

GILTEDGE

DMC



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AFRICA

OCEAN ISLANDS

DMC

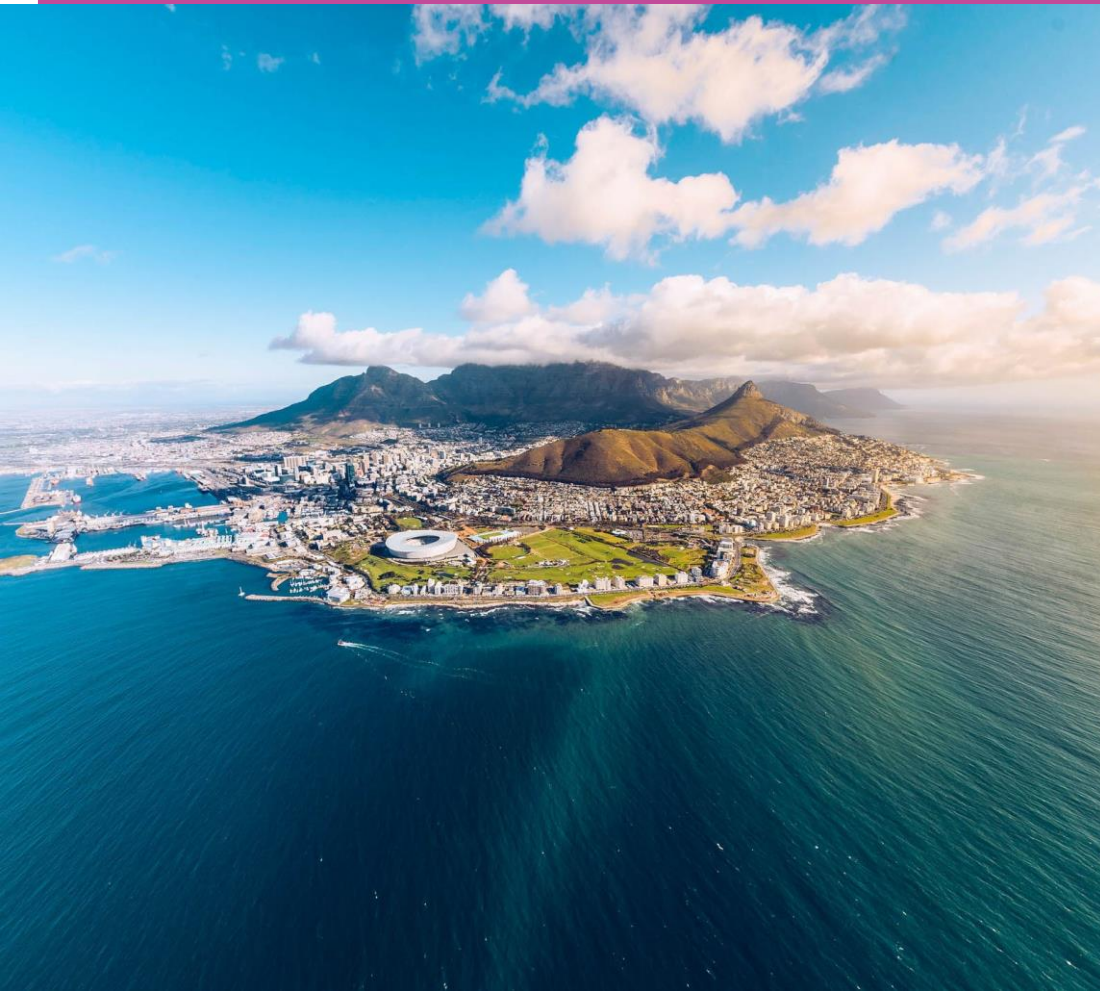
INTERNATIONAL

INCENTIVES

www.gilt-edge.com



Our mission is creating and delivering unique, life-changing travel experiences to our culturally diverse clientele around the world



GILTEDGE CONSISTS OF 6 TRAVEL DIVISIONS

Giltedge Africa operates primarily with the inbound international market offering innovative itineraries to Southern Africa, East Africa and the Indian Ocean Islands to a discerning, upscale clientele.

Giltedge Incentives offers specialist services to South African corporate clients wishing to reward their staff with lifetime travel experiences both in Africa and around the world.



