



BEYOND

A Botswana success story

We have over 30 years of experience in caring for the land, wildlife and people of Africa, and making a real and meaningful difference to the continent's people and wild places.





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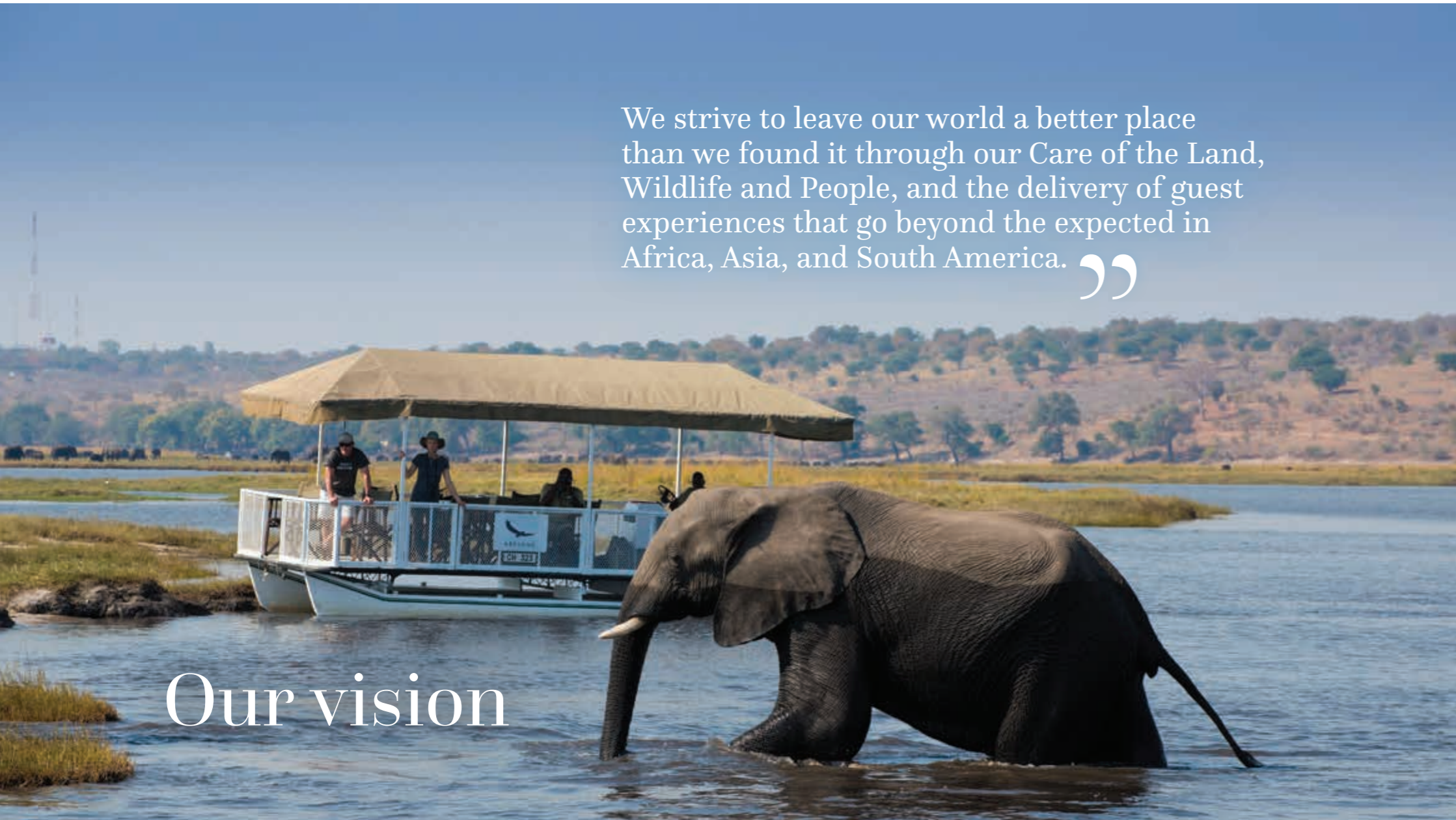
ABOUT &BEYOND BOTSWANA | Our shareholders; Our leadership team; Our legacy impact

Welcome

TO &BEYOND



&Beyond is a pioneering, experiential travel company that offers forward-thinking, global travellers an exclusive experience of the world as it should be; a world that is in balance with itself. ”



We strive to leave our world a better place than we found it through our Care of the Land, Wildlife and People, and the delivery of guest experiences that go beyond the expected in Africa, Asia, and South America. ”

Our vision

Our impact model

CARE OF THE LAND, WILDLIFE & PEOPLE

We believe that travel has the power to transform. Extraordinary experiences transform our guests, while their support is the foundation that allows us to leave our world a better place by transforming the land, wildlife and people of the beautiful places in which we operate.

From our greater conservation model down to the tiniest details of the activities that take place in our lodges every day, every decision that we make revolves around our core ethic of Care of the Land, Care of the Wildlife and Care of the People.

These values have become an intuitive part of the way that we operate and, increasingly, are part of the reason why our guests find their experience with us so rewarding.

We believe in taking less and giving more and we apply this philosophy every day through actions big and small at each of our 29 lodges and 18 offices. Whether it's participating in the reintroduction of an endangered species like rhino, providing a market for local businesses to encourage enterprise development in a community, or simply managing the vegetable

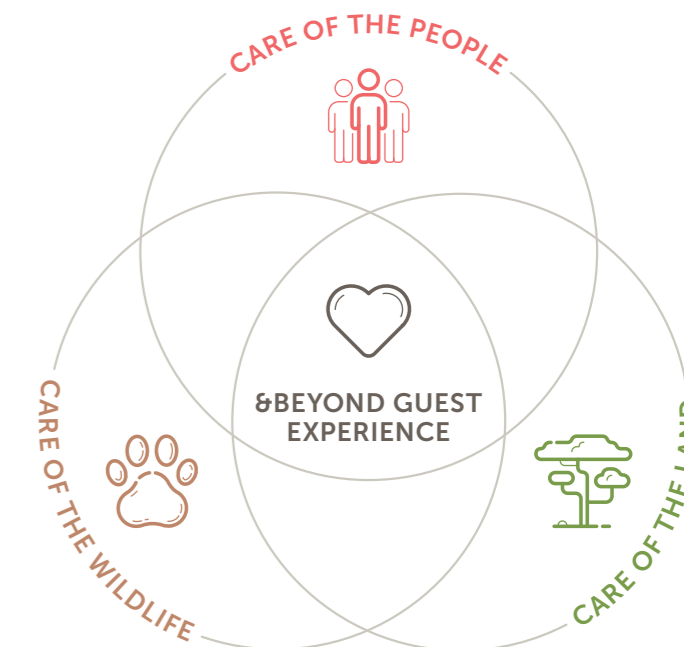
peelings from our kitchens, we consciously look for ways to leave a positive legacy through all of our actions.

IN THE CONTEXT OF OUR BUSINESS:

CARE OF THE LAND embraces our efficiency strategy, which aims to minimise our physical footprint and the impact that our operations have on land and ocean environments.

CARE OF THE WILDLIFE is defined in our conservation strategy, which includes the preservation of endangered species, both land and marine.

CARE OF THE PEOPLE the third leg of our core ethic, is our community strategy which includes our collaboration with Africa Foundation.



Leaving our world a better place

&BEYOND IMPACT MODEL

Who is Africa Foundation?

EMPOWERING COMMUNITIES, ENABLING CONSERVATION

Our community impact partner, Africa Foundation is an independent, tax-exempt non-profit organisation registered in South Africa, the United States and the United Kingdom.

Working together with &Beyond and in consultation with the communities themselves, Africa Foundation facilitates the socio-economic development of rural communities living in or close to the continent's conservation areas.

AFRICA FOUNDATION MISSION

To facilitate the empowerment and development of people living within protected wildlife areas in Africa by forging unique partnerships between conservation initiatives and local communities, thus making these initiatives relevant to the people.

OUR PARTNERSHIP

Africa Foundation, our long-standing community and conservation development

partner, represents our core tenet of Care of the People. We work collaboratively with the identified communities surrounding the reserves in which we operate.

We believe that, in order for wildlife to thrive, local populations need to experience the benefits of participation in conservation.

This is becoming more relevant with building pressure from increased rural populations, limited resources and limited capacity of local governments to accommodate the social business and infrastructural needs of rural areas surrounding wildlife reserves. Our methodology empowers communities to grow their own capacity and to have an influence on decisions that have a direct impact on their lives, both from a social and economic point of view.

Over the past 3 years an annual average **1.2 million USD** contributed by &Beyond and our shareholders to Africa Foundation's core costs

Working *with* the communities

CREATING SUCCESS IN 6 STEPS

01

Facilitate the fulfilment of needs identified by rural communities

02

Communicate those needs to potential donors

03

Allocate and manage donor funds

04

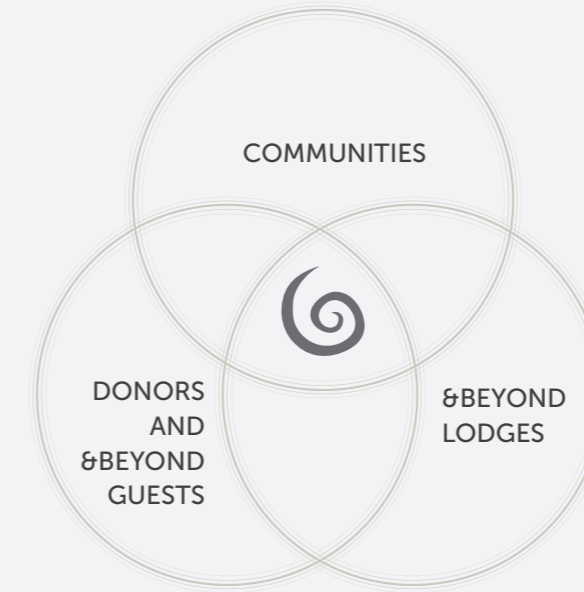
Work with community leaders and project champions to achieve the success of the project

05

Account and report to donors

06

Evaluate the short and long term impacts of projects



What are the respective roles between &Beyond, a For-Profit Organisation, and Africa Foundation, a Non-Profit Organisation?

