



## INTERNATIONAL WHOLESale

NON-RESIDENT NETT RATES | 4TH JAN 2025 TO 3RD JAN 2026

Trading Terms & Conditions

Indian Ocean

Kilindi I Zanzibar, Tanzania

Tanzania

Arusha Coffee Lodge | Arusha

Serengeti Migration Camp I Serengeti National Park

Serengeti Pioneer Camp I Serengeti National Park

Tarangire Treetops I Tarangire National Park

The Manor at Ngorongoro I Karatu, Ngorongoro Crater Area

Kenya

Elephant Pepper Camp I Masai Mara, Mara North Conservancy

Elsa's Kopje I Meru National Park,

Kifaru House I Lewa Wildlife Conservancy

Lewa Safari Camp I Lewa Wildlife Conservancy

Loisaba Lodo Springs I Loisaba

Loisaba Star Beds I Loisaba

Loisaba Tented Camp I Loisaba

Sand River Mara I Masai Mara Game Reserve

Tortilis Camp I Amboseli, Kitira Conservancy

Other information

Transfers I Contract 2025

Tanzania Non Resident Park Fees

Kenya Non Resident Park Fees

[www.elewanacollection.com](http://www.elewanacollection.com)



Trading Terms & Conditions | Non resident rates | 2025

**An Agreement Dated:** 12/09/2024  
**Between:** Elewana Afrika Limited  
P.O Box 12814, Arusha  
Tanzania  
**And:** Name of agent:  
Address:  
Contact Person:

The following "Terms and Conditions" shall apply to all bookings with Elewana Afrika Tanzania Limited and Elewana Afrika Limited ("The Elewana Collection"), for the calendar year 2025 (4th Jan 2025- 3rd Jan 2026), save where otherwise agreed in writing. The Terms and Conditions shall, in the case of Elewana Afrika Tanzania Limited, be governed in accordance with the Law of The Republic of Tanzania and, in the case of Elewana Afrika Limited, in accordance with the Laws of the Republic of Kenya. The courts of The United Republic of Tanzania and/or The Republic of Kenya, whichever is relevant, shall have exclusive jurisdiction over any disputes arising in relation to the Terms and Conditions.

- Bed & breakfast (BB) Includes:** Accommodation & breakfast
  - Half board (HB) Includes:** Accommodation, breakfast & lunch or dinner
  - Full board (FB) Includes:** Accommodation, all meals (breakfast, lunch and dinner), soft drinks, beer, house wines & selected spirits, teas, coffees and refreshments (on the property) and laundry services.
  - Full board (FB) Excludes:** Premium drinks, additional meals (Extra/Picnic Lunch and Dinner), transfers, flying doctors medical evacuation insurance, flights and airport taxes, gratuities, park fees, conservancy fees, and camping fees - where applicable.
  - Game package (GP) includes:** Full board accommodation, including breakfast, lunch and dinner, soft drinks, beer, house wines & selected spirits, laundry services, scheduled game drives and scheduled activities, and transfers to/from our designated airstrip.
  - Game package (GP) excludes:** Premium drinks, items of a personal nature, additional meals (Extra/Picnic Lunch and Dinner), transfers (other than to and from our designated airstrips), flying doctors medical evacuation insurance, flights & airport taxes, gratuities, park fees, conservancy fees, and camping fees - where applicable.
  - Drinks:** are included in full board and game package bookings at property, Except: champagne, cognacs, single malt whiskeys, premium spirits and wines from exclusive cellar wine list.
  - Spa treatments:** are available at some of our properties at a supplement charge depending on the chosen therapy.
  - Private Vehicle use:** Exclusive use of the private vehicles will be facilitated for the Kenyan properties in the following room categories: Honeymoon suites, Safari Suite, Private house rooms, and Family cottages upon availability on game package rates.
  - Exclusive use of Vehicle:** For 5 people and above there will be no supplement charge for the Vehicle  
For 3-4 people the supplement vehicle charge of \$300 will apply  
For 1-2 people the supplement full exclusive use of vehicle rate will apply.
  - Guided Walking Safari** Guided walking safaris are only permitted from 16 years and are subject to the guide's discretion at the property.
  - Travel insurance** All travellers to Elewana properties must have appropriate travel insurance that covers cancellation and/or postponement of the trip at any stage of the contract. This also must include comprehensive evacuation and repatriation from East Africa in the unlikely event that it is required by the guest.
  - Identification at Parks** All guests present going to the national reserve must carry their passports in order for the park authorities to ascertain their nationality and age, and present the same at check in.
- Park fees, conservancy fees, camping fees, concession fees, reserve fees, infrastructure tax, and tourism development levies are compulsory charges, not eligible for commission, quoted per person per night. These fees are subject to change without prior notice. They are valid for a 24-hour period and allow for one-time entry. Guests departing after the allotted 24 hours may be subject to additional park or related fees**