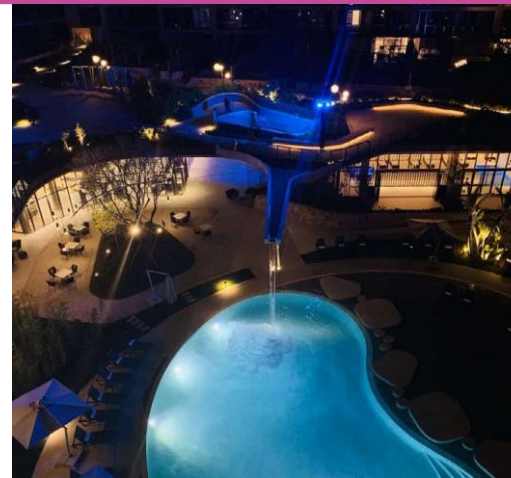
Giltedge Golf is a specialist golf, wine and safari travel business that offers clients the ultimate in luxury travel combined with the opportunity to experience Southern Africa's internationally accredited Championship golf courses & Big Five Safari Experiences.



Giltedge International is a leading supplier of travel management solutions/leisure travel services in Southern Africa.

Giltedge DMC is your premier inbound DMC solution for Southern Africa and the Indian Ocean islands.

Giltedge Ocean Islands create life-changing experiences for



EXCEEDING YOUR EXPECTATIONS

We are your creative DMC for upmarket meetings, conferences, special interest and incentive groups exploring Southern and East Africa.

Our carefully selected luxury destinations include cosmopolitan & sophisticated cities, remote safaris in award-winning game reserves and the exotic Indian Ocean islands.



Our dedicated team goes out of its way to provide outstanding service working with preferred suppliers to craft unique and creative DMC solutions tailored to our clients' brand and objectives.





WHAT SETS US APART?

We develop programs that are both inspiring and meaningful, using our extensive local product knowledge to best express your brand message and conferencing objectives.



Whether you choose to host your event in the African bush, alongside the stunning Victoria Falls, in the serenity of the Namib Desert, the sensual beach locations of Zanzibar, or the vibrant city of Cape Town, rest assured that you will enjoy a unique and unforgettable experience.



Our programs are prepared with integrity, creativity, flexibility, and, more importantly, we pay attention to detail throughout the planning and execution of the itinerary. We look forward to working with you as your Africa DMC.

Austrian
 Vienna, Austria

Eurowings
 Cologne, Germany

edelweiss air
 Zurich, Switzerland

JOON
 Paris, France

KLM
 Amsterdam, Netherlands

Thomas Cook Airlines
 London Gatwick, UK

BRITISH AIRWAYS
 London Heathrow, UK
 London Gatwick, UK

Condor
 Frankfurt, Germany

Lufthansa
 Frankfurt, Germany
 Munich, Germany

Emirates
 Dubai, UAE

TURKISH AIRLINES
 Istanbul, Turkey

QATAR AIRWAYS
 Doha, Qatar

SINGAPORE AIRLINES
 Singapore, Singapore

CATHAY PACIFIC
 Hong Kong, China

AIRLINK
 Maun, Botswana
 Victoria Falls, Zimbabwe
 Windhoek, Namibia

Kenya Airways
 Nairobi, Kenya
 Livingstone, Zambia
 Victoria Falls, Zimbabwe

Ethiopian Airlines
 Addis Ababa, Ethiopia

TAA
 Luanda, Angola

AIR BOTSWANA
 Gaborone, Botswana

Air Namibia
 Windhoek, Namibia
 Walvis Bay, Namibia

RwandAir
 Kigali, Rwanda
 Harare, Zimbabwe

AIR MAURITIUS
 Port Louis, Mauritius



CAPE TOWN –
INTERNATIONAL
HUB TO THE
WORLD



WHY CHOOSE GILTEDGE AS YOUR DMC?

- We create programs that are both inspiring and meaningful
- Extensive local product knowledge – well travelled & experienced consultants
- We promise unique & unforgettable experiences - from the African bush to the breathtaking Victoria Falls, the serenity of the Namib Desert to the sensual beach locations of Zanzibar and vibrant cosmopolitan city of Cape Town
- Professionalism: Integrity-Creativity-Flexibility
- Value : our primary goal is to provide significant value to our clients
- Personal service and tailor made experiences
- We have learnt from years of experience - over 70 years combined experience
- Trusted industry relationships : operating since 1999, Giltedge are well known, trusted and respected in the industry
- Preferred rates via our purchasing power and relationships
- Transparency : our pricing structure is flexible to suit your specific requirements
CSR/Philanthropy : giving back