THE ROLE OF &BEYOND	THE ROLE OF AFRICA FOUNDATION
Delivering extraordinary guest experiences to generate a sustainable, commercial, and social return	Working WITH the community to define their needs, scope, and complete the defined project
Looking at shared value opportunities to give economic value to our communities	Enabling community capacity building and small business development
Providing our guests with exposure to programmes requiring support	Providing clear accountability on each sponsored project
Contributing towards the core costs of Africa Foundation, thereby maximising the impact of guest donations	Providing donors with status reports, detailing progress on the respective project



AFRICA FOUNDATION
empowering communities • enabling conservation

IN 29 YEARS, ACROSS AFRICA:

PROSPEROUS	
233	Community jobs created
42	Construction enterprises
11	Commercial farms
7	Craft markets
11	Additional small businesses
HEALTHY	
9	New or renovated clinics
73	Water-access sites
425	Ablutions or Enviro Loos
4 764	Hippo Water Rollers to transport and store water
56 000	Community members with access to clean water
11	Centres for Orphans and Vulnerable Children
20	Vegetable gardens
EDUCATED	
114	Community schools supported throughout Africa
307	School classrooms
37	School kitchens / dining halls
915	CLEF (Community Leader's Education Fund) bursaries
533	CLEF graduates
23 000	Conservation lessons

Our global operation

Our journeys throughout Africa, Asia and South America showcase the wonderful diversity of landscapes, wildlife, culture, history, and wellness that these continents' remarkable destinations have to offer.

&Beyond has 29 lodges and camps in iconic natural places in Africa and South America. We also design personalised, enriching journeys, tours and impact-led adventures in 13 African, four Asian and four South American countries.

LODGES

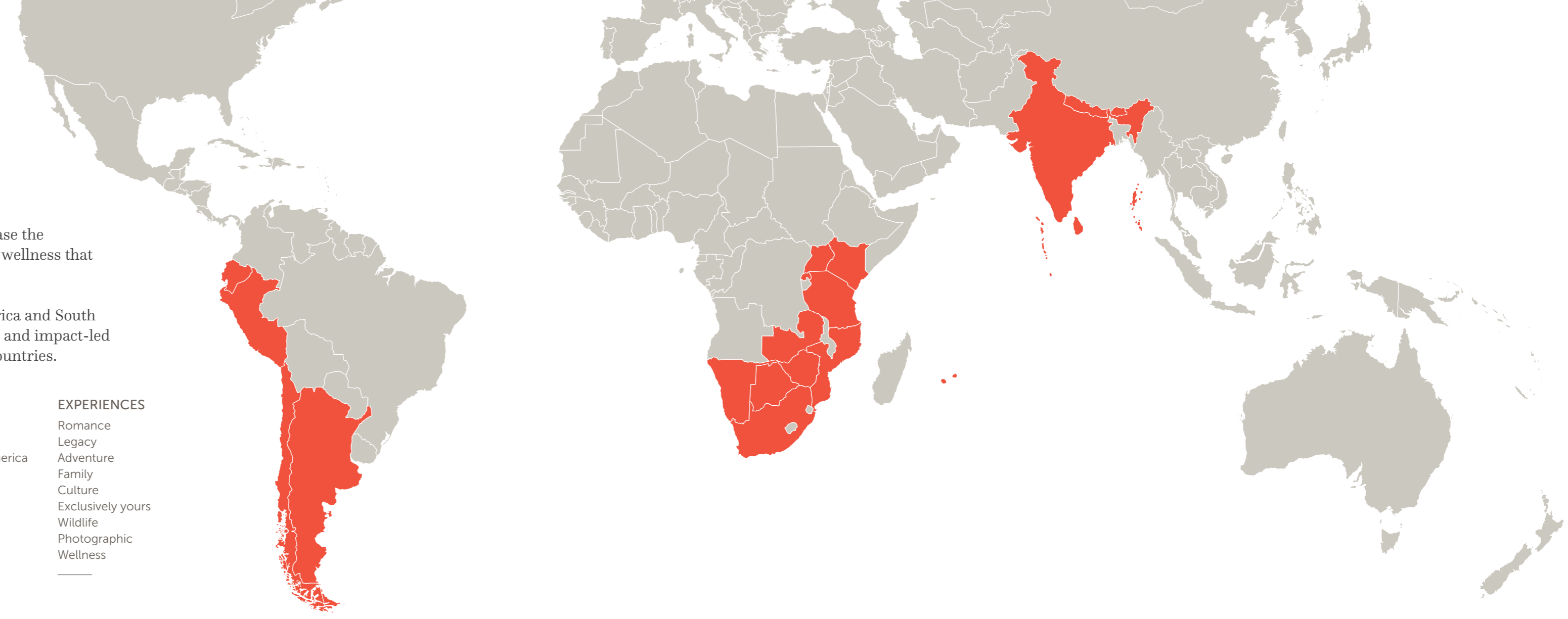
- 29** Luxury lodges
- 2 083** Lodge staff
- 1** Million-acre footprint directly conserved
- 75** Affected communities globally

TRAVEL

- 3** Continents
- 21** Countries
- 18** Offices: Africa | Asia | South America
- 105** Destination experts
- 202** Vehicle fleet
- 195** Specialist guides and speakers

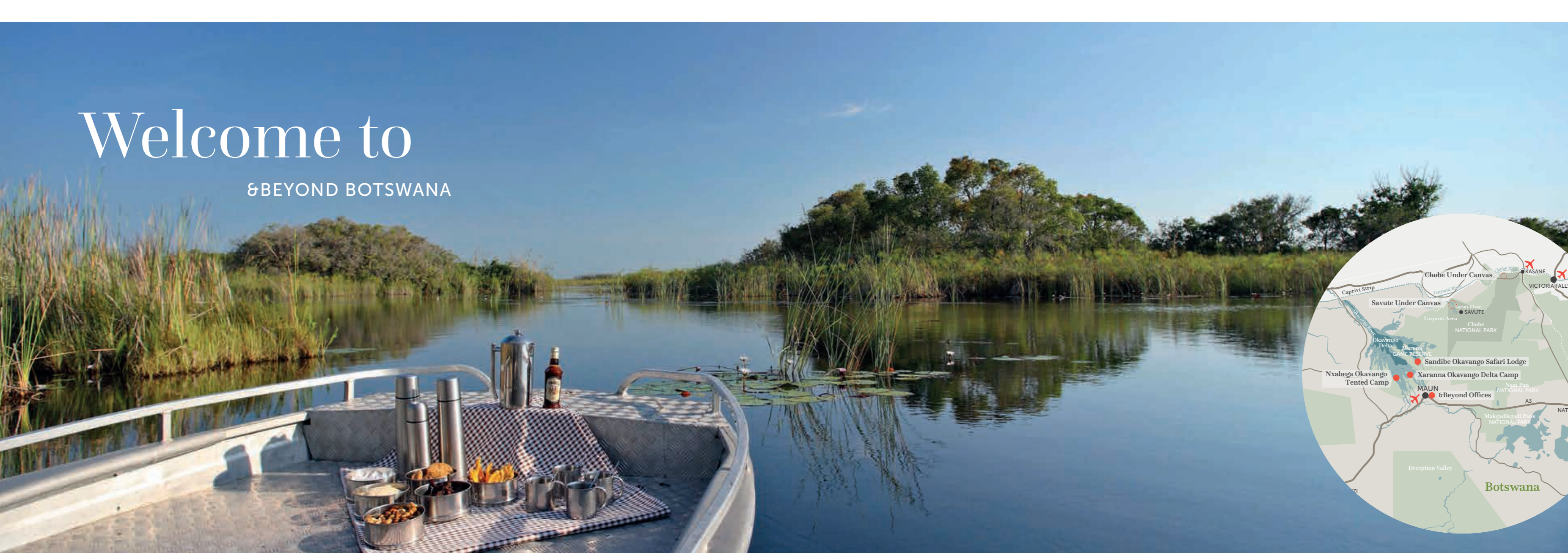
EXPERIENCES

- Romance
- Legacy
- Adventure
- Family
- Culture
- Exclusively yours
- Wildlife
- Photographic
- Wellness



Welcome to

&BEYOND BOTSWANA



Investment Snapshot

YEARS	
23	&Beyond Botswana
15	Community impact
CONTRIBUTION	
BWP 15,302,347	Government (Average p.a.)
BWP 35,075,940	Capital investment*
BWP 3,002,036	Social infrastructure
BWP 71,000,000	Conservation*
BWP 24,616,927	Sustainability**
IMPACT	
4	Communities impacted
250	People employed
138 000	Hectares land protected
2 670	Tons of concrete removed
87	Rhino translocated to Botswana

*FY 2018 – 2020 (FY = financial year ending 30 June)

**FY 2016 – 2020 (FY = financial year ending 30 June)

USD/BWP Rate of exchange: 11.82104 (June 2020)

