



# FROM TRAVELERS, FOR TRAVELERS

Private, authentic and responsible travel experiences in places we truly know.

**WHO WE ARE**

# **AFRICALE-TRAVEL & LEISURE WAS FOUNDED IN 2016 FROM A SIMPLE IDEA:**

- to design journeys only in countries where we have lived and worked,
- built on the ground,
- without pre-packaged formats.

**We create tailor-made journeys.**

We do NOT sell packages.

Alessandro Gilli (Founder) has been living and working in Africa for over 20 years. He is a certified guide and a deep connoisseur of local territories and cultures.



## WHO WE ARE

# A LEAN YET SOLID STRUCTURE:

- **Cape Town** – Headquarter of Africale-travel & Leisure
- **Botswana** – Maun & Kasane (local partners)
- **Tanzania** – Arusha (local partner)

A long-built network of guides and partners, grounded in **trust, continuity and real on-the-ground operations.**

## CERTIFICATIONS & OFFICIAL REGISTRATIONS:

- **First Aid Certification** up to **Level 3**
- **Snake Handler** Certification (recognition and safe handling of venomous snakes)
- Registered with the **South African Tourist Transport License** (PDP)
- Registered with **CATHSSETA** as a licensed tourist guide
- Registered with the **South African Tourist Guide Association**

## OUR APPROACH

# AFRICALE-TRAVEL & LEISURE IS REAL PRESENCE, NOT INTERMEDIATION

- direct, first-hand knowledge of the territories
- long-standing, trusted local relationships
- management of complex, tailor-made itineraries
- continuous on-the-ground operational support

The difference between a well-sold trip and a **truly successful journey.**



## OUR APPROACH

# PEOPLE, NOT FORMATS

At Africale-travel & Leisure we carefully select **local partners** — chosen for their identity and values, not just ratings — to ensure **continuous, hands-on support** that is consistent, reliable and aligned with the cultures and territories we travel through.

This approach allows us to guarantee **authenticity, reliability** and a **positive impact** across all our journeys.



**WE DESIGN**

# **SELF DRIVE & GUIDED JOURNEYS**

## **SELF DRIVE**

With real on-the-ground assistance and reliable local backup.

## **GUIDED JOURNEYS**

- local guides in every country we operate in
- guides in Italian, English and Portuguese
- **direct accompaniment** on more complex itineraries



## FOOTPRINT




# 15 AFRICAN COUNTRIES, WITH DIRECT OPERATIONAL PRESENCE

South Africa · Lesotho · eSwatini · Namibia · Angola · Kenya Botswana · Mozambique (*growing destination*) · Zambia · Malawi · Tanzania (*Kilimanjaro included*) · Uganda (*growing destination*) · Rwanda · Madagascar · Kenya · Mauritius · Reunion

**All countries where we have personally lived and worked.**

We also have trusted contacts to design and manage journeys in other Southern and Eastern African countries, depending on specific client needs and requests.



-  Countries where we operate directly
-  Countries where we will be active soon
-  Countries where we operate through trusted local partners

## FOOTPRINT

# OCEANIA: EXPANSION WITH DIRECT OPERATIONS

New Zealand · Fiji · Cook Islands · French Polynesia · New Caledonia (opening soon) · Vanuatu (opening soon)

**We have chosen to build direct presence in these destinations to maintain control and ensure the quality of the travel experience.**

New destinations are being developed, following a gradual and conscious growth.