GILTEDGE DMC SERVICES

- Itinerary planning & suggestions for MICE groups
- Sourcing of venues for conferencing, evening functions
 - Sourcing & booking of accommodation
- Suggestions & sourcing of suitable entertainment
 - Sourcing of delegate room drops/gifts
- Sourcing and booking of speakers
- Delegate registration management
 - Management of meet and assist services on arrival and departure
- Transportation – airport transfers, day touring (group and private)
- Quotations, planning, bookings and liaising with suppliers on your behalf for your intended event e.g. AV, printing, gifts, décor
 - Excellent buying power/rates negotiation





GILTEDGE DMC SERVICES

- Management of staffing at hospitality desks - hotel & conference centre
- Planning and execution of evening events – both on and offsite
- Monthly reporting on status of your event
- Managing partner and delegate day tours in Cape Town & surrounds
- Pre & post travel in Southern & East Africa - ground handling of African safaris, accommodation, tours, car hire & activities
- Sourcing of qualified SATOUR registered tour guides (including foreign speaking guides)
 - Teambuilding
 - Menu planning
 - Air and boat charter
 - Chauffeur drive services
- IATA ticketing for all international and domestic flight bookings



PRE/POST TRAVEL DESTINATIONS

Cape Winelands

Garden Route

Eastern Cape Malaria Free Safari

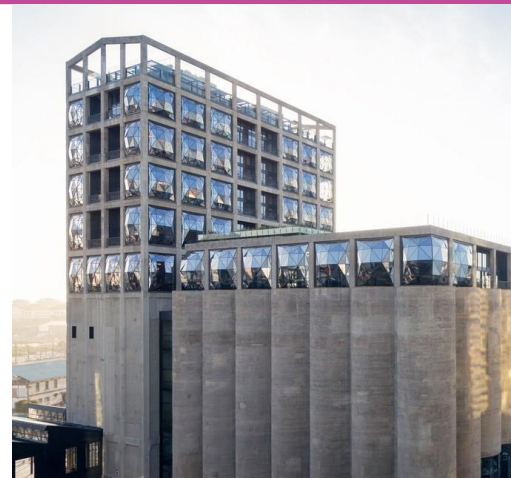
Kwazulu Natal Beach, Bush
& Battlefields

Private Safaris - Kruger
National Park, Sabi Sands &
surrounds

Victoria Falls , Zambia /

Zimbabwe Okavango Delta ,

Botswana Chobe, Botswana



WHY CHOOSE SOUTH AFRICA AS YOUR NEXT MICE DESTINATION?