BOTSWANA

Welcome to &Beyond Botswana

Our lodges

SANDIBE OKAVANGO SAFARI LODGE

Okavango Delta / Botswana
Opened 1998; Rebuilt 2014



12

NXABEGA OKAVANGO TENTED CAMP

Okavango Delta / Botswana
Since 1999; Renovations 2016/2017



10

XARANNA OKAVANGO DELTA CAMP

Okavango Delta / Botswana
Opened 2008



9

CHOBE UNDER CANVAS

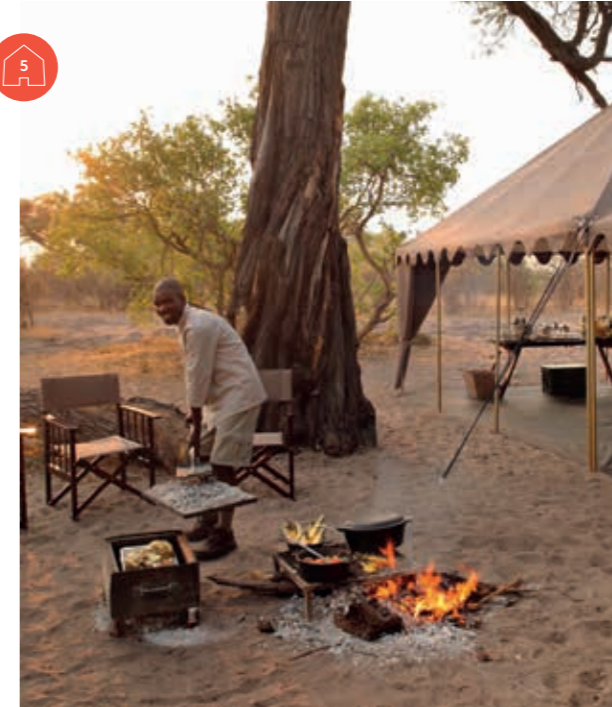
Okavango Delta / Botswana
Opened 2008



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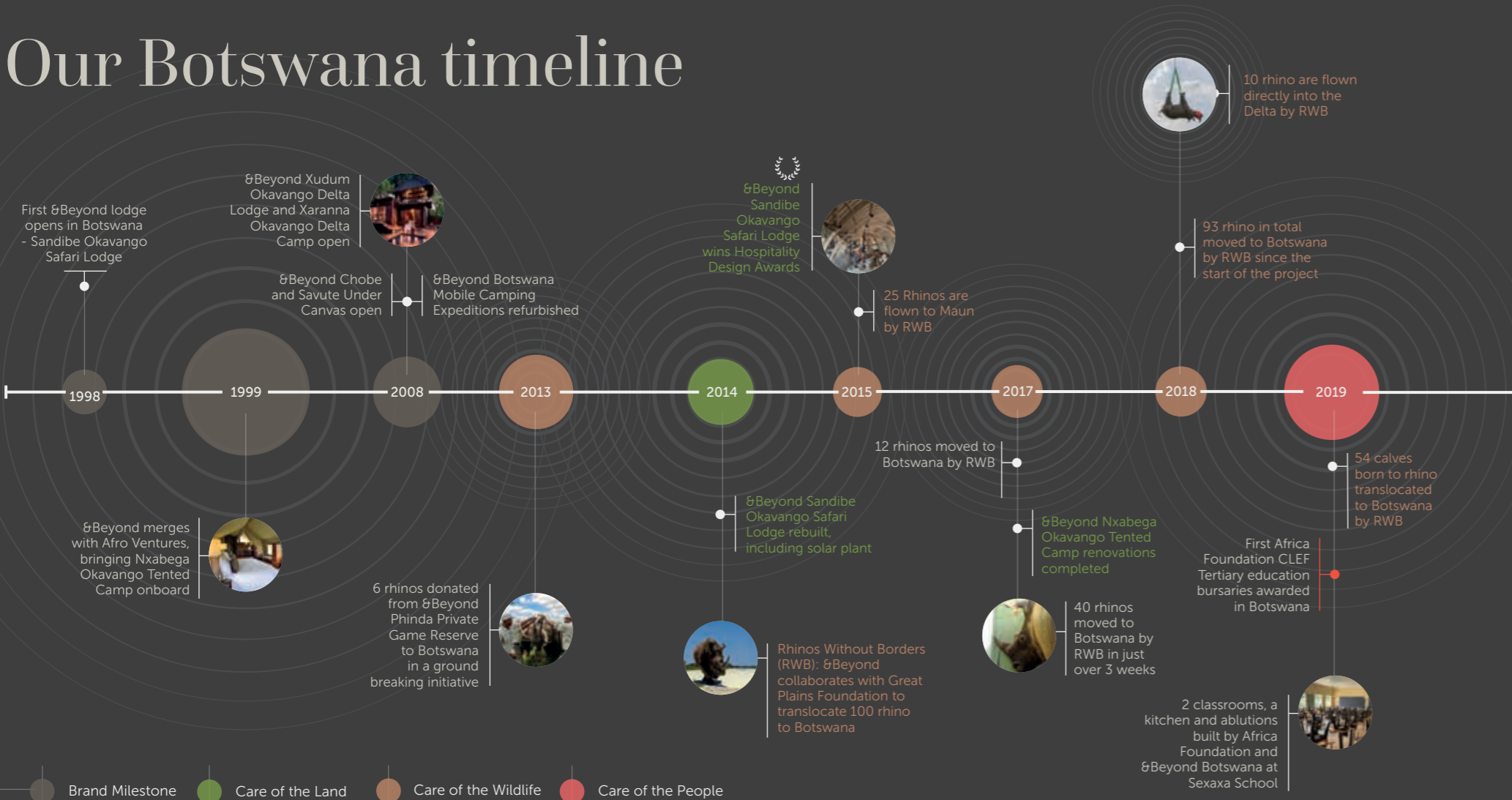
SAVUTE UNDER CANVAS

Okavango Delta / Botswana
Opened 2008



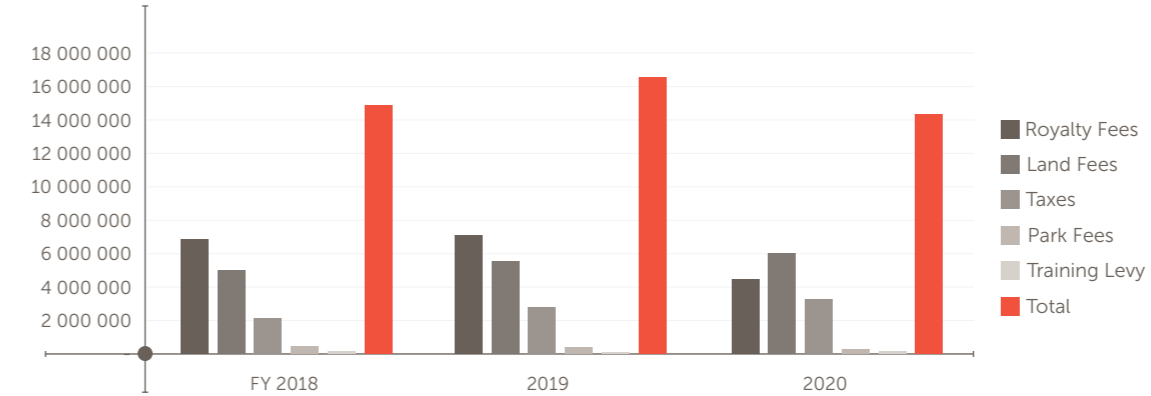
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Our Botswana timeline

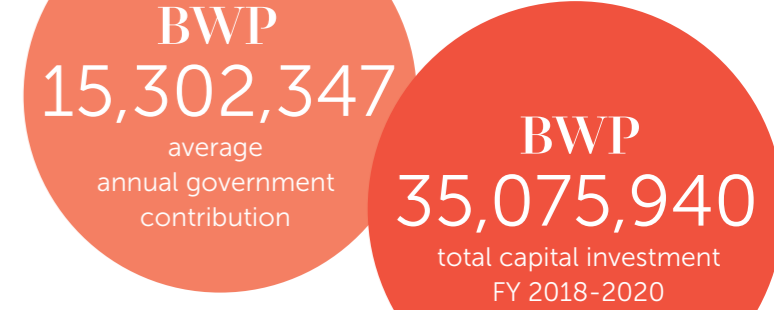
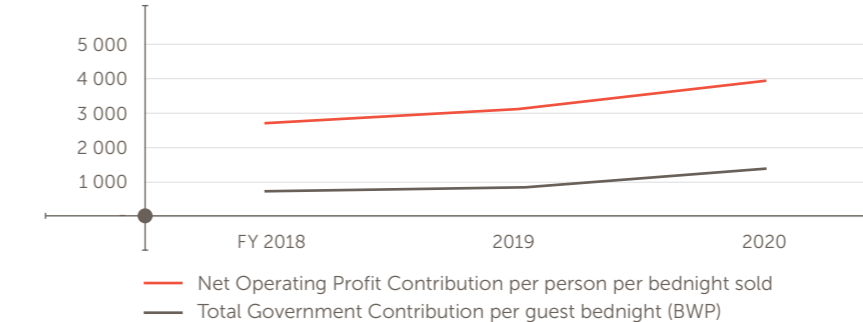


Our economic contribution

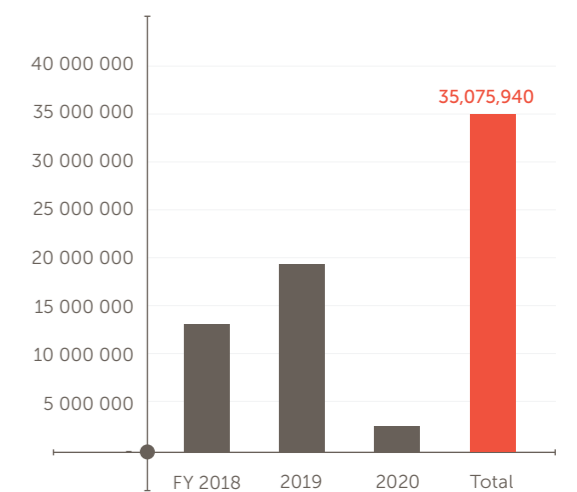
Total Annual Disbursements to Government (BWP)



Net Revenue vs Total Contribution made to Government



Total Capital Investment FY18 - FY20



USD/BWP Rate of exchange: 11.82104 (June 2020)
FY refers to our financial year ending 30 June



Our impact

&BEYOND BOTSWANA

Care of the Land,
Wildlife and People
– the core tenets of
our &Beyond impact
model – are a coalition
of different concepts
that work together for
the greater good. ”

LES CARLISLE

Care of the People

One of the three cornerstones of our impact model, Care of the People encompasses all our community development elements, including our long-standing collaboration with Africa Foundation, our community impact partner.