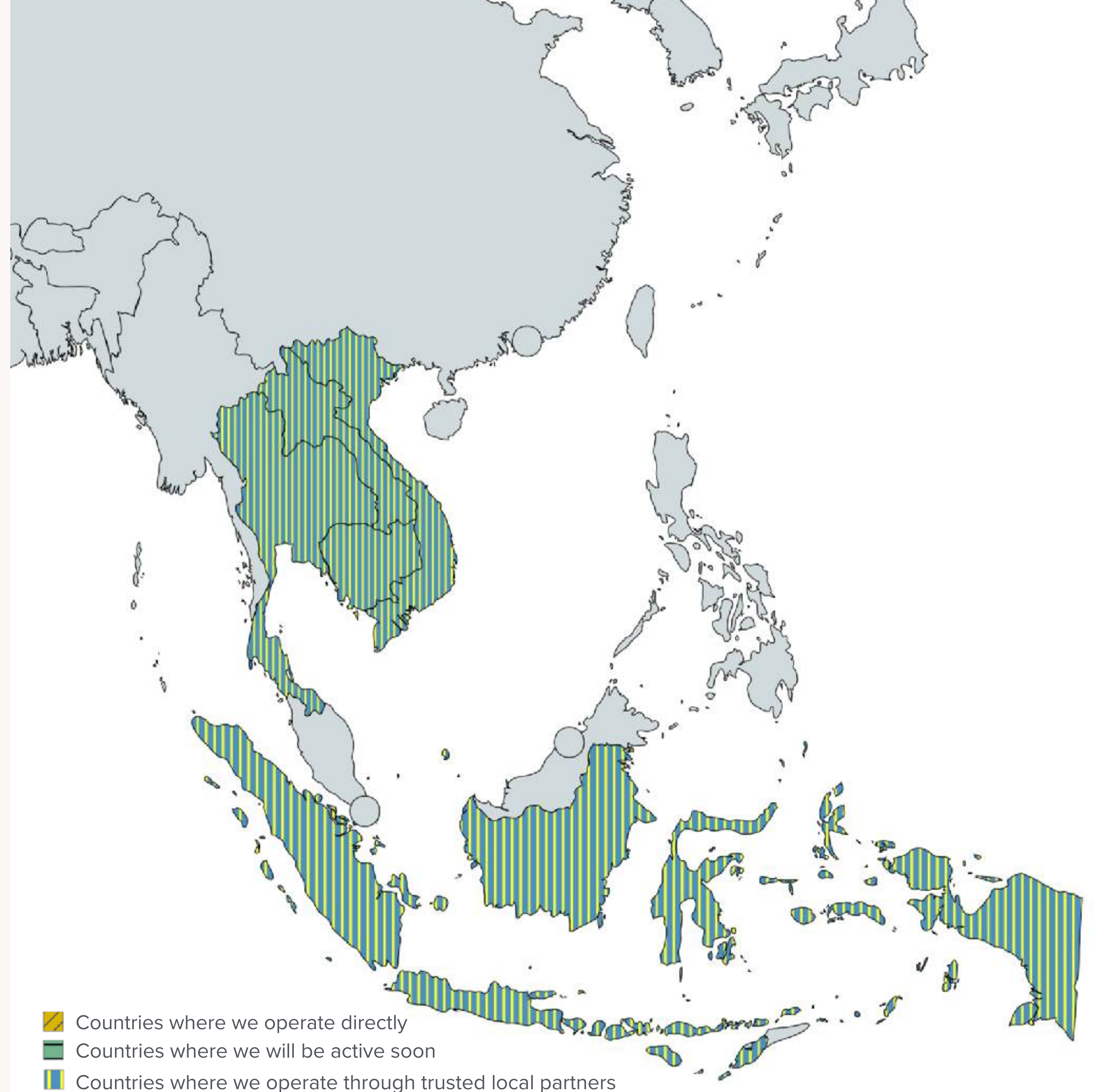
## FOOTPRINT

# SOUTHEAST ASIA: A NETWORK OF TRUSTED PARTNERS

Indonesia · Thailand · Laos · Cambodia · Vietnam

In these destinations, we operate through local partners selected over time.

They are established teams with deep knowledge of the territory, ensuring authentic travel experiences.



HOW OUR CLIENTS TRAVEL

# JOURNEYS BUILT AROUND PEOPLE

- Private trips only
- No fixed departure dates
- No open groups



## SPECIAL TAILOR-MADE ITINERARIES

# JOURNEYS DESIGNED AROUND REAL NEEDS

For us, every travel project starts from a real need and is carefully designed case by case to ensure a truly memorable experience.

