and promote a system of sustainable national parks that represents biodiversity and heritage assets, through innovation and best practice for the just and equitable benefit of current and future generations



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Brief Background of SANParks

- Manages a system of National Parks
 - 19 National Parks i.e. Kruger, TMNP, Addo, Kgalagadi etc.
 - Over 4 million hectares of land, 9 Biomes i.e. fynbos, nama karoo, savanna etc.
 - Core Functions:

***Constituency
building***

Tourism

Conservation



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SANParks Market

➤ Visitation Breakdown – Total 6 million

- ✓ South African 76.9%;
 - ❑ Black Visitors 24.94%
- ✓ Foreign Visitors 23.1%
 - ❑ Germany 30.9%
 - ❑ United Kingdom 9.76%
 - ❑ France 7.82%
 - ❑ USA 9.18%
 - ❑ Netherlands 6.21%

➤ Accommodation Occupancy Rates

- ✓ SANParks Accommodation 76.4%
- ✓ SANParks Campsites 53.2%



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Self-catering in parks





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Self-catering in parks



Maintenance



Cleaning



Building





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Self-catering in parks

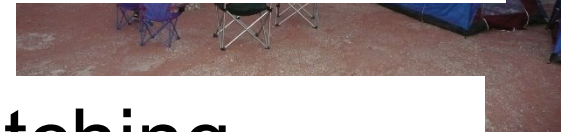
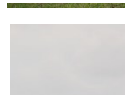
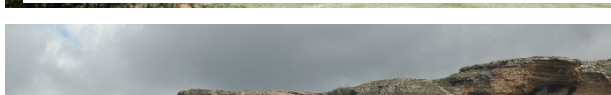
Maintenance



