



ANGAMA

2023 Rack Rates & Trading Terms

"The annual ritual of rate-setting provides us with an opportunity to reaffirm our resolve and commitment to you, our global trade partners: to delight your clients and win every single one of their hearts over – the not-so-secret purpose which drives the Angama team every day.

Thank you for continuing to entrust us with your clients, we don't take it for granted and won't stop investing in improving our service levels and the Angama brand promise: first and foremost, in our 100% Kenyan team; and secondly, in a range and depth of experiences that encourage and foster deeper connections for travellers to this beautiful corner of the world – be it through photography, hosted conversations, intuitive guiding, a quiet moment with a map, or simply beading with the Maasai.

In the Mara, two very different and complementary experiences offer something for everyone: Angama Mara, high up on the escarpment overlooking the Mara Triangle below, and Angama Safari Camp, the exclusive-use tented-camp set in the heart of the reserve, and surrounded by the mega herds during the Great Migration.

2023 will see the opening of Angama Amboseli, our second safari destination and an intimate camp of just ten guest suites. Set in a fever tree forest where some of Africa's last Super Tuskers roam, Angama Amboseli will be a gentle start or finish to any East African safari and a lovely contrast to the wide open plains of the Maasai Mara, with Mount Kilimanjaro casting a watchful eye and dominating every view. As with Angama Mara, you can expect a warm Kenyan welcome from a team of consummate and characterful professionals, well-considered guest experiences, contemporary African design with surprising and delightful details throughout, and just enough spontaneity and humour to ensure that no-one forgets to have fun. We can't wait to share it with you, and will share more details as and when they're available.

With thanks as always for your ongoing support, and best wishes for the year ahead."

Steve Mitchell, Co-Founder & incoming CEO



A remarkable safari lodge inspired by the Swahili word for ‘suspended in mid-air’. Located high above the floor of Africa’s Great Rift Valley, Angama Mara overlooks Kenya’s Maasai Mara, considered by many as the loveliest game reserve on the continent

		STANDARD SEASON 5 January – 30 June 1 October – 22 December	PEAK SEASON 1 July – 30 September 23 December – 4 January 2024
TENTED SUITE	<i>per guest per night</i>	\$1 490	\$2 275
ADDITIONAL CHARGES		Maasai Mara Park Fees: \$80 Angama Foundation contribution: \$20	

CHILDREN’S RATES

AGE	STANDARD SEASON		PEAK SEASON	
	%	Rate	%	Rate
UNDER 6	0	FOC*	Regrettably no children under the age of 6 during Peak Season	
6 – 12	0	FOC*	50	\$1 137
13 – 17	50	\$745	75	\$1 706
18 +	100	\$1 490	100	\$2 275

*The first two children in any one reservation or a combination of reservations for guests travelling together will be FOC between 0-12, any additional children of this age will be charged 25% of the rate. Standard inclusions and exclusions apply

PAYMENT TERMS

	STANDARD SEASON	PEAK SEASON
PROVISIONAL BOOKINGS	<ul style="list-style-type: none"> Bookings will be held for 30 days prior to confirmation 	<ul style="list-style-type: none"> Bookings will be held for 14 days prior to confirmation 30% non-refundable deposit* Balance due 60 days prior to travel
ON CONFIRMATION	<ul style="list-style-type: none"> \$100 per guest per night non-refundable booking fee Balance due 45 days prior to travel 	<ul style="list-style-type: none"> 30% non-refundable deposit* Balance due 60 days prior to travel
CANCELLATION POLICY	<ul style="list-style-type: none"> 100% cancellation fees will be charged on bookings cancelled within 45 days prior to travel 	<ul style="list-style-type: none"> 30% cancellation fee will be charged on bookings cancelled more than 60 days prior to travel 100% cancellation fees will be charged on bookings cancelled within 60 days prior to travel