Over time, we have developed complex itineraries to respond to **specific, concrete client requirements**.

### SELECTED EXAMPLES:

#### CAPE TO CAIRO

A slow and in-depth journey across the continent, designed for travelers who want to truly understand Africa.

We handled the full itinerary design, including direct management of borders, logistics and operational variables.

#### ALTITUDE BELOW 1,000 M

An itinerary created around specific health requirements within South Africa, avoiding critical altitudes while preserving the quality of the experience.

#### MOBILE SAFARI

A fully mobile safari with temporary camps, field cuisine and daily movements, designed to offer a highly immersive experience. Includes a dedicated field and kitchen team.

## SPECIAL TAILOR-MADE ITINERARIES

# SERVICES PROVIDED

Every Africale-travel & Leisure journey starts with careful listening to the client's needs and becomes a project built with precision, expertise and real on-the-ground presence.

We take care of every organizational aspect — from design to field operations — allowing our travelers to **enjoy the experience fully, consciously and worry-free.**

### EXPERT JOURNEY DESIGN

Custom itineraries designed around people, NOT pre-packaged formats.

### ESTABLISHED LOCAL EXPERTISE

Direct knowledge of territories, with trusted local guides and partners built over time.

### 24/7 CONTINUOUS ASSISTANCE

Constant support before, during and after the journey, with operational presence on the ground.

### CONCIERGE SERVICE

Full management of logistics, experiences, special or unique requests, and unforeseen situations.

### TRANSPARENCY & FINANCIAL SECURITY

Clear processes, traceable payments and client protection at every stage.