Pest control



Cleaning



Thatching



Building

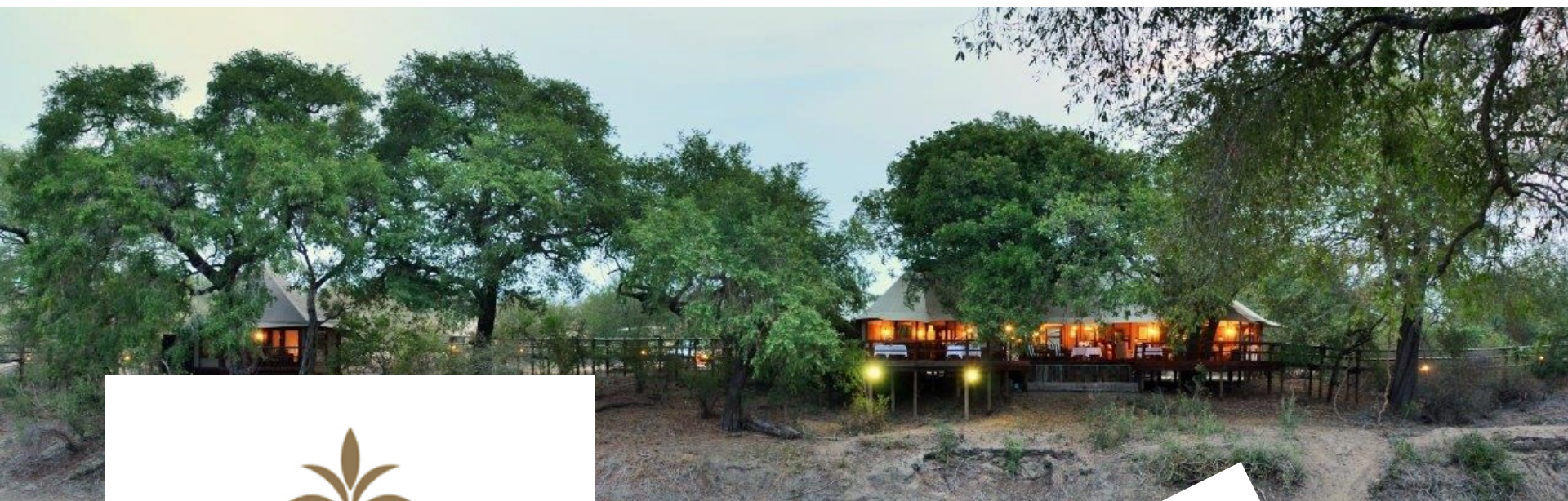


Gardening



Commercialisation as a Conservation Strategy - Objectives

- To increase the net revenue that commercial operations contribute to conservation
- To transfer specific commercial opportunities with risk to private sector operators better equipped with access to capital and markets
- SANParks to focus on core business of managing biodiversity in protected areas and provide framework for commercial operations
- Maximising opportunities for BBBEE and SMME development



Black ownership



Black ownership

Singita



Singita



Cooking school





51% Black ownership



THE PARK'S SHOP

Restaurants




MUGG & BEAN
GIVING YOU MORE AND MORE

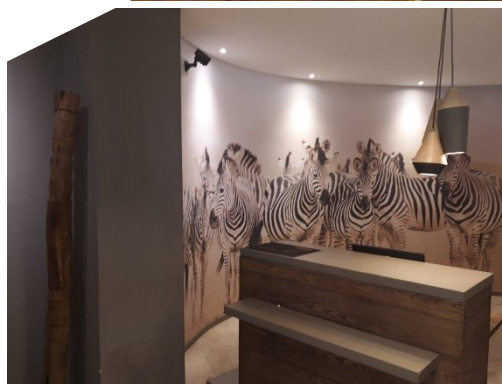


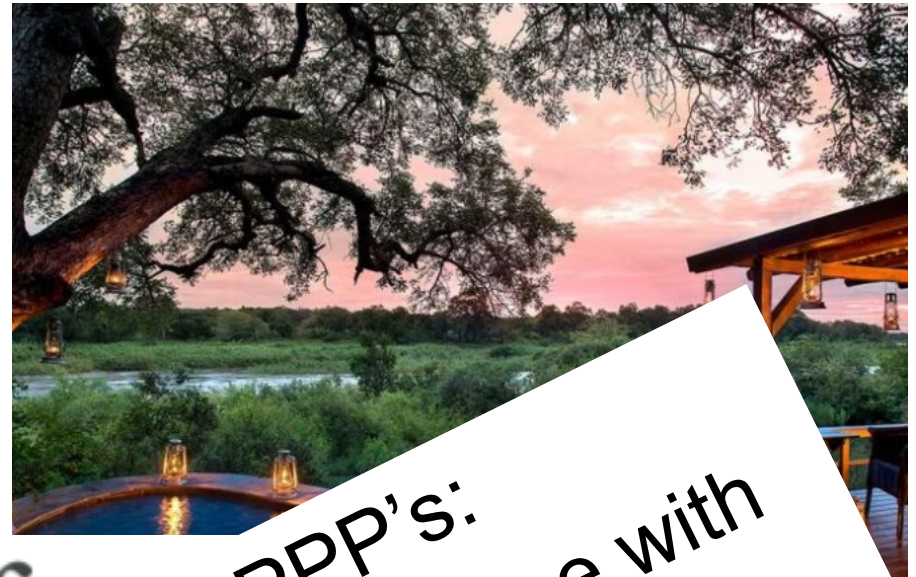
51% Black ownership



Fleet workshops

Skukuza Airport





Lion Sa

All other PPP's:
At least 65% compliance with
Tourism Scorecard





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PPP's Socic-economic benefits

- Increased employment - 2100 additional direct jobs excluding construction;
- 79% of employees recruited from communities adjacent to the Parks;
- BEE Equity > BBBEE Tourism Charter and Scorecard;
- SMME spend of R57 million per annum; and
- Multiplier economic effects



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Equity model to transfer ownership to Land Claimants