Child Policy	Rate	Maximum Adults	Minimum Children	Maximum Children
<b>Children under 12 years</b>				
Children sharing with 1 adult	Adult single rate and child(ren) free of charge	1	1	2
Children sharing with 2 adult	Normal per sharing rate and child(ren) free of charge	2	1	2
<b>Children 12 to 17 years</b>				
Child in their own room (1 maximum)	Single room rate applies	0	1	1
Children in their own room (2 minimum)	75% of the adult sharing rate per child	0	2	2
Children in their own room (3 maximum)	Triple rate applies	0	3	3
Child(ren) sharing with 1 adult	50% of the adult sharing rate for the child , adult per person sharing rate	1	1	2
Child sharing with 2 adults	Triple rate applies	2	1	1

**\*Child policy**  
Unit rate applies in Honeymoon suites, Safari Suite, Private house rooms, Family cottages and Stable cottage as the rate are unit based  
Children are warmly welcomed at all of our properties, except for Kilindi, where we maintain an ambience suited to guests aged 16 years and older  
For activities, child rates apply to guests between 3 and 12 years old

**Minimum night stay**  
Guests staying at our bush properties can enjoy a minimum of 1 night during the mid and green seasons. In the high season, a minimum stay of 2 nights is required, or guests can opt for 1 night in two different properties.  
At Kilindi, guests are welcome to stay for a minimum of one night throughout the year, except during the Easter Weekend (Friday 18th, to Monday 21st April 2025), when a minimum stay of 2 nights is required, and during the Festive Season (December 22nd to January 3rd), when a minimum stay of 4 nights is required.  
At Arusha Coffee Lodge, a minimum stay of 1 night is required throughout the year.

**Provisional bookings**  
If Elewana Afrika receives a reservation request that necessitates holding the booking provisionally by the agent, Elewana Afrika retains the right to ask the agent to release the booking or provide a 20% deposit within 48 hours. Provisionally held bookings will automatically be released upon expiry (see below). During periods of high demand, Elewana Afrika reserves the right to shorten the provisional booking expiry period.

No of Days Prior to Arrival	All Seasons
More than 90 days from date of arrival	14 Days
Between 60 and 31 days prior to arrival	7 Days
Less than 30 days from date of arrival	48 Hours

**Confirmation of booking:**  
To confirm your booking, we require either a booking voucher/email from your tour operator/agent or a cash deposit, in accordance with the contract's payment terms and conditions. Please ensure that your booking includes the following information. Elewana cannot be held responsible for any service failures resulting from incomplete or inaccurate information.

1. Property you wish to book and meal plan
  2. Room type: standard room or suites (e.g family tent, house, cottage, etc.)
  3. Date and time of arrival and departure
  4. Mode of arrival and departure
  5. Number of guests: Adult and children with the ages indicated
  6. Names of all guests with room configuration for rooming list
  7. Dietary requirements and Kosher guests need to fill a Kosher form
  8. Special requirements
  9. Nationality of clients
  10. When booking Pan-African residents, please attach proof of residency.
- Kindly remind clients to have a copy of their service voucher, as it is essential for them to present it upon arrival at the respective camp/lodge

