

QUOTATION & INDEMNITY FORM
Group Visit to Kazungula, Botswana
15 to 18 August 2017

Dear Delegate,

Africa House would like to invite you to join them on a business mission to explore opportunities in Botswana from 15 to 18 August 2017.

The mission will be led by Duncan Bonnett of Africa House. Duncan has undertaken much research in Botswana and is well acquainted with the area and with the government of Botswana's development team.

The following Quotation, Acceptance & Indemnity provides details of the visit and we would encourage you to complete and return this as soon as possible to secure your place as numbers are limited. If you have any queries please contact Nicole.

RATIONALE

The Kazungula Bridge and Border Project (KBBP) entails the implementation of new infrastructure to replace the existing ferry and border facilities between Zambia and Botswana at Kazungula. The project comprises the construction of road/rail bridge with a span of 932 metres over the Zambezi River, one-stop border facilities in each country and approximately 10km of bridge approach and access roads. The Kazungula road and rail bridge could be a key trade route linking the port of Durban in South Africa to the inland countries of Botswana, Zambia, Zimbabwe and the DRC. As part of the broader remit, the government is implementing a number of projects in the area, including:

- The Kasane-Kazungula Re- development project (KKRDP), with a strong tourism focus;
- Moseitse –Kazungula Rail Link Project;
- Transmission lines from Pandamatenga to Kasane and surrounds, as well as sub-station development;
- Pandamatenga Agricultural SEZ: Integrated farming, Agrobusiness and food Processing SEZ roughly 100km south of the border;

It is important for suppliers and contractors to position themselves early for accessing projects in this future growth area.

1. VISIT OBJECTIVE

- To investigate current and future developments regarding the developments and potential ancillary sectors including support infrastructure and commercial property.
- To identify specific opportunities emanating from these projects and the potential they offer for clients in the Botswana market, and then into the Zambian market;

AFRICA HOUSE

2. KEY FOCUS AREAS

Roads and Bridges, Railways, Power, Agri-industrial activity, , Supply Chain Logistics, Support Infrastructure (roads, water supply & sanitation), Support Industries, Commercial Property Developments, Support Services, Product Supply

3. NOTES FOR CLIENTS

- The visit will be led by Duncan Bonnett. Duncan is a partner at Africa House and has led several similar missions to countries in the region in the past.
- The travel itinerary is the one that the project leader & co-ordinator will be following.
- Clients are welcome to follow the programme as it suits their requirements.
- Initial days will be group visits with time for individual visits left open for subsequent days (it is our experience after conducting many such visits that it is counterproductive to have a fully comprehensive visit programme that does not allow flexibility for requirements that arise during the course of the visit).
- Duncan will prepare full reports on all group and key individual interviews including proposals for further action.
- Clients are urged to bring sufficient business cards as well as company material.
- **The group leader will leave in advance of the main group to ensure arrangements and deal with last minute requests from clients. They will be at the airport to meet the group on their arrival.**
- Relevant documentation including maps and area statistics will be compiled and presented to all delegates on departure.
- Clients will be required to complete a travel indemnity form.
- In order to ensure the maximum benefit of this visit for all participants, **the number of delegates is limited to a maximum of 20 on a first paid first booked basis.**
- We specifically require not more than a 10 line summary of your company / organisation profile with relevance to this particular visit e.g. past involvement or special interest in Botswana.

4. QUOTATION

Management Fee:

Africa House Subscriber Fee: R13 950.00 excluding vat.

Non-Subscriber Fee: R15 500.00 excluding vat.

The management fee will cover the following:

- Management and administration cost of facilitating the trade mission.
- Access to representatives of gas companies, key local suppliers and local government officials.
- Research and identification of potential investment projects in the area.
- Site visits
- Networking events, logistics, telephone and communication cost.
- Transport to appointments held as a group. Own/individual appointments will require own transport at own cost. Group leader will arrange drivers.
- Establish new business partners during networking meetings with local business leaders.
- After visit report upon return to South Africa.

PLEASE NOTE:

The management fee is payable in full in advance of the visit to Africa House, a division of Whitehouse & Associates. Proof of payment should be e-mailed to nicole@africainfo.co.za

Due to Africa House experiencing a number of last minute cancellations on our visits, we have implemented a cancellation policy. Cancellations made less than ten (10) days prior to the first scheduled day of the group visit will incur a 100% charge.

The management fee excludes delegate's own international and local air travel, local (taxi) travel outside of group appointments, hotel accommodation at both lodges, meals, drinks and incidentals (subsistence and local travel about US\$ 70 per day).

Flight Information: Total cost for flights: R7 450.00

Flight 1

Airline: www.flysaa.com

Estimated Cost: R1 400.00

Departure Flight: OR Tambo International Airport to Sir Seretse Khama International

Date: Tuesday 15 August 2017

Flight: SA1761

Departs: 05h55

Arrives: 06h50

Flight 2

Airline: www.airbotswana.co.bw

Estimated Costs: R2 150.00

Departure Flight: Sir Seretse Khama International to Kasane

Date: Wednesday 16 August 2017

Flight: BP26

Departs: 10h00

Arrives: 12h00

Flight 3

Airline: www.flysaa.com

Estimated Cost: R3 900.00

Departure Flight: Livingstone to OR Tambo International Airport

Date: Friday 18 August 2017

Flight: SA49

Departs: 13h00

Arrives: 14h40

Hotel Information:

15 August 2017: Peermont Metcourt Inn at Grand Palm, Gaborone

1 Night – estimated at R1 110.00 per night

<http://www.peermont.com>

Telephone: +267 363 7777 / +267 391 0402

E-mail: Metres@grandpalm.bw

16 August 2017: Kasane (Hotel to be confirmed)

17 August 2017: Protea Hotel Livingstone

1 Night – estimated R2 000 .00 per night

<http://protea.marriott.com>

Telephone: +260 213 324 630



Please note that we recommend a hotel where the group will be based but there is no obligation for clients to stay with the group. Clients will however have to present themselves at the recommended hotels when the bus departs in the morning for meetings.

You are welcome to contact our travel agent to assist your booking:

Belcys Travel

Belcy Hlophe-Morris

Tel: +27 33 3434418

Cell: +27 82 887 3389

Email: belcy@etravelpzb.co.za

Please note that while Africa House will advise on flights and accommodation, it is the responsibility of each delegate to arrange, book and pay for international flights and in-market accommodation.

6. NON-LIABILITY

Africa House undertakes to carry out all their obligations and duties under this agreement in good faith and to the best of their ability. Notwithstanding this, neither Africa House, nor its associate and/or subsidiary companies, its servants, agents or employees shall be liable for any loss, injury or damage of whatsoever nature and howsoever arising or caused, that is suffered by Your Company or any of their affiliates.

7. ACCEPTANCE

Should you be interested in participating in this visit please confirm your participation by completing the details below and returning to Nicole Krüger, nicole@africainfo.co.za

We look forward to working with you to develop your business in Botswana.

Yours sincerely

Nicole Krüger

Client Liaison & Marketing

ACCEPTED AND AGREED: Date: _____

On behalf of (insert company name) _____

Signature: _____

Name: _____

Designation: _____