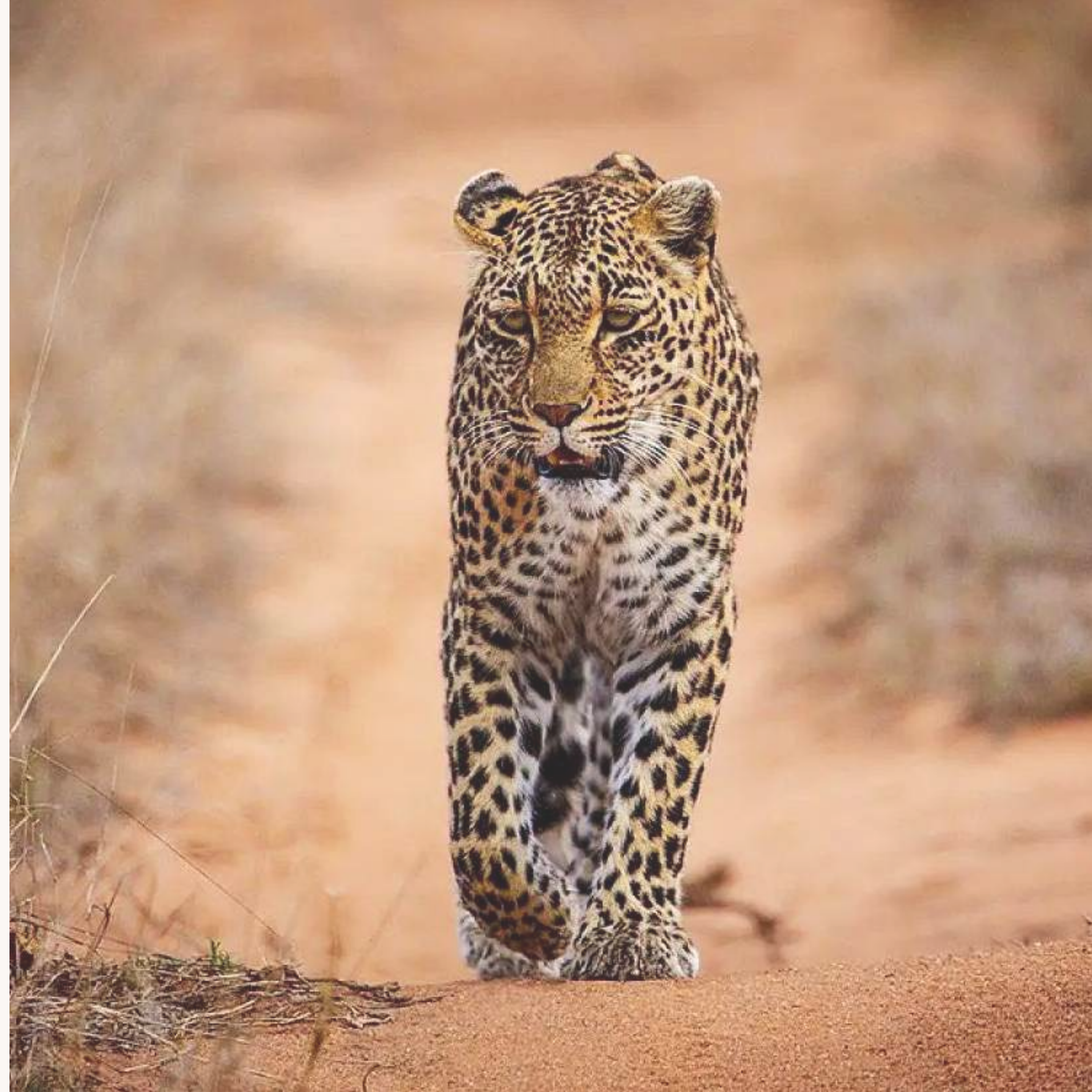
## KEY FIGURES

# AFRICA-TRAVEL & LEISURE IS A WAY OF EXPERIENCING TRAVEL, NOT A CATALOGUE

- approx. 50 tailor-made journeys per year
- average 6 guests per trip
- approx. 300 travelers per year
- **maximum 16 guests** (3 off-road vehicles)

We have deliberately kept these numbers limited to ensure **quality, control** and **genuine attention**.