- 1 Employment and skills development
- 2 Building capacity through CLEF
- 3 CLEF success story
- 4 Supporting local business
- 5 Social infrastructure investment
- 6 COVID-19 impact and response
- 7 Community project timeline
- 8 Collaborating for impact

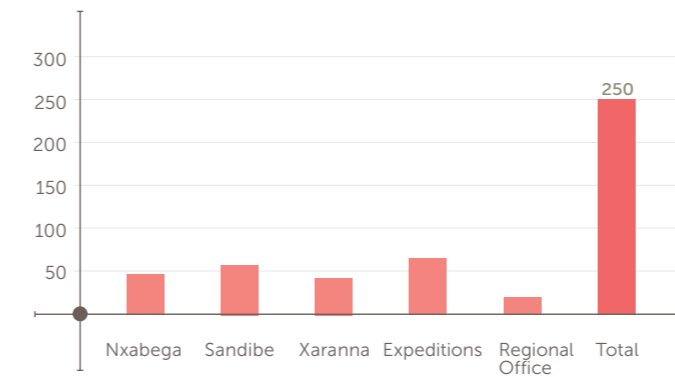


EMPLOYMENT

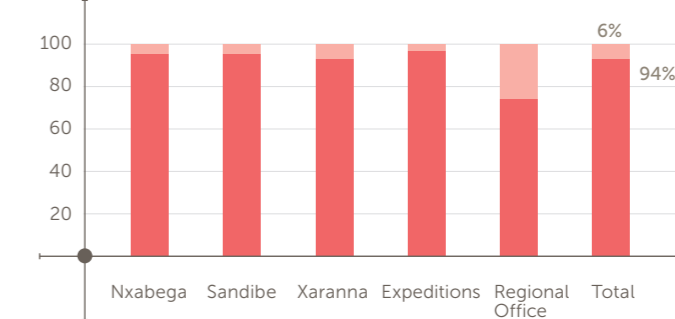
&Beyond has made a deep commitment to local employment and staff development in Botswana

BWP
71,231,465
total
wage bill
FY 2018 - 2020

&Beyond Botswana: Employee numbers as at June 2020



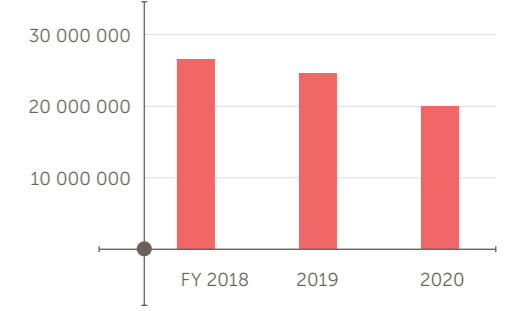
Percentage Botswana employed



Foreign Local

*13 locally employed team members for each expatriate

Total wage bill (BWP)



*Note: With &Beyond Xudum exiting our portfolio the total wage bill has been reduced in 2020

USD/BWP Rate of exchange: 11.82104 (June 2020)
FY refers to our financial year ending 30 June

BOTSWANA

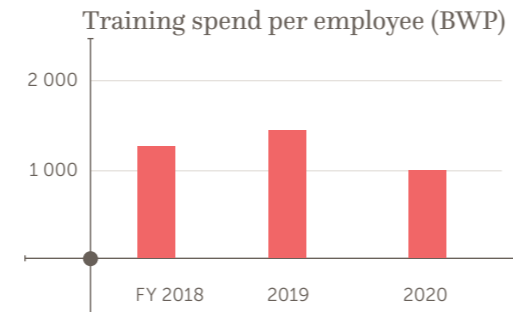
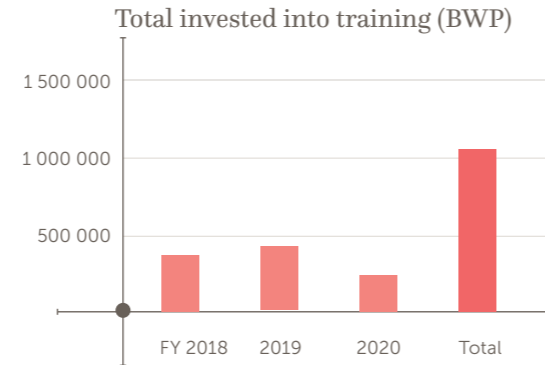
Our Impact | Care of the People

SKILLS DEVELOPMENT

Building the employment capacity of the local community through #Beyond and Africa Foundation skills development and training programmes is a key element of our community upliftment model.

#BEYOND LODGE OR CAMP	TRAINING INTERVENTIONS	AVERAGE NUMBER OF STAFF TRAINED PER INTERVENTION
Sandibe	9	9
Xaranna	6	9
Nxabega	55	5
Savute Under Canvas	7	16
Chobe Under Canvas	8	14
Expeditions	9	25
Regional Offices	13	1

More than
1,000,000
BWP
spent on
training
FY 2018 - 2020



On average, 100 training interventions annually over the past 3 years. ”

USD/BWP Rate of exchange: 11.82104 (June 2020)
FY refers to our financial year ending 30 June

BUILDING CAPACITY THROUGH CLEF

Facilitating formal tertiary education opportunities through Africa Foundation’s Community Leaders Education Fund (CLEF)

Africa Foundation’s CLEF (Community Leader’s Education Fund) programme offers tertiary funding to students from communities that border our conservation areas.

Launched in 1995 in South Africa (and 2019 in Botswana), the aim of this bursary programme is to grow leadership by offering promising high school graduates the opportunity to improve their career prospects through tertiary study. During their holidays, these students give back to their communities by conducting activities that involve and uplift those around them, such as driving community environmental clean-ups, or helping out at medical clinics.

To date, Africa Foundation has awarded a total of 915 bursaries to 604 rural students across Africa.

SUCCESS ON SUCCESS

CLEF’s total impact from 1996 to date:

- 915 Bursaries awarded
- 604 CLEF students
- 533 CLEF graduates
- 62 Rural African communities
- 1st Postgraduate student

The career paths of the 533 CLEF graduates:

- 32 Engineers
- 188 Educators
- 18 Medical Doctors
- 26 Accountants
- 13 Environmentalists
- 31 Lawyers
- 18 Medical health personnel

COMMUNITY	2019 / 2020 COURSE CHOICES
Gogomoga	Diploma in Early Childhood Development Education
Tsutsubega	Certificate in Guiding Certificate in Management

The CLEF programme started in Botswana in 2019, with 6 bursaries granted to 5 students so far. ”

Total
CLEF Botswana
investment
BWP
64,496
since 2019



CLEF success story

The isolated communities of Tsutsubega and Gogomoga are to be found along an extremely remote section of the veterinary fence line separating the Okavango Delta from the populated surrounds of Maun. Daily challenges for these communities include no stable water supply, rudimentary health care and no proximate schooling facilities.

Despite these circumstances, two remarkable young students have received CLEF Tertiary education bursaries to further their studies:

Omaatla Twaelo, from the village of Tsutsubega, had to stay with relatives in town, 20 km away from her home, to secure her education. Her dream is to start a pre-school in her community, enabling young children to have all the benefits of this early foundation. She is enrolled for a Diploma in Early Childhood Development at the Gaborone University College.

Chetiso Tumelo, from the Gogomoga community, walked to and from the nearest school in all weather conditions – a distance of 15 km each way. She is studying her Diploma in Human Resources at Baisago University (Gaborone, Botswana). Her success will inspire other young people from her community and transform her family’s living conditions.

BOTSWANA

Our Impact | Care of the People

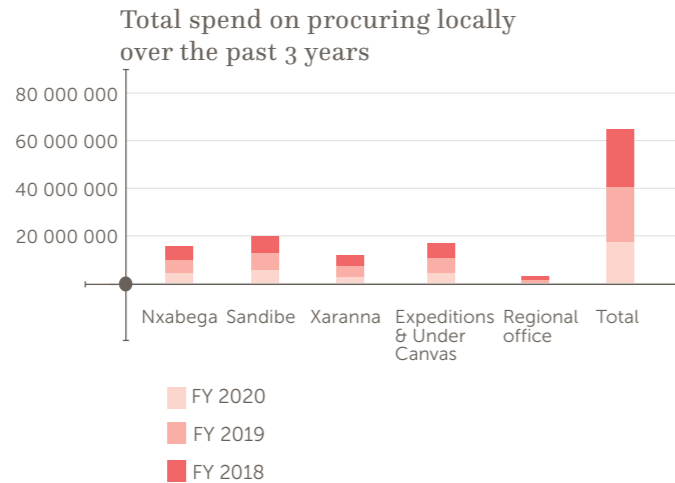
SUPPORTING LOCAL BUSINESS

One of our key focus areas to support Botswana local business has been local procurement initiatives across our Botswana lodge and camp portfolio. Currently our local spend comprises a significant 89% of our Botswana lodge operational expenses.

PERCENTAGE LOCAL PROCUREMENT 2020

Nxabega	86%
Sandibe	89%
Xaranna	85%
Expeditions	94%
Regional Office	95%
Total	89%

**Note: local procurement is calculated as local spend in terms of % of operating expenses*



BWP 73,878,932
local procurement spend FY 2018-2020



DEFINING LOCALISED VALUE

In establishing our Care of the People goals for our Vision 2020, it was necessary to define 'local' * in the &Beyond context.

Each country we operate in has its own idiosyncrasies such as national park versus private concession, the percentage of wildlife tourism contribution to the country's GDP and population densities surrounding wildlife conservation areas.

These all make it difficult to agree on a fixed radius that can be neatly applied to each place. Therefore, we have settled on a principle-based definition that is applied in each of the regions that we report in.

In Botswana, where there is a low population density and our operations are much further away from the communities, 'local' is defined as any place within the border of the country.

** Local = communities / settlements / towns that have the ability to influence the biodiversity of the areas we operate on**

SOCIAL INFRASTRUCTURE INVESTMENT

INCREASE IN LIFE EXPECTANCY	TOTAL IMPACT
Ablutions	4
Orphans & Vulnerable Children Centres (OVC)	1
Vegetable gardens	1
QUANTITY OF EDUCATION	TOTAL IMPACT
Classrooms (new / renovated)	2
CLEF bursaries granted	6
QUALITY OF EDUCATION	TOTAL IMPACT
School kitchens / Dining halls	1

4 communities,
15 years community impact

BWP 3,002,036 spent on social infrastructure investment

USD/BWP Rate of exchange: 11.82104 (June 2020)
FY refers to our financial year ending 30 June

BOTSWANA

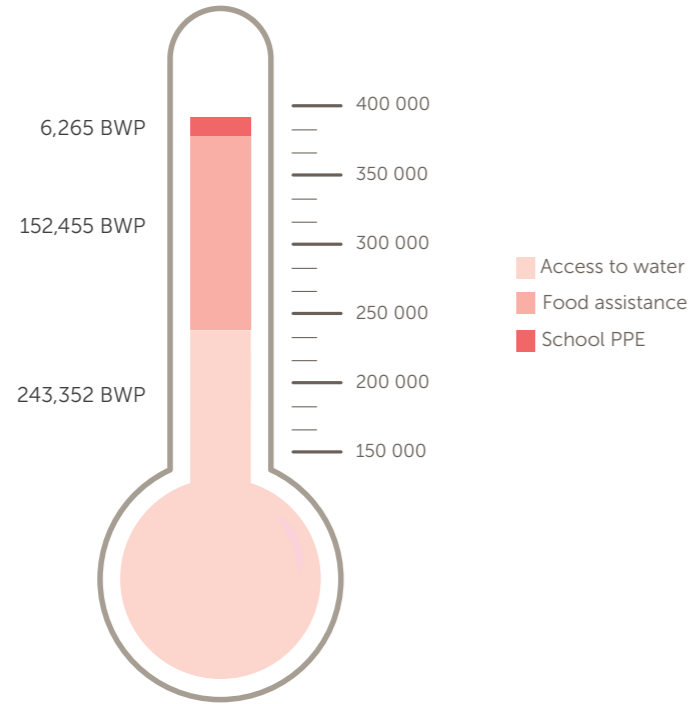
Our Impact | Care of the People

COVID-19 IMPACT AND RESPONSE

Botswana has had just 20 known deaths from COVID-19, with the total number of cases at a relatively low 3 515 (0.15% of the population) as of 13 October 2020. In all probability, this is due to Botswana's strict lockdown regulations.