**Single room policy**

- 3 or less single rooms per booking \*
- 4 or more single rooms per booking \*

\* The single room policy is applicable to all properties except Kilindi

**Rate**

- Single room rate
- Double room rate

**Release periods & cancellation policies for confirmed bookings. FIT bookings are limited to less than 5 rooms. Group bookings are defined as bookings for 5 or more rooms.**

Days to arrival	Charge	Group bookings payment & cancellation policies	
Upon confirmation	20%	14 days after confirmation	20% non refundable deposit
Between 60 and 31 days prior to arrival in Mid and Green season	50%	120 days prior to arrival	50% payments due and 50% cancellation fees
Between 90 and 31 days prior to arrival in High season	50%	60 days prior to arrival	100% payment due and 100% cancellation fees
Less than 30 days from the date of arrival	100%		

Cross border circuit discount and Long stay. Stay does not have to be consecutive but must be in a single itinerary	No of Nights	Discount %
Circuit discounts are available when combining any of our bush and beach properties for the same visit, excluding Arusha Coffee Lodge in the high season. Circuit discounts are valid for all seasons, both on the game package and on full board rates. Circuit discounts are not combinable with any other special offers.	6+	10%
	9+	15%
	12+	20%

**Tour leader rates (subject to availability)**

- In guest accommodation ( for a minimum group of 5 guests)
- In tour leader accommodation\*

**Rate**

- 50% of room rate per person
- \$110 per person sharing including meals and soft drinks

\*Tour leader is accommodation available in all bush properties, except Loisaba Star Beds, and is not available at Arusha Coffee Lodge and Kilindi Zanzibar

Exclusive use of property : Special terms and conditions apply, which are available on request.

Non-refundable 20% confirmation deposit: If a confirmed booking is cancelled, the 20% deposit will be forfeited, regardless of the number of days remaining until travel. The full value of the deposit is due regardless of deposit terms.

Refunds: Whilst the company uses its best endeavours to ensure that all anticipated accommodation is available as planned, there shall be no claim whatsoever against the company for a refund either in whole or a part, if any accommodation or activity is unavailable, or the guest was unable to use this service.

Alteration of confirmed bookings: Once a booking is confirmed the value of that booking cannot be reduced by amending dates, pax numbers, package options or meal plans without the relevant cancellation policy applying.

Confidentiality: The agent confirms and agrees that the contents of this agreement are strictly confidential to the undersigned and that no part of this agreement in any form may be divulged to a third party.

Variation: Elewana reserves the right to revise or alter the terms and conditions, at its sole discretion, in the event of any unforeseen changes in rates offered by third-party suppliers and/or in government taxes, government levies, park fees, camping fees, concession fees and conservancy fees.

3rd Party Activities are subject to change, without prior notice.

Force Majeure: Elewana will not be liable to the agent or its client for any act of god or force majeure that disrupts a client(s) itinerary, any planned activities or experience at or between any of properties, even if this results in the inability to deliver the contracted service. In the case of Force Majeure, Elewana will not be liable for alternative accommodation, interrupted travel arrangements or any other costs associated with the affected booking.

Insurance: Agents must ensure that their guests have adequate insurance cover for their intended itinerary and any additional activities including, medical, evacuation, repatriation, loss to personal belongings and cancellation.



NON-RESIDENT NETT RATES | 4TH JAN 2025 TO 3RD JAN 2026

All rates are in U.S. Dollars and include VAT		Festive Season (22nd Dec to 03rd Jan 2026)		High Season (4th Jan to 28th Feb 1st Jul to 31st Aug)		Mid Season (01st Mar to 30th Apr 01st Jun to 30th Jun 01st Sep to 21st Dec)	
		Festive Season		High Season		Mid Season	
Luxury Pavilion		Rack	Nett	Rack	Nett	Rack	Nett
Garden View	Per Person Sharing	988	791	766	613	652	522
	Single room	1,476	1,181	1,143	915	972	778
Ocean View	Per Person Sharing	1,183	947	917	734	780	624
	Single room	1,769	1,416	1,370	1,096	1,164	932
Two Bedroom Garden	Per Person Sharing	1,512	1,210	1,179	944	1,008	807
	Single room	2,244	1,796	1,745	1,396	1,488	1,191