Today, **we have the potential to grow.**



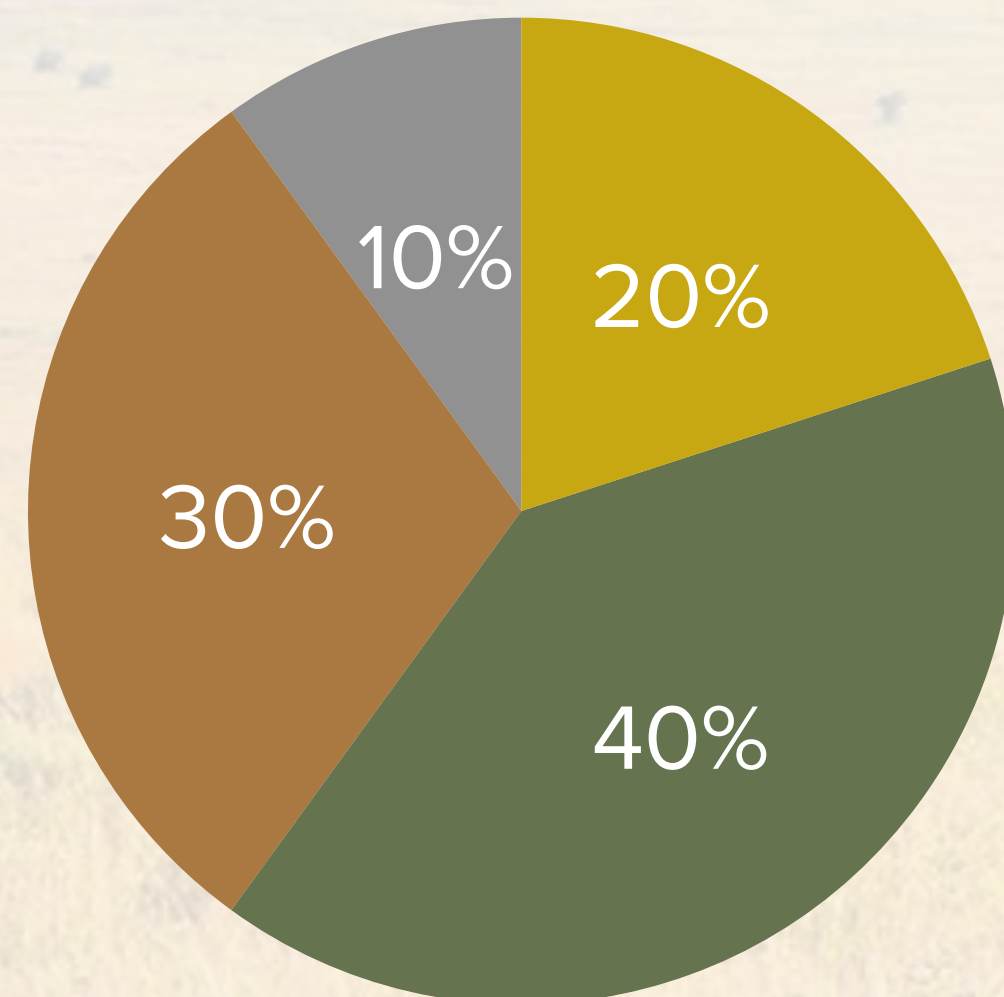
## KEY FIGURES

# FOOTPRINT | 2023-TODAY

Numbers help to find direction.

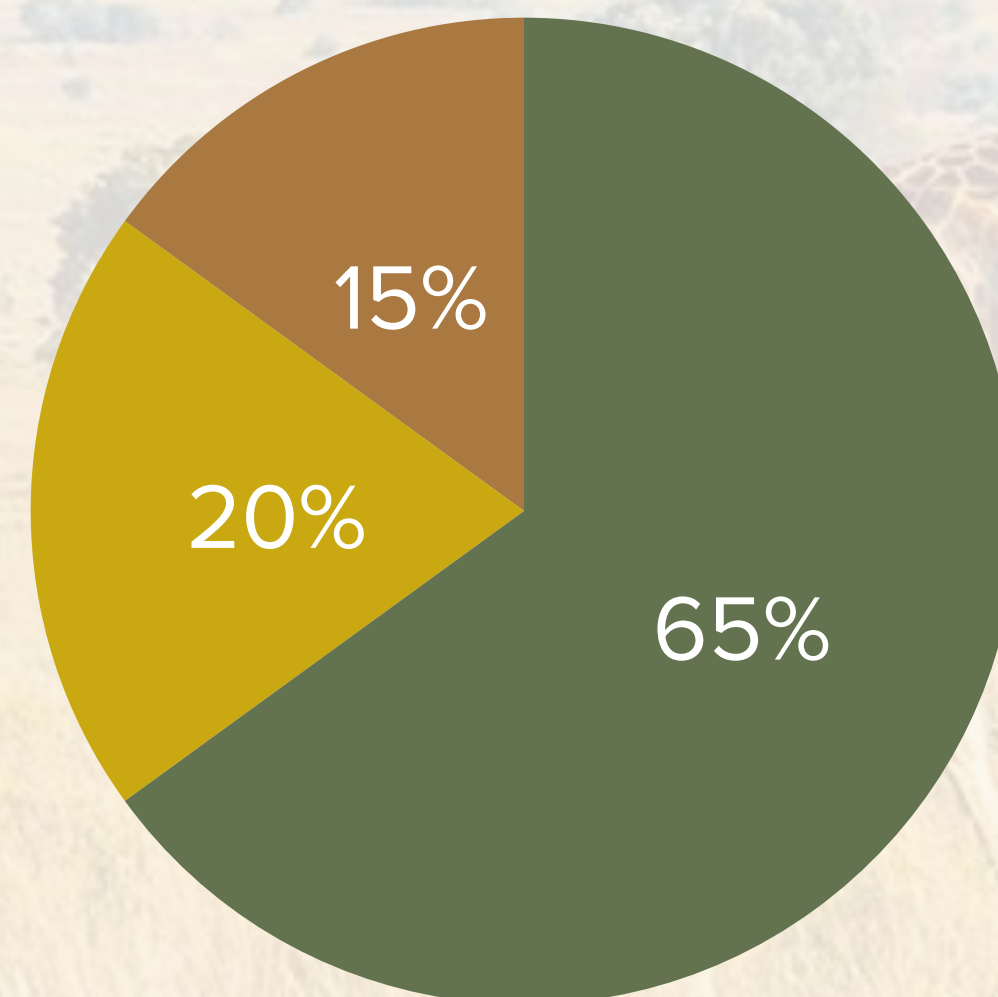
What truly matters is **the story they tell.**