	Yr1	Yr2	Yr3	Yr4	Yr5	Yr6	Yr7	Yr8	Yr9	Yr 10		Yr 11	Yr 12	Yr 13	Yr 14	Yr 15
Successful Bidder	90%	90%	90%	90%	90%	90%	90%	60%	60%	50%		50%	50%	30%	10%	10%
Community Trust Ownership	10%	10%	10%	10%	10%	10%	10%	40%	40%	50%		50%	50%	70%	90%	90%
Successful Bidder Entitlement	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%		0%	0%	0%	0%	0%
Total BEE	Community Trust Ownership PLUS other BEE commitments as outlined in the Tourism BEE Scorecard															
Tourism Charter	As per target of the Tourism Scorecard (90%/10%)															
Tourism Charter \triangle								-30% (90%-60%)	-30% (90%-60%)	-40% (90%-50%)						
Agreement \triangle												50% (50%-0%)	50% (50%-0%)	30% (30%-0%)	10% (10%-0%)	10% (10%-0%)

$$\sum = +$$



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SCM + PPP's

2017	Closing Date
GNP-008-17- Bid invitation for the provision of helicopter services on ad-hoc basis for a period of three (3) years for South African National Parks	25 September 2017
GNP-015-17- Bid invitation for the appointment of a suitable service provider for supply and delivery of first grade lucerne and eragrostis grass for South African National Parks	25 September 2017
GNP-016-17- Bid invitation for the appointment of a suitable service provider to facilitate the design, identification and packaging of projects, and to institutionalise a Richtersveld Rural Development Project in the buffer zone of Richtersveld National Park	22 September 2017
GNP-011-17- Bid invitation for the appointment of a suitable service provider for the provision of culling operation services for selected national parks	8 September 2017
GNP-012-17 - Invitation for a suitable service provider to submit a bid for rental of Earth Moving Equipment (Yellow Metal) for SANParks for a period of five (5) years	30 August 2017
KNP-003-17 - Invitation to submit an offer to purchase canning scrap metal in the Kruger National Park	29 August 2017
GNP-007-17 - Invitation for a suitable service provider to submit a bid for a partner to act as a single service aggregator for all ICT services to SANParks for a period of five (5) years with an option to renew	25 August 2017
KNP-002-17 - Invitation to submit an offer to purchase scrap metal in the Kruger National Park	22 August 2017
KWS-005-2017 - SANParks invites prospective bidders to submit offers for the Sale of Zebra from Karoo National Park from Boma (at the Veterinary Wildlife Services Bomas in Kimberley) to veld	18 August 2017
GNP-006-17 - Invitation for a suitable service provider to submit a bid for the valuation of Table Mountain Aerial Cableway Company's cableway Assets	14 August 2017



Ample opportunities in tourism and National Parks

Many earmarked for Level 1 and 2 BEE contributors

2017		Closing Date
GNP-008-17- Bid invitation for the provision of helicopter services on ad-hoc basis for a period of three (3) years for South African National Parks		
GNP-015-17- Bid invitation for the appointment of a suitable service provider for supply of grade lucerne and eragrostis grass for South African National Parks		
GNP-016-17- Bid invitation for the appointment of a suitable service provider for identification and packaging of projects, and to institutionalise a project in the buffer zone of Richtersveld National Park		22 August 2017
GNP-011-17- Bid invitation for the appointment of a suitable service provider for operation services for selected national parks		18 August 2017
GNP-012-17 - Invitation for a suitable service provider to submit a bid for a Yellow Metal) for SANParks		14 August 2017
KNP-003-17 - Invitation to submit a bid for a suitable service provider to purchase scrap metal		22 August 2017
GNP-007-17 - Invitation for a suitable service provider to submit a bid for a aggregator for all ICT services		18 August 2017
KNP-002-17 - Invitation to submit a bid for a suitable service provider to purchase scrap metal		14 August 2017
KWS-005-2017 - SANParks invites prospective bidders to submit a bid for a suitable service provider to submit a bid for a valuation of Table Mountain Aerial Cableway Company's cableway Assets		22 August 2017



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THANK YOU

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