**Closed dates** The property is closed from 1st May to 31st May 2025

<b>All Inclusive (AI)</b>	<p><b>All-inclusive rates include</b> accommodation, three meals and drinks, sundowners, paddle boarding, kayaking, cooking experience and laundry services. Check-in time is 2:00 pm and Check-out time is 10:00 am.</p> <p><b>Excludes</b> champagne, private cellar wines, and premium spirits.</p> <p>Infrastructure tax of \$5 per person and per night, will be added to the rate accommodation rate upon reservation.</p>
<b>Day room use (DR)</b>	<p><b>Dayroom use includes</b> accommodation, lunch and dinner meals as well as drinks at 50% of the above per person rate of the chosen room. Check-out time is 6:00 pm and is subject to availability. Should you wish to confirm a late departure at the time of booking, a full night's rate will apply.</p> <p><b>Excludes</b> champagne, private cellar wines, and premium spirits.</p> <p>Infrastructure tax of \$5 per person and per night, will be added to the rate accommodation rate upon reservation.</p>

**Child policy: The minimum age allowed is 16 years.**

**Minimum night stay**

Easter weekend: Friday 19th to 21st April 2025

Festive season 22nd of December 2025 to 3rd January 2026

**Minimum number of nights**

2 nights

4 nights

**Maximum room occupancy**

6 Pool Pavilions Garden view

7 Pool Pavilions Ocean view

2 Pool Pavilions Two-bedroom garden view

**Maximum number of guests**

2 guests

2 guests

4 guests

**Special offers**

<b>Advance Purchase:</b>	15% discount on accommodation for booking confirmed 90 days or more in advance and subject to 100% payment on non-refundable basis.
<b>Long Stay Offer :</b>	25% discount on accommodation for bookings with a minimum of 5 nights stay
<b>Short stay Honeymoon and Anniversary</b>	<p>25% discount on room booking for a minimum of 4 nights.</p> <p>20% discount at Kilindi Spa for one treatment per couple between 9:00 am and 2:00 pm One-time Henna tattoo treatment for the bride</p> <p>Honeymoon welcome amenities (flower room decoration, romantic candlelight dinner, romantic turndown service, bottle of wine).</p> <p><b>**Wedding certificate must be presented at the time of booking, Or valid marriage certificate must be shared prior to or during check in. (maximum of 6 months validity).</b></p> <p><b>*Or passports with the same name for anniversary celebrants</b></p>
<b>Long stay Honeymoon Offer</b>	<p>30% Discount on room booking for a minimum of 7 nights</p> <p>1 complimentary Dow Cruise for the couple</p> <p>Complimentary 60-minute couples massage for the bride and groom at Kilindi Spa 9:00 am and 2:00 pm.</p> <p>20% discount on any additional massages One-time henna tattoo treatment for the bride</p> <p>Honeymoon welcome amenities (fruit platter, flower room decoration, romantic candlelight dinner, romantic turndown service, bottle of wine).</p> <p><b>*Wedding certificate must be presented at the time of booking, Or valid marriage certificate must be shared prior to or during check in. (maximum of 6 months validity)</b></p>

**\*Offers are not combinable with any other discounts, are not available during the Festive seasons and only one can be used per booking.**

**Activities, excursions and extras (rates are nett per, person)**

Kilindi Zanzibar	Adult	
Activity	Rack	Nett
Private 'lobster & champagne' beach dinner (minimum of 2 guests)	245	223
Jozani forest tour	220	210
Historical stone town tour (minimum of 2 guests)	185	165
Sunset dhow cruise (minimum of 2 guests)	185	165
Zanzibar Island spice tours, 3 hours (minimum of 2 guests)	185	165
Kilindi One-way airport transfer to/from designated airport (per vehicle, maximum of 4 guests)	125	115
Snorkelling excursion to Mnemba (minimum of. 2 guests on a sharing boat basis)	115	104
Yoga mats available	FOC	FOC
Paddle boarding & kayaking at Kilindi	FOC	FOC
Cooking Experience	FOC	FOC