### TRIPS SOLD\*



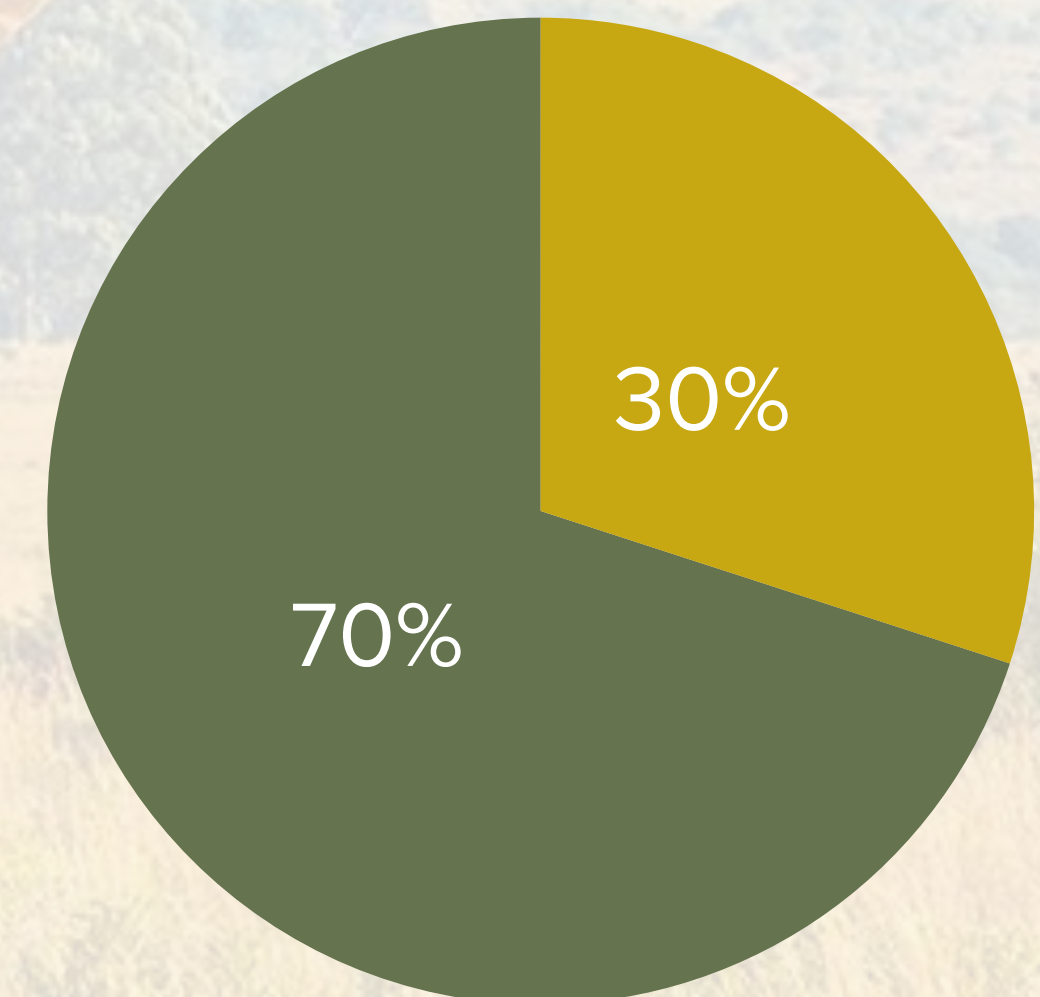
● South Africa ● Namibia  
● Botswana ● Others

### TRAVELER AGE



● Over 65 ● Under 65  
● Honeymoon

### TYPE OF TRAVEL



● Self Drive  
● Guided trips

\* Mozambique and Uganda are growing markets, expected to reach **8%** and **6% respectively by 2026.**

**TRAVELING IS NOT ENOUGH, GIVING BACK MATTERS**

# IMPACT ON THE TERRITORIES

We believe that traveling also means **giving value back to the communities** that welcome our travelers.