The President of Botswana declared a 6-month State of Public Emergency on 02 April 2020, which was then extended to the end of March 2021 in order to access additional funds for COVID-19 relief efforts. Botswana's borders were re-opened to international travellers as of 09 November 2020.

While strict lock downs have been successful in containing the disease, like all other countries that followed a similar protocol, it has had a dire effect on the economy.



COVID-19 funds raised



BWP 393,073
raised in response to the COVID-19 pandemic in Botswana

SUPPORTING COMMUNITIES IN BOTSWANA

FOOD RELIEF

During the first week of July 2020, food parcels sourced locally were delivered to 143 identified households in the remote and highly vulnerable communities of Tsutsubega and Gogomoga, with a further distribution in early September 2020. This initiative was managed in collaboration with the #Beyond Maun and Xaranna teams.

STABLE WATER SOURCE

Work on the new boreholes for the isolated Tsutsubega and Gogomoga communities went smoothly. Following the completion of the drilling for both sites, the parts for the solar system powering the borehold pumps were obtained. The boreholes were operational by August 2020, providing this much-needed stable source of water to the approximately 900 people living in these remote communities.

COVID-19 funds raised:

- BWP 234,352 was raised for the Tsutsubega borehole
- BWP 152,456 has been donated towards food relief
- BWP 6,265 for masks for school children

USD/BWP Rate of exchange: 11.82104 (June 2020)

BOTSWANA

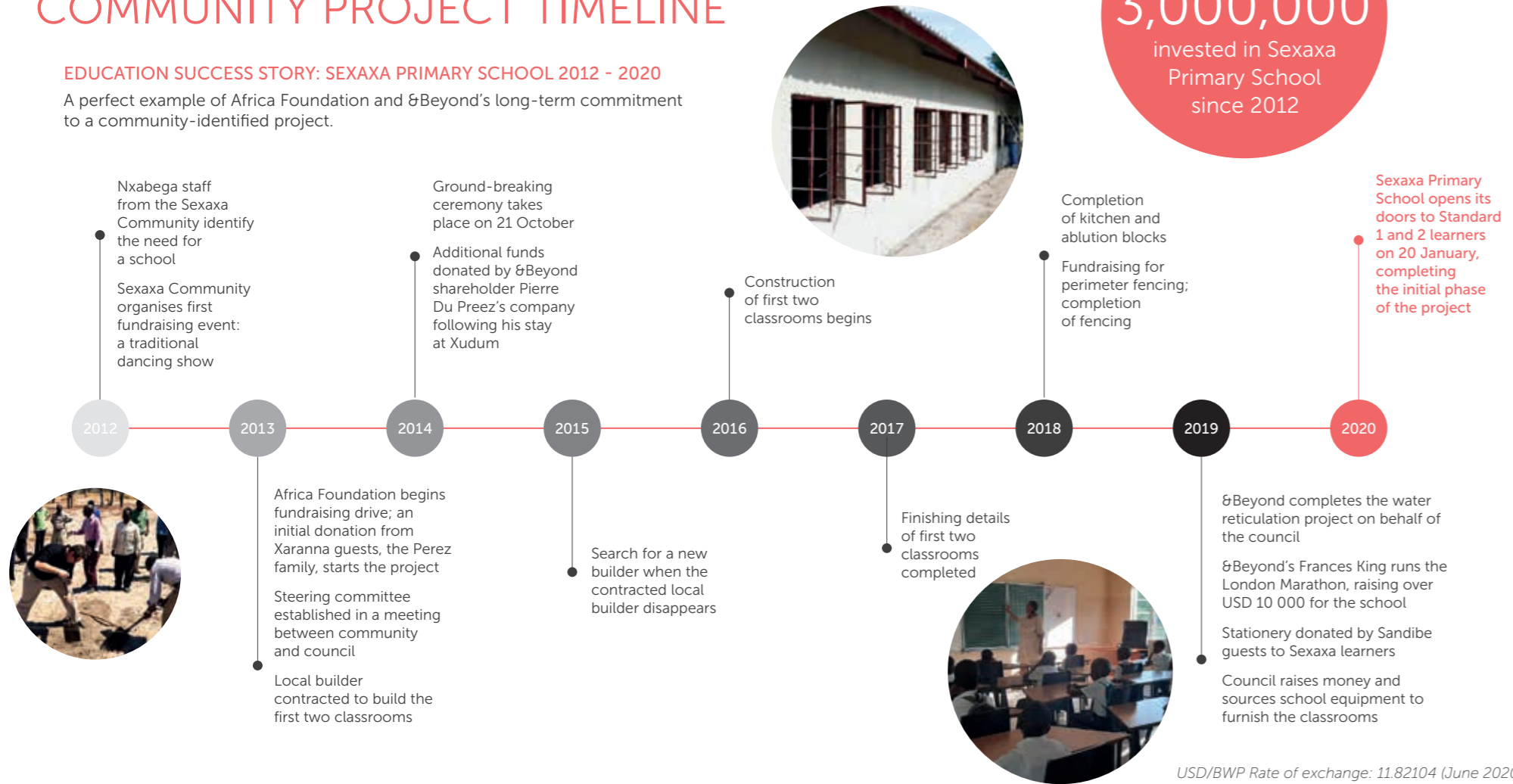
Our Impact | Care of the People

COMMUNITY PROJECT TIMELINE

EDUCATION SUCCESS STORY: SEXAXA PRIMARY SCHOOL 2012 - 2020

A perfect example of Africa Foundation and #Beyond's long-term commitment to a community-identified project.

Over **BWP 3,000,000** invested in Sexaxa Primary School since 2012



USD/BWP Rate of exchange: 11.82104 (June 2020)

COLLABORATING FOR IMPACT

As part of the tourism and conservation communities in Botswana, we are often called on to support fundraising initiatives in aid of various programmes with a conservation or community focus. While these lie outside our primary Africa Foundation community collaborations, we believe that they also have an important and compounding effect on our local impact. In these instances, we have contributed bednights at our lodges as auction prizes.

BEDNIGHTS DONATED TO SUPPORT IMPACT	2018	2019	2020
Maun Animal Welfare Society (MAWS)			2
Travel for Impact - Bana ba Letsatis Day Care for Children	2	2	2
Rhinos Without Borders	2	2	2
Global March for Elephants			2
Race for Rhinos	2	2	
Sexaxa School Fundraiser		2	
Total	6	8	8

We contribute an average of 8 bednights a year to the value of approximately BWP 10,462 per person per night (approximately BWP 83,693 annually).



Care of the Land

One of the three cornerstones of our impact model, Care of the Land encompasses our efficiency strategies, which aim to minimise our physical footprint and our overall impact on the environment in which we operate.

- 1 Investment in environmental protection
- 2 Reducing our effect on climate change
- 3 Measuring our impact through audits
- 4 More effective water-usage management
- 5 Zero plastic water bottles



Over **24.6** million BWP invested to ensure our lodges have minimum impact

2 670 tons of concrete removed from the Okavango Delta

INVESTMENT IN ENVIRONMENTAL PROTECTION

BEeyond has invested significantly in the protection of our environment in Botswana. The core principle at the root of our unwavering commitment to our Care of the Land is to operate with minimum impact. In this way we are also contributing to the global efforts to protect our planet's limited resources.

In Botswana we operate predominantly in the fragile Okavango Delta ecosystem. Our investments have therefore been

targeted at protecting the water system and biodiversity of the region through:

- Sustainable building practices
- Reduction of fuel usage
- More efficient water usage management
- Wastewater treatment systems
- Reducing our plastic and waste
- Concrete removal
- Impact-light wooden bridges at traversing points.

TOTAL BWP INVESTMENT OVER PAST 5 YEARS	
Renewable Energy	18,800,902
Above-ground wastewater management systems	1,053,188
Investment into bridges to protect the ecosystems	4,673,787
Water bottling plants	88,420
Total	24,616,297

USD/BWP Rate of exchange: 11.82104 (June 2020)
FY refers to our financial year ending 30 June

REDUCING OUR EFFECT ON CLIMATE CHANGE

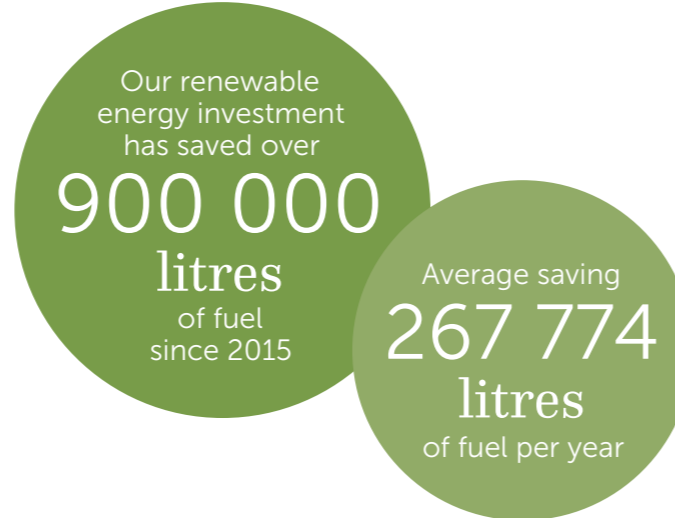
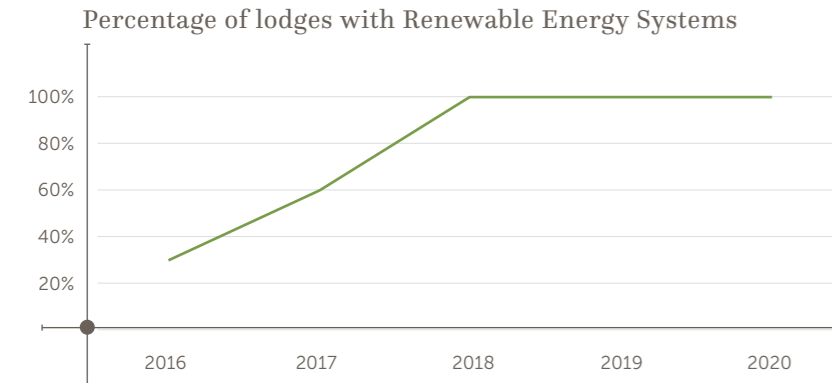
INVESTING IN RENEWABLE ENERGY SYSTEMS

Our overall objective is to reduce our non-renewable energy consumption, and replace, or supplement it, with renewable energy sources. To date the most viable and suitable solution has been to adopt solar energy as part of the overall renewable energy solution for our lodges and operations.