**2025 ROAD TRANSFER RATES PER VEHICLE**  
**\*Maximum capacity of 6 guests**

TRANSFERS ALL PROPERTIES		
	Rack	Nett
Exclusive use of a safari vehicle with driver guide per vehicle (Maximum of 6 guests)	\$540	\$486
Exclusive use of a safari vehicle for 3-4 guests who have paid game package	\$300	\$270
Scheduled and shared game drive, morning or evening	\$120	\$108
Night game drive for 2 hours (minimum of 2 guests)	\$120	\$108
TANZANIA TRANSFERS		
Arusha Coffee Lodge to/from Arusha Airport transfer (per vehicle, one way)	\$35	\$32
Arusha Coffee Lodge to/from Kilimanjaro airport transfer (per vehicle, one way)	\$185	\$167
Arusha Coffee Lodge Namanga border one-way transfer (per vehicle, )	\$230	\$208
Kogatende airstrip transfer, per vehicle	\$540	\$490
Serengeti migration to/from Seronera airstrip transfer, per vehicle	\$450	\$400
Serengeti Pioneer to/ from Seronera airstrip transfer, per vehicle	\$350	\$325
Serengeti Pioneer to/from Lobo airstrip transfer, per vehicle	\$450	\$400
Serengeti migration to/from Lobo airstrip transfer, per vehicle	\$350	\$325
Serengeti migration to/from Seronera airstrip transfer, per vehicle	\$450	\$400
Kilindi One-way airport transfer to/from designated airport (per vehicle, maximum of 4 guests)	\$125	\$115
KENYA TRANSFERS		
Transfer to/from designated airstrip (per vehicle)	\$125	\$115
Elsa's Kopje to/Sarara Camp	\$575	\$520
Elsa's Kopje to/from Lewa Safari Camp	\$575	\$520
Elsa's Kopje to/from Samburu	\$625	\$567
Elsa's Kopje to/from Loisaba & Laikipia Properties	\$845	\$767
Elsa's Kopje to/from Nanyuki/Mt Kenya/OI Pejeta	\$575	\$520
Lewa Safari Camp to/from Loisaba & Laikipia	\$700	\$636
Lewa to/from Nanyuki/Mt Kenya/OI Pejeta	\$350	\$319
Lewa to/from Samburu	\$410	\$369
Lewa/Kifaru house to Borana Lodge	\$125	\$115
Loisaba to/from Nanyuki/Mt Kenya/OI Pejeta	\$410	\$369
Sand River Mara to/from Talek	\$280	\$253
Sand River Mara to Mara Bridge	\$280	\$253
Elephant Pepper Camp to/from Talek	\$280	\$253
Elephant Pepper Camp to Rekeru	\$280	\$253
Elephant Pepper Camp to/from Musiara Gate	\$225	\$204
Elephant Pepper Camp to/from Mara Rianta	\$225	\$204
Tortilis camp to/from Namanga border transfer	\$480	\$436
Tortilis Transfer to/from Kimana Gate (GP Guests)	\$250	\$220

## TANZANIA- NATIONAL PARK/CONCESSION/CAMPING FEES

### TARANGIRE NATIONAL PARK

Tarangire Treetops	PARK ENTRANCE FEE		CONCESSION FEE		CAMPING FEE	
	EFFECTIVE FROM 01.07.23		EFFECTIVE FROM 01.07.23		EFFECTIVE FROM 01.07.23	
	HIGH SEASON 16.05.23 - 14.03.24	LOW SEASON 15.03.24 - 15.05.24	HIGH SEASON 1.7.2023-30.9.2023	LOW SEASON 1.10.2023-30.6.2024	HIGH SEASON 1.7.2023-30.9.2023	LOW SEASON 1.10.2023-30.6.2024
Tarangire National Park						
Adult (Of or Above 16 years)	\$ 59.00	\$ 53	NA	NA	NA	NA
Child ( 5-15 years)	\$ 17.70	\$ 18	NA	NA	NA	NA
Children below 5 years Free						

  

