

Wilderness Safaris/Wayo Strategic Partnership

Q&A – For Sales and Reservations

This document serves to guide your answers and engagements with our Trade Partners and suppliers regarding our recent Strategic Partnership with Wayo Africa.

Please note that as a very young partnership, we are still in discussion with Wayo Africa apropos some of the points below. For now, we can answer the following as per the questions. However, if there are any further developments, we will communicate with all our stakeholders and partners timeously.

1. *Q: With this new partnership, is there a change to the way Wayo Africa is booked?*
A: Wayo Africa will continue to be booked through their existing channels, as well as through Wilderness Safaris as an AP DMC offering.
2. *Q: Will their product be applicable to the new Wilderness Safaris T&Cs?*
A: No, as currently advised, Wayo Africa will continue to use their T&Cs. Any developments on this front will be communicated timeously.
3. *Q: Does Wayo Africa have its own Travel Shop in Tanzania?*
A: Yes, their Travel Shop is based in Arusha, the gateway to the Northern Tanzania safari circuit.
4. *Q: Will Wayo Africa Founder Jean du Plessis, and Co-owner and Director Catherine Millington, still head up the product and continue to be the point of contact for Wayo Africa?*
A: Jean and Catherine will continue to head up Wayo Africa, and continue to drive the successful operations of the brand.
5. *Q: How will this partnership affect pricing for Wayo Africa product?*
A: As currently advised there will be no impact on pricing. Any developments on this front will be communicated timeously.
6. *Q: Will the Wayo Africa product and services remain the same?*
A: As currently advised, Wayo Africa's product will remain the same, with a possible upgrade to décor and soft furnishings in the near future. Developments on this front will be communicated timeously.
7. *Q: What classification will Wayo Africa's product fall into?*
A: As currently advised, Wayo Africa's product classification will remain the same. Developments on this front will be communicated timeously.



8. *Q: Will Wayo Africa continue to support local suppliers?*
A: As like-minded partners, Wayo Africa will continue to make a positive impact in Tanzania, and will therefore support local suppliers.

9. *Q: Who will communicate with Wayo Africa's Trade Partners, should they differ from Wilderness Safaris' Trade Partners?*
A: Wayo Africa will continue to communicate with their partners, as they have done in the past. Any developments on this front will be communicated timeously.