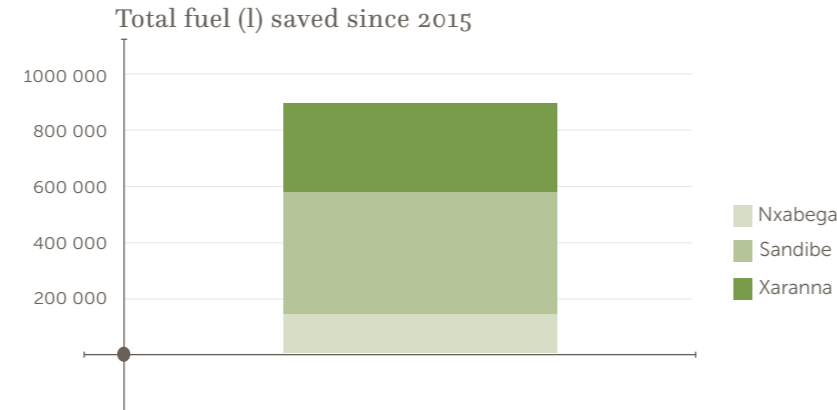
We have implemented hybrid solar plant solutions at our generator-based

lodges in Botswana, namely #Beyond Sandibe Okavango Safari Lodge, Xaranna Okavango Delta Camp & Nxabega Okavango Tented Camp.

With our investment into renewable energy, we have greatly reduced our fuel usage. This means less fuel being brought into the Delta as well as fewer large trucks, with the resulting reduction of CO₂ emissions and our overall environmental impact.



Our Sandibe hybrid solar plant was the first system of its kind in Botswana and the second on the African continent. ”



REDUCING OUR DIRECT CARBON FOOTPRINT

ONE OF OUR VISION 2020 GOALS WAS TO REDUCE OUR GROUP CARBON USAGE PER HEAD BY 8% BY 2020.

As a responsible organisation that aims to expand and protect biodiversity, and to reduce the impact of our operation on the environment, we believe that our business objectives should include the responsibility to reduce our direct carbon footprint.

We are aware that the increase in the amount of carbon dioxide in our atmosphere is linked to global warming and a number of adverse environmental effects that impact the biodiversity of our environment. It is therefore crucial for us

to manage the carbon dioxide (CO₂) output per head at our lodges and offices.

At #Beyond, we are able to control our direct carbon footprint (i.e. the carbon sources that we have immediate and complete control over) by managing the emissions from our consumption of purchased electricity, fuel and other sources of carbon-generating energy.

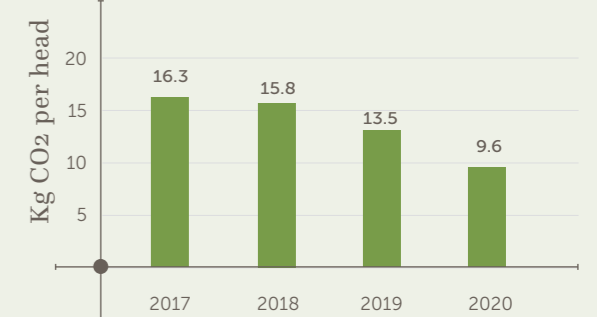
It is through the active measurement of our respective non-renewable energy sources, and the phased introduction of renewable energy sources such as solar power plants, that we are able to best manage and drive the reduction of our direct carbon footprint.

The hybrid solar plant systems in operation at our Botswana lodges are designed to supply up to 80% of the lodges' energy requirements. ”

HOW DO WE MEASURE OUR DIRECT CARBON FOOTPRINT?

By calculating the average annual carbon kilogram (kg) per head within our operations throughout the year. This metric is based on our operation's maximum occupancy and staff count.

We have reduced our average CO₂ per head from 16.3 to 9.6 over 4 years



**Note: In 2020, we resolved various issues with our solar systems. With continued investment into renewable energy in Botswana we continue to see a downward trend.*

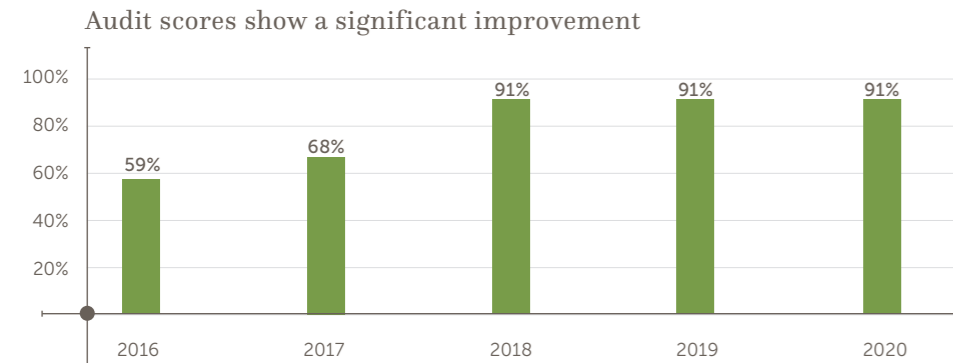
In response to the COVID-19 lockdown, a number of lodges were temporarily closed to guests from March as part of our resource management strategy during this period of zero occupancy. There was a resulting dramatic decrease in our CO₂ kg per head, which may well flatten out as and when our occupancy levels increase.

BOTSWANA

Our Impact | Care of the Land

MEASURING OUR IMPACT THROUGH AUDITS

In order to make real progress in reducing the overall environmental impact of our operation, and to create long-term behavioural changes, we need to create a culture of measurement. &Beyond has set up a system of annual audits to be done internally, with the more remote lodge audits taking place every 18 months. In addition, there are external audits conducted by the Botswana Tourism Organisation.



Our sustainability audit scores have improved by 32% since 2016. ”

BOTSWANA ECOTOURISM CERTIFICATES

All of our lodges have been awarded Botswana Ecotourism Certificates. Botswana is blessed with a unique and rich natural resource environment, and has developed eco-tourism ratings in order to recognise the achievements being made in terms of sustainable operations. With more than 240 standards, the eco-rating system used in Botswana is one of the most rigorous in the world.

This certification system is designed to encourage and support responsible environmental, social and cultural behaviour by tourism businesses and to ensure consumers are provided with a quality eco-friendly product. It comprises a set of performance standards, which are designed to meet, or exceed, basic environmentally responsible standards or legislation. The system is further integrated with such internationally recognised schemes as the Global Sustainable Tourism Criteria and Green Key.

Some of these performance standards include preventative maintenance, water conservation, measures to encourage water conservation, using environmentally responsible suppliers and services, health and safety procedures, and the use of only biodegradable cleaners and certified pesticides that do not harm the Delta ecosystem.

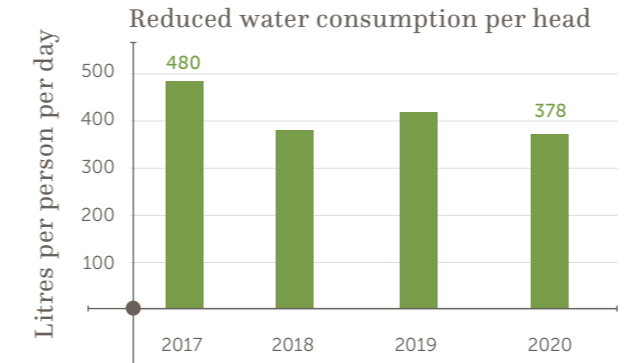
MORE EFFECTIVE WATER-USAGE MANAGEMENT

Water is our planet’s most precious resource, with most of the earth’s supply being found either in the salt water of our oceans, or frozen in ice caps and glaciers.

While our business is built on luxury travel, we are fully committed to ongoing measures supporting the effective management of precious renewable resources that extend not only to the use of energy but also to water.

CONSTRAINED WATER USAGE

Our aim is to constrain water use at our lodges to a maximum of 500 l (132 gallons) per head. This figure was calculated using a combination of external research and internal investigations to determine responsible usage for our high-end consumers. In Botswana we have far exceeded this goal and are currently only using 378 l (100 gallons) per head.

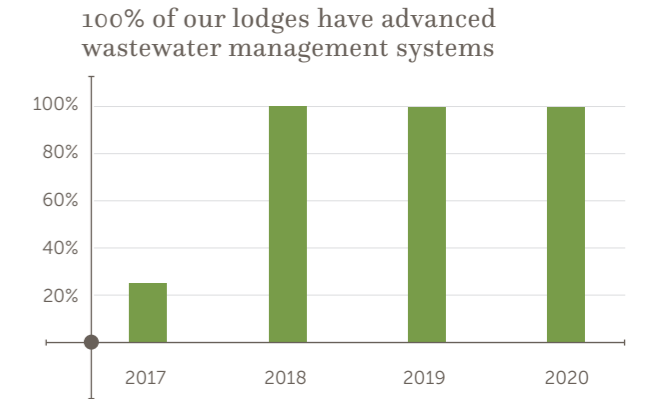


We have reduced our water usage by **102 litres** per head per day since 2017

95% of our wastewater goes through our advanced water treatment system, with irrigation-quality water released back into the Delta. ”

INVESTMENT IN SOPHISTICATED ABOVE-GROUND WASTEWATER TREATMENT SYSTEMS

To increase our efficient use of wastewater, we have invested in the SCARAB™ Treatment System. This is designed to remove all the wastewater from septic tanks. This wastewater is then treated with the system’s unique ‘Accelerated Oxygenation’ technology which produces water which is as clear as drinking water. It is odourless and safe for re-use in gardens as irrigation, for ponds or outlets to storm water drainage, or streams.