Non Resident	WMA on accommodation (All Year Round)		
	Valid from 1.07.23 to 30.06.24		
	Conservation Fee	Activity Fee	Night Game Drive
Adult (Above 16 Years)	\$ 17.70	\$ 11.80	\$ 23.60
Child 5-15 years	\$ 8.85	\$ 5.90	\$ 11.80

### SERENGETI NATIONAL PARK

Serengeti Pioneer Camp	PARK ENTRANCE FEE		CONCESSION FEE		CAMPING FEE	
	EFFECTIVE FROM 01.07.23		EFFECTIVE FROM 01.07.23		EFFECTIVE FROM 01.07.23	
	HIGH SEASON 16.05.23 - 14.03.24	LOW SEASON 15.03.24 - 15.05.24	HIGH SEASON 1.7.2023-30.9.2023	LOW SEASON 1.10.2023-30.6.2024	HIGH SEASON 1.7.2023-30.9.2023	LOW SEASON 1.10.2023-30.6.2024
Serengeti National Park						
Adult (Of or Above 16 years)	\$ 82.60	\$ 70.80	NA	NA	\$ 70.80	\$ 59.00
Child (5-15 year)	\$ 23.60	\$ 23.60	NA	NA	\$ 11.80	\$ 11.80

### SERENGETI NATIONAL PARK

Serengeti Migration Camp	PARK ENTRANCE FEE		CONCESSION FEE		CAMPING FEE	
	EFFECTIVE FROM 01.07.23		EFFECTIVE FROM 01.07.23		EFFECTIVE FROM 01.07.23	
	HIGH SEASON 16.05.23 - 14.03.24	LOW SEASON 15.03.24 - 15.05.24	HIGH SEASON 1.7.2023-30.9.2023	LOW SEASON 1.10.2023-30.6.2024	HIGH SEASON 1.7.2023-30.9.2023	LOW SEASON 1.10.2023-30.6.2024
Serengeti National Park						
Adult (Of or Above 16 years)	\$ 82.60	\$ 70.80	\$ 70.80	\$ 59.00	NA	NA
Child (5-15 year)	\$ 23.60	\$ 23.60	\$ 11.80	\$ 11.80	NA	NA

### NGORONGORO CONSERVATION AREA AND MANYARA NATIONAL PARK

The Manor at Ngorongoro	PARK ENTRANCE FEE		CONCESSION FEE		CAMPING FEE	
	EFFECTIVE FROM 01.07.23		EFFECTIVE FROM 01.07.23		EFFECTIVE FROM 01.07.23	
	HIGH SEASON 16.05.23 - 14.03.24	LOW SEASON 15.03.24 - 15.05.24	HIGH SEASON 1.7.2023-30.9.2023	LOW SEASON 1.10.2023-30.6.2024	HIGH SEASON 1.7.2023-30.9.2023	LOW SEASON 1.10.2023-30.6.2024
Conservations Area fee Adult (Of or Above 16 years)	\$ 70.80	\$ 70.80	NA	NA	NA	NA
Conservations Area fee Child (5-15 year)	\$ 23.60	\$ 23.60	NA	NA	NA	NA
Lake Manyara National Park Adult (Of or Above 16 years)	\$ 59.00	\$ 53.10	NA	NA	NA	NA
Lake Manyara National park Child (5-15 year)	\$ 17.70	\$ 17.70	NA	NA	NA	NA

### VEHICLE FEE

All Parks	Vehicle Category	Park Fees incl 18% VAT	Crater Fees incl 18% VAT
	Tare weight up to 2000kgs	\$ 10.62	\$295
6 hours	Tare weight between 2001 - 3000 kgs	\$18.59	\$295
	Tare weight between 3001 - 7000 kgs	\$31.87	\$295
	Tare weight above 7001 kgs - 10000 kgs	\$79.66	\$295
	* Open vehicles will be charged 50% extra of the normal vehicle fee		
	* Vehicle fee is applicable to Tanzania registered vehicle only		

Park fees, conservancy fees, camping fees, concession fees and tourism development levies are all subject to change, without prior notice. Park fees and all other related fees are valid for 24 hours and one time entry. Guest departure times that result in any stay longer than the permitted 24 hours may result in a further Park or related fee being charged to the guest.