For this reason, through **direct collaborations on the ground**, we support active projects in the educational, healthcare and social fields, working closely with local organizations we know personally.

Traveling with **Africale-travel & Leisure** means contributing in a **concrete way to initiatives that create real impact** in the places we visit.

## THE ORGANIZATIONS WE SUPPORT:

### **RAINBOW FOR AFRICA** [\(LINK\)](#)

An organization committed to improving access to healthcare and education through medical, educational and technological projects across several African countries.

### **ASSOCIATION OF VOLUNTEER MISSIONARIES**

Active in Chipata, Zambia, supporting a school that hosts over **330 children** and promotes projects focused on family support, access to clean water and education, contributing tangibly to the development of the local community.

## THE EVOLUTION OF THE AFRICALE TRAVEL & LEISURE PROJECT

# THE FUTURE

We see the future of **Africale-travel & Leisure** as a natural evolution of the journey that began in 2016. We continue to grow without losing what makes us recognizable: **on-the-ground presence, direct relationships, and journeys built around people.**

Our development is driven by the desire to expand our offer while preserving **coherence, quality and identity**, without chasing volume or standardization.

### OPENING NEW HIGH-EXPERIENCE DESTINATIONS

New destinations with strong experiential value gradually become part of the Africale-travel & Leisure offer, as a natural extension of our approach.

### ENGAGING A HIGH-SPENDING INTERNATIONAL TARGET

Development of communication strategies aimed at a refined international audience seeking authentic, complex and NOT standardized travel experiences.

### CONTINUOUS SCOUTING OF PARTNERS AND UNIQUE EXPERIENCES

Ongoing research of new local partners, special itineraries and off-the-grid experiences, to keep the “Africale touch” alive and recognizable in every journey.

### ADOPTION OF DIGITAL TOOLS AND GOVERNANCE SYSTEMS

Introduction of digital and organizational tools to improve process management, service quality and the overall experience, without losing direct relationships.

### TEAM EXPANSION AND NEW SKILLS

Gradual inclusion of new professionals with experience in travel, business strategy and communication, to support growth and ensure long-term solidity.

## PEOPLE MATTER

# VOICES FROM THE FIELD

The words that matter most are those of the people who have travelled with us and of those who work alongside us on the ground. The testimonials that follow tell lived experiences, relationships built over time, and a way of working based on **trust, presence and shared responsibility**.

*“Simply thank you for the way  
you do things.*

*Everything was wonderful.  
We will be back soon.” - Client*

*“After this wonderful holiday, thank  
you for the professionalism, passion  
and experience with which you  
guided us in discovering your Africa.  
With affection.” - Client*

**“Who are you?”**

*We met you and you guided us through  
your African land.*

*A slow approach to its colours,  
a love that intoxicates through scents,  
footprints and sand.*

*Sea and rocks,  
light steps,*

*a gaze that learns to look towards  
infinity.*

*The eyes of a world that welcomed us.”  
- Client*

*A guide is someone who deeply  
loves the country where they live and  
work, and who is able to let you see  
it through their own eyes, helping you  
appreciate what is beautiful and  
understand what is less so.*

*And when, in the end, you have to  
leave, you love that country too.  
Thank you!” - Client*

*“Africale has been a fundamental  
part of the journey that allowed me to  
become who I am today.” - Partner*

OUR ROLE ON THE GROUND

# AFRICALE-TRAVEL & LEISURE

- we are a local operational partner
- we design and manage complex, tailor-made journeys
- we act as a direct counterpart, with no intermediaries
- We take full operational responsibility for delivery on the ground

You manage the client relationship. **We guarantee the experience.**





**EVERY JOURNEY STARTS WITH A CONVERSATION.**

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