BOTSWANA

Our Impact | Care of the Land



Over **11 tons** of plastic water bottles saved to date

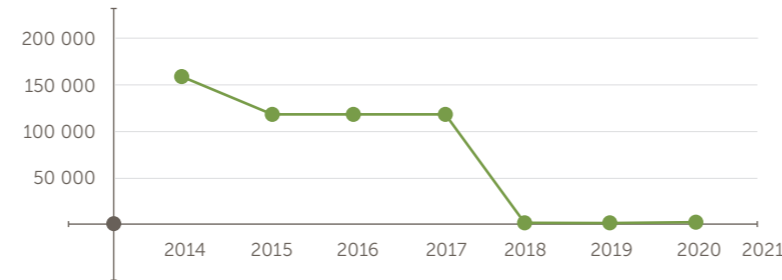
ZERO PLASTIC WATER BOTTLES

Our target is to reduce the number of plastic bottles utilised within the group by 90%. This aim is delivered through our in-house bottling plant initiative, where we are bottling our own purified water in recyclable glass bottles at each lodge, and at some central offices, to further reduce the impact and usage of plastic.

CURRENT STATUS:

- 100% of our lodges and camps in Botswana (and the group) are using recyclable glass water bottles
- Recyclable containers are used in 'Food-to-Go' bags
- All of our guest amenities are in recyclable glass bottles
- Zero plastic straws are used in our lodges

Number of water bottles used in Botswana



All

Lodges and camps use glass water bottles

0

Plastic straws

155 856

Plastic bottles eliminated annually

2 916

Kg plastic eliminated annually

All

Guest amenities recyclable

All

'Food-to-Go' containers recyclable

467 568

Litres of water saved (3 litres of water used to make a 1 litre plastic bottle)



REDUCING ALL WASTE

In Botswana we have a focus on reducing all waste – not just plastic – wherever possible.

Over the past 3 years we have saved over 16 tons of cardboard packaging by introducing a new 'cool freight' solution in collaboration with MackAir. Specially designed reusable containers are used to transport perishables to the camps, thereby reducing single-use cardboard and other packaging, and decreasing the need for waste removal trucks in the Delta.

Care of the Wildlife

One of the three cornerstones of our impact model, Care of the Wildlife encompasses our conservation strategies, including dedicated initiatives to preserve endangered species, and an active programme of conservation education.

- 1 Supporting conservation education
- 2 Investing to protect endangered species



SUPPORTING CONSERVATION EDUCATION

Tomorrow's natural resources will stand a better chance of survival if today's children are inspired to conserve Africa's precious wilderness areas.

The goal is to instill in both children and adults appreciation, respect and understanding of the natural resources that surround them. For the full impact potential of the &Beyond model of Care of the Land,

Wildlife and People to be realised, the support of the communities living alongside these wilderness areas is needed.

In this regard, conservation lessons aim not only to educate, but also to create a deeper awareness of the interdependence between preserving this biodiversity and the meaningful community benefits that come hand in hand with conservation.

On average
276
children
per year receive
conservation
lessons



NO. OF STUDENTS THAT RECEIVED CONSERVATION LESSONS 2018 - 2020

Year	2018	2019	2020
Students	330	400	99

BOTSWANA

Our Impact | Care of the Wildlife

INVESTING TO PROTECT ENDANGERED SPECIES

RHINOS WITHOUT BORDERS

Following on the pioneering translocation of six rhino from #Beyond Phinda Private Game Reserve to Botswana, this project was expanded in 2014 by the partnership with Great Plains Conservation and the Botswana Government. By December 2018, an additional 87 rhinos had been moved from South Africa to Botswana’s wilderness; further translocations were suspended due to Botswana’s prevailing drought conditions. As of July 2019, we have focused on the active monitoring of this new source population that now includes many calves and well exceeds our initial target of 100 rhino.

RHINOS WITHOUT BORDERS MONITORING EFFORT: JULY 2019 – JULY 2020

2 885	Man hours of patrols
37 357	Km covered by patrols
233	Aerial surveillance hours flown by patrol aircraft
22 363	Km covered by patrol aircraft
87	Rhinos moved from South Africa to Botswana since 2014
54	Total calves born to translocated rhinos

66,197,825 BWP

raised to translocate and monitor rhinos

2 670 tons of concrete removed from the Okavango Delta



It’s a huge privilege and opportunity for us to care for the land and the wildlife of the Okavango Delta. Taking care of a UNESCO World Heritage Site is a big responsibility, and we will continue striving to leave it in a better place. ”

CONSERVATION PROJECTS

HABITAT MANAGEMENT

#Beyond is in the fortunate position of being the custodian of 138 000 hectares (9%) of the Okavango Delta. This equates to a ratio of 3 742.73 hectares to 1 bed night.

NEW HABITAT TEAM MEMBERS

In 2018, we started building up our habitat team to more actively manage our concessions. In January 2019, Moreri Gabonamong joined us as the Habitat Manager, and in January 2020, Lebitso Dintwe joined us as the Habitat Ecologist.

CURRENT TEAM FOCUS

The drawing up of management plans and mapping our concessions – a tool which will be used to:

- Facilitate better management of our land and resources
- Provide a guideline to managing our impact on the environment on a bigger scale than just at a lodge level
- Enable effective monitoring in the areas of fire incidents, poaching incidents, alien plant control, species numbers, and co-ordination between research institutions as well as private researchers

TRANS-KALAHARI PREDATOR PROGRAMME | WILDCRU

Since 2017, we have supported WildCRU’s Trans-Kalahari Predator Programme based out of the University of Oxford, which aims to identify and protect wildlife corridors in Botswana.

The objective of this project is to conserve carnivores through the identification and conservation of wildlife corridors to and from areas like the Okavango Delta, and to provide practical solutions for human-carnivore co-existence.

The WildCRU team completed surveying the Xudum, Xaranna and Nxabega concessions in 2018, and moved onto a survey of the Sandibe concession in 2019.

BOTSWANA PREDATOR CONSERVATION TRUST

With 9% of the Okavango Delta in our care, in 2019 we supported the Botswana Predator Conservation Trust with their African Wild Dog Dispersal Study. Travel restrictions and the COVID-19 lockdown have made this a little harder during 2020, but we continue to send the researchers images and the locations of wild dogs spotted in our areas of operation.

By assisting with tracking the locations of wild dogs, the project provides an understanding of how and where wild dogs disperse, and assesses connectivity between sub-populations which is fundamental for the management and conservation of the species.

Over the past 3 years more than **71 million BWP** invested in the protection of land and wildlife

Over **1.7 million BWP** invested annually in habitat management

USD/BWP Rate of exchange: 11.82104 (June 2020)

Global Marketing

OF BOTSWANA



I chose to visit Botswana for its vast, unspoiled and unfenced landscapes; the dramatic sunrises and sunsets; the variety of wildlife and the knowledge that my travel spend was supporting powerful conservation and community initiatives. ”

C. TRICKETT

Marketing Botswana globally

- 1 Public Relations communications
- 2 Communications across our digital platforms
- 3 Awards and recognition



PUBLIC RELATIONS COMMUNICATIONS

Our PR team's role is to connect with our core market i.e. the luxury international traveller. In order to do this, they work together with international PR agencies in our major source markets of the US, UK, Germany, Hong Kong, Singapore and Australia.

Our team not only markets #Beyond's properties in Botswana, but also pushes out educational and promotional material on the country and its highlights, focusing predominantly on sustainable tourism. Our communications take the form of Press Releases and Media Newsletters, while the resulting global uptake takes the shape of print or online features and articles as per the table below.

PUBLIC RELATIONS COMMUNICATIONS FOR BOTSWANA 2015 – JULY 2020

Press releases	19	Key upscale media from global markets in the USA, UK, Australia, Singapore, Hong Kong and Germany through our PR agencies
Media Newsletters	17	Key media global markets reaching 2,000 key partners
Top print and online coverage	548	Key trade and consumer publications: USA: Travel & Leisure, Condé Nast Traveler, Afar, Huffington Post, New York Times, National Geographic Traveler, Town and Country UK: Financial Times How to Spend it, Condé Naste Traveller, Wallpaper, The Telegraph Australia: Sunday Telegraph, Sun Herald, Vacations and Travel Singapore & Hong Kong: Lifestyle Asia, Cosmo, Robb Report, World Travel Magazine Germany: Brigitte, Welt am Sonntag

COMMUNICATIONS ACROSS OUR DIGITAL PLATFORMS

As a touring company, we also provide extensive information about Botswana on our website, and drive this through our network of travel partners, as well as to our direct guests.