Easy flight access with multiple airlines

Appealing climate – warm all year around

Breath taking natural surroundings & adventure coupled with 5-star services

World class MICE venues

Top quality accommodation & service levels appealing to all budgets

Good infrastructure

Modern cities

English is widely spoken Value for money

Africa's food & wine capital

A cultural melting pot of beautiful people from diverse cultures & origins





Leaders in Africa Summit
(Global) 2008

450 delegates



Zambezi Sun/Royal
Livingstone, Zambia (UK)
2009

150 delegates



Mexican corporate groups
Coca Cola, Chevron (USA),
BHP (Global), 2010

4000 delegates



Westin Hotel Cape Town,
2010

400 delegates

SOME OF
OUR KEY PAST
CLIENTS



International Housing
Conference (Global) –
CTICC / Westin Hotel,
2011

350 delegates



Executive Leaders Pro-
gramme (Global), Arabella
Resort & Spa, 2011 &
2013

110 delegates



Incentive Team winners
(Belgium) – Cape Royale
Hotel, 2012

210 delegates



Leadership Meeting
(Global)
Arabella Resort & Spa
2012 - 100 delegates

Kwa Maritane 2014 - 90
delegates

Arabella 2015 - 150
delegates



NICE Systems incentive
(USA), Livingstone, Zambia,
March 2014

80 delegates



AISA Educators conference
Cape Town
March 2015

600 delegates



TOYOTA, NZ
Dealers incentive
Cape Town & Sabi Sands safari
June 2015

50 delegates

SOME OF
OUR KEY PAST
CLIENTS



Senior offsite meeting
Cape Town & Boschendal
January 2016

90 delegates



AISA Leadership conference
Cape Town
March 2016

300 delegates



Incentive
Cape Town
April 2016

30 delegates



Incentive
Cape Town & Kapama
April 2016

30 delegates



Incentive
Cape Town & Kapama
August 2016

90 delegates



Medical Group
Cape Town & Namibia
November 2016

20 delegates

SOME OF
OUR KEY PAST
CLIENTS



Agriculture Group
Cape Town & Garden Route
January 2017

20 delegates



Brazilian Incentive
Cape Town & Kapama
June 2017

53 delegates



Private VIP Charter
Nairobi & Kenya Safari
February 2018

85 guests



Hubei Media Week
(Chinese delegation)
Johannesburg & Cape Town
July 2018

64 delegates



AISA School Heads Retreat
Victoria Falls - Zimbabwe
September 2018

40 delegates



Turkish Incentive
Miller Beer
Cape Town
January 2019

14 delegates

SOME OF
OUR KEY PAST
CLIENTS



Brazilian Incentive
Embelleze
Kapama & Cape Town
April 2019

41 delegates



AISA 50 year anniversary conference
Cape Town
November 2019

400 delegates



Danone AfriCAN convention
Victoria Falls (Zambia) February
2020

120 delegates



OUR
AFFILIATIONS





Global DMC Alliance
Global representation



Kerstin Klang
Nordic Countries



Robyn Stalson
United States of America

COMPANIES
REPRESENTING
GILTEDGE DMC
GLOBALLY

Our DMC Network

GDA - Global DMC Alliance



Your
LOCAL
PARTNER
GLOBALLY

The Americas

Argentina
Brazil
Colombia
Costa Rica
Cuba
Mexico
Panama
U.S.A.

Africa & Middle East

Egypt
Morocco
South Africa
U.A.E.

Asia

China
India
South Korea

Europe

Armenia
Austria
Baltics
Belgium
Croatia
Czech Republic
France
Germany
Greece
Hungary
Italy
Malta
Netherlands
Poland
Portugal
Russia
Slovakia
Spain
Sweden
Turkey
UK & Ireland



TRAVEL WITH A PURPOSE





UTHANDO

The first is “Uthando” (which means “love”), a non-profit organisation and responsible tourism initiative based here in Cape Town. The aim of Uthando is to raise funds and other forms of assistance to community development projects around

South Africa – some examples of these projects include “Abalimi Bezekhaya” (which focuses on skills and training to help people become self-sufficient in food production and micro growing) and the “Amy Biehl Foundation” (which assists with youth development – teaching young people life skills, thereby keeping them off the streets).

Uthando also offers visitors the opportunity to visit some of these unique projects, either on scheduled half or full day tours – they can also arrange tailor made private tours. Many of these are

located in sprawling townships just outside of Cape Town and allow visitors the opportunity to discover uplifting and fascinating stories of life here, interacting with locals and learning how these projects are helping people overcome their circumstances.



South Africa



PACK FOR A PURPOSE

We are proud members of Pack for a Purpose, an initiative that allows travelers like you to make a lasting impact in the community at your travel destination. If you save just a few kilos of space in your suitcase and bring supplies for area schools or medical clinics in need, you'll make a priceless impact in the lives of our

local children and families. Click on our Giltedge Pack for a Purpose page to see what supplies are needed by the community project(s) that we support.

Giltedge will arrange for necessary distribution of these donations.





PLANT TREES, CHANGE LIVES

Planting trees with Greenpop and Uthando

Get your hands dirty and get rooted in South African culture. In order to conserve our natural heritage, Greenpop, a local tree planting organisation, plants thousands of trees in reforestation projects in South Africa. Spend the day with local school children and the community, planting trees in the local townships, leaving a lasting legacy of your visit.

SUGGESTED PROGRAMME:

- 9:00 Arrival & introduction to the school by the Greenpop team & introduction to the beneficiary school (quite often with a song or dance performance by the children)
- 9:15 Educational activities and games themed around tree planting and looking after the environment
- 9:30 Planting demonstration
- 10:00 Tree planting in mixed groups of children and participants
- 10:30 Last touches of tree planting, playing with the children
- 12:30 Thanks from Greenpop / Uthando / hand-over of certificates and good-byes

No Min/Max Pax. Duration: half day.

SHOULD YOUR TIME BE LIMITED YOU CAN JUST DONATE AND WE WILL HAVE A TREE PLANTED ON YOUR BEHALF OR YOU CAN DONATE A TREE AS A GIFT.

greenpop.org/donate/



Greenpop

JOIN THE TREEEVOLUTION

ENQUIRIES & RESERVATIONS:

South Africa +27 21 713 0296,

USA & Canada toll free 1 877 511 6860

UK toll free 0 800 680 0423

Australia toll free 1 800 737 403

E dmc@gilt-edge.com W www.giltedge.com



Winner of 'South Africa's Leading Luxury
Tour Operator' Award 9 times



Giltedge is part of Accor, a world-
leading Augmented Hospitality group