#BEYOND WEBSITE

The following table is an analysis of the amount of interest and revenue generated by our Botswana web pages:

#BEYOND WEBSITE	2018	2019	2020
Pages about Botswana on the www.andBeyond.com website	202	203	152
Sessions*	378 391	311 331	296 704
Unique page views**	294 292	185 888	243 321
No. of web enquiries for travel into Botswana	988	816	664
No. of web enquiries converted into sales	291	220	173
Revenue (BWP)	36,594,275	19,140,290	22,286,808

* Sessions represent a single "visit" to our site i.e. how many visits there were to our Botswana pages per 2018, 2019 and 2020

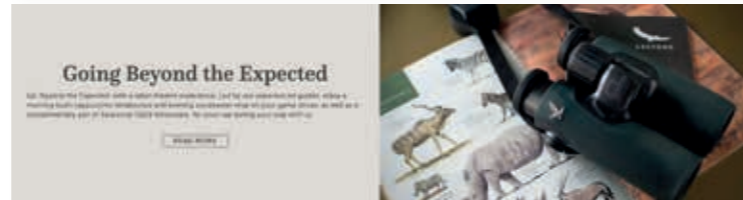
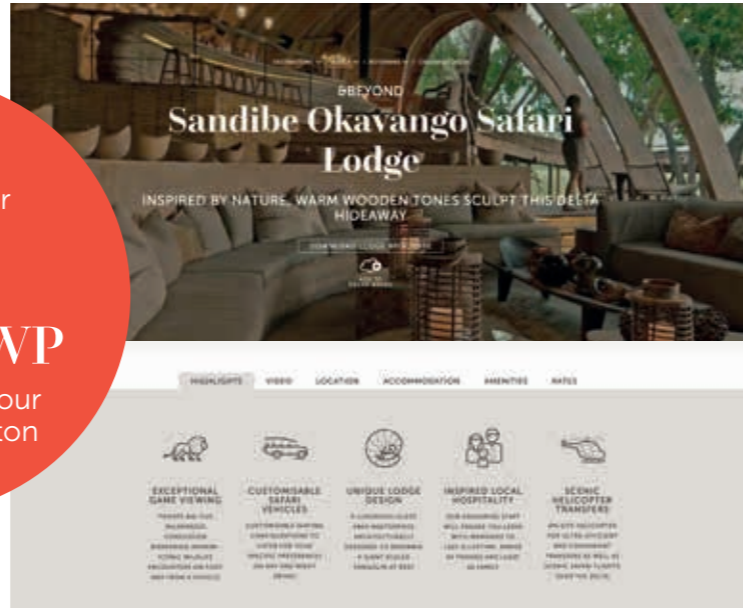
**Unique page views are when a guest visits a web page once or even multiple times during an individual session

#BEYOND WEBSITE DEVELOPMENTS

Thanks to the innovations of our Digital Team, there is a dynamic new look to our Botswana lodge web pages, together with a number of guest-friendly elements such as:

- Highlights overview
- Going Beyond the Expected complimentary guest delights
- Unique lodge experiences

Our website alone has generated over **78 million BWP** in revenues for our Botswana operation



TRIPADVISOR

Not only is TripAdvisor one of the world's largest travel platforms, it is also a trusted source of traveller's reviews. The table below captures the number of reviews, average rating, referral links and sales conversions from the Botswana TripAdvisor listings for 2019:

BOTSWANA LODGE	NO OF REVIEWS	AVERAGE RATING	REFERAL LINKS	TOTAL VIEWS FROM LISTING
Chobe Under Canvas	8	4.8	124	146
Nxabega	16	5	359	429
Sandibe	17	4.2	895	981
Savute Under Canvas	5	4.4	81	94
Xaranna	15	4.3	486	525

Over **730,873 BWP** revenue generated from our Botswana TripAdvisor listings FY 2019 - 2020

The annual TripAdvisor Travellers' Choice Awards represent the reviews and opinions of millions of travellers from around the world and recognise the very best in terms of service, quality and customer satisfaction.

#BEYOND SOCIAL MEDIA COMMUNICATIONS

Our Social Media Team is responsible for a wide range of communications across our digital platforms of Facebook, Instagram, YouTube, LinkedIn and Twitter. The following table details the reach of Botswana-specific posts across our various social media platforms for FY 2019 - 2020.

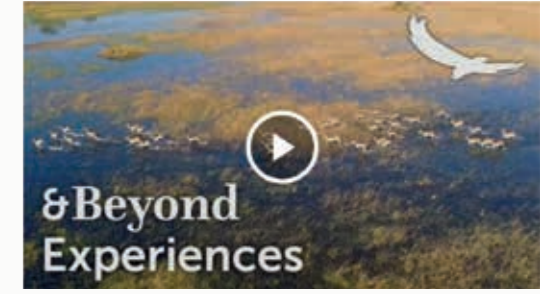
FY 2019 - 2020	PLATFORMS	FOLLOWERS	POSTS	IMPRESSIONS**
#Beyond Travel	Facebook	234 278	1 080	21 220 430
	Instagram	141 745	894	18 020 005
	LinkedIn	9 138		
#Beyond Botswana	Twitter	26 423		
	Facebook	12 448	254	2 197 564
	Instagram	8 470	314	488 946

*FY refers to our financial year ending 30 June

**Impressions represent the number of times a mail has been seen

FY 2019 - 2020	PLATFORMS	INCREASED SUBSCRIBERS	TOTAL VIEWS
#Beyond Travel	YouTube	10 100	1 377 834

FY 2019 - 2020	PLATFORMS	CURRENT SUBSCRIBERS AS OF 05 FEBRUARY 2021
#Beyond Travel	YouTube	16 889



#BEYOND VIRTUAL CONTENT COLLECTION
Created to maintain and stimulate brand engagement over the lockdown period, this new collection of virtual content is also an ideal source of pre-travel virtual experiences, including:

- **WILDWATCH LIVE:** twice-daily, three-hour long, live-streamed and recorded game drives
- **LIVE EVENTS:** hosted by &Beyond, live and interactive panel discussions in which some of the world's leading conservation and sustainability experts share their insights and learnings
- **VIRTUAL EXPERIENCES:** privately-guided safari and conservation virtual experiences, masterclasses and activities using Zoom; each booking generates funding for community and conservation initiatives
- **PODCASTS:** thought-provoking conversations around conservation and communities, remarkable life stories and the best-kept secrets of industry experts
- **BATELEUR DIGITAL MAGAZINE:** carefully curated collection of travel-story content
- **#BEYOND TV:** a bank of fresh video content themed around younger viewers, global &Beyond experiences and conservation.

For more information:
<https://www.andbeyond.com/connect/>

BOTSWANA AWARDS AND RECOGNITION

#Beyond lodges in Botswana have received 75 awards since 2009, showcasing what Botswana has to offer



TRIPADVISOR

#Beyond Sandibe Okavango Safari Lodge receives TripAdvisor Travellers' Choice Award 2020



TRIPADVISOR

#Beyond Nxabega Okavango Tented Camp receives TripAdvisor Travellers' Choice Award 2020



TRIPADVISOR

#Beyond Xaranna Okavango Delta Camp receives TripAdvisor Travellers' Choice Award 2020



CONDÉ NAST TRAVELER (US)

#Beyond Nxabega Okavango Tented Camp, #4 Top 30 Resorts in Africa (not including South Africa), Reader's Choice Awards 2019



CONDÉ NAST TRAVELER (US)

#Beyond Sandibe Okavango Safari Lodge, #4 Top 30 Resorts in Africa (not including South Africa), Reader's Choice Awards 2019



CONDÉ NAST TRAVELER (US)

#Beyond Sandibe Okavango Safari Lodge in the Condé Nast Traveler Gold List (Our Favorite Hotels in the World) 2018



NEW WORLD WEALTH

#Beyond Xaranna Okavango Delta Camp named one of Top 10 Game Lodges in New World Wealth Africa ratings 2019



NEW WORLD WEALTH

#Beyond Nxabega Okavango Delta Camp named one of Top 10 Game Lodges in New World Wealth Africa ratings 2019



SCHWEIZER HANDELSZEITUNG

#Beyond Sandibe Okavango Safari Lodge wins Green Award in The Coolest Green Hotels 2019



OYSTER AWARDS

#Beyond Xaranna Okavango Delta Camp wins Oyster Awards Best Luxury Camping Trip 2018



WE ARE AFRICA

Rhinos Without Borders Finalist at We are Africa Innovation Awards (Conserve Africa) 2015



LUXURY TRAVEL MAGAZINE

#Beyond Sandibe Okavango Safari Lodge Finalist in Luxury Travel Magazine Best Overseas Family Property, Gold List Awards 2016

We are proud to have won some of the most prominent hospitality and sustainability awards, with our entries highlighting the quality of the tourism offering, as well as the community and conservation work carried out in Botswana. ”



About

&BEYOND BOTSWANA

Our shareholders

LIKE-MINDED FAMILIES WHO SEEK TO LEAVE
OUR WORLD A BETTER PLACE

&Beyond is equally owned by two major shareholders, Getty Family Trusts and Yellowwood Ventures (owned by the Enthoven family, originally from South Africa).

Both families are long-term investors, with Getty family support going back to the foundation of &Beyond in 1991 and the establishment of &Beyond Phinda Private Game Reserve. As cornerstone shareholders, both families are completely committed to the &Beyond ethos and support the company's many endeavours aimed at the conservation of land and wildlife, as well as the development of meaningful benefits for local communities.

**If you want to go fast, go alone.
If you want to go far, go together.**

AFRICAN PROVERB



OUR LEADERSHIP TEAM

REGIONAL DIRECTOR BOTSWANA
Jason King
jason.king@andBeyond.com

REGIONAL MANAGER BOTSWANA
Riaan Venter
riaan.venter@andBeyond.com

RISK AND RELATIONSHIP MANAGER
Michelle Goushe
michelle.goushe@andBeyond.com

Our legacy impact

OUR ACHIEVEMENTS OVER THE LAST 30 YEARS*

CARE OF THE LAND

1
Million-acre footprint
directly conserved

13.1 kg
CO₂ per head group average

461 l
Water used per head group average

100%
Lodges annually audited
for sustainability

100%
Group reduction in guest
plastic water bottle use

740 000
Annual reduction in plastic bottles

*Stats as per FY20

CARE OF THE WILDLIFE

72
Leopard collared with
Panthera in its research into
leopard on &Beyond Phinda

5
Lion translocated to
Rwanda's Akagera National
Park in 2015, reversing a
15-year local extinction

50
Gaur translocated to India's
Bandhavgarh National Park
in 2011, reversing a local
extinction, with subsequent
growth to 150

87
Rhinos translocated from
South Africa to Botswana since
2014 by Rhinos Without Borders

54
Rhino calves born to the
translocated rhino

10
Grey reef sharks tagged
for research

2
Marine sanctuaries secured

23 000
Conservation lessons provided
by our safari and island lodges
in Africa

28 622
Hectares returned to wildlife
conservation at Phinda

5 750
Turtles hatched on average
between &Beyond Mnemba
and &Beyond Vamizi Islands
per year

CARE OF THE PEOPLE

307
Classrooms

915
CLEF tertiary education
bursaries, awarded to
604 promising rural students

56 000
People with access to water

73
Water access sites built
including boreholes and
water reticulation projects

4 764
Hippo Water Rollers enable
rural communities to move
2 million litres of water per month

1 297
Staff employed from
local communities

75
Cultures represented through
our 2 000 &Beyonders



&BEYOND



@andbeyondtravel
#seewhatliesbeyond

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Plot 568, Mathiba Road, Maun,
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MAUN OFFICE POSTAL ADDRESS:
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T (+267) 686 1979

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