* All 2023 deposits and full payments will qualify to be rolled forward for a period of 12 months – without cancellation fees being applied. All Peak Season postponements subject to a 2nd 30% deposit 6 months prior to 2024 travel dates – if access to the lodge by means of international flights is reasonably deemed by Angama to be materially disrupted or includes such imposing restrictions (like a mandatory 14-day quarantine) to make it impractical

ADDITIONAL INFORMATION

Rates Include	<ul style="list-style-type: none"> All guided safaris into the Mara Triangle Guided walking safaris on the Rift Valley escarpment All meals and drinks (excluding French Champagne & reserve wines) Laundry service & WiFi All on-property guest experiences Transfers to and from Angama Mara Airfield or Kichwa Tembo Airstrip Emergency medical evacuation insurance Childminding (from 18h00 to 22h00) VAT and all levies
Rates Exclude	<ul style="list-style-type: none"> All additional guest experiences as otherwise listed Safari Shop purchases & in-tent massages Air and road transfers from elsewhere within the Maasai Mara Gratuities
Check In / Check Out	<ul style="list-style-type: none"> Check in from 12h00 Check out at 10h00 Early check-in and late check-out subject to availability Changeroom with shower available for guests with late departures
Groups	<ul style="list-style-type: none"> Exclusive use of either or both camps available on request Bookings of 10 tented suites for 3 nights or more qualify for Group Rates
Single Travellers	<ul style="list-style-type: none"> The first two single tents on any booking, or a combination of reservations for guests travelling together, will not be charged a single supplement A 50% single supplement will be charged on all single tents thereafter
Families & Children	<ul style="list-style-type: none"> No minimum age for children in Standard Season Children aged 6 years and older are welcome during Peak Season Children 12 and under are able to share a triple (either with parents or siblings) Each camp includes 4 safe, interconnected tented suites
Private Safari Guide / Pilot Accommodation	<ul style="list-style-type: none"> \$450 per person per night Premium Guide Room (en suite) Angama Foundation contribution and Park Fees not included

LODGE EXPERIENCES

Angama Safari Camp Sleep Out	<ul style="list-style-type: none"> Set up at exclusive sites in the Mara Triangle a private party of up to 8 lodge guests can enjoy a one-night sleep out (4 double tents) Strictly subject to availability and only bookable in camp A \$60 per guest Park Fee surcharge will be applied and settled for in camp
Weddings	<ul style="list-style-type: none"> Weddings for parties of up to 60 guests available For detailed information and pricing please see our Wedding Menu
Maasai Blessings & Vow Renewals	<ul style="list-style-type: none"> Maasai Blessings and Vow Renewals available from \$50 per couple Maasai wedding attire available, please see our Wedding Menu
Maasai Village Visit	<ul style="list-style-type: none"> \$35 per guest paid directly to the community
Mara Elephant Project	<ul style="list-style-type: none"> Behind-the-scenes experiences providing insights into elephant conservation in the Maasai Mara Conservation Flight: 2.5hr elephant tracking by helicopter with MEP's CEO Marc Goss. \$3 000 donation limited to 2 guests staying for 4 nights or more Monitoring Experience: Headquarters visit and vehicle tracking. \$500 donation limited to 4 guests MEP Headquarters: Meet the team at their base – \$250 donation, limited to 6 guests; \$50 per additional guest up to 12
Mara Canine Unit	<ul style="list-style-type: none"> A 60-minute experience with the Mara Conservancy's Canine Anti-Poaching Unit Group of 6 or less – \$250 donation, \$50 per additional guest up to 12

HOT-AIR BALLOON SAFARIS WITH GOVERNORS' BALLOON SAFARIS

		STANDARD SEASON	PEAK SEASON
ADULTS		\$470 per passenger	\$540 per passenger
CHILDREN	8-15 yrs	\$300 per passenger	\$300 per passenger
EXCLUSIVE USE	14-seater	\$5 040 per basket	\$5 880 per passenger
	16-seater	\$6 720 per basket	\$7 840 per passenger

**Please note minimum height requirement 1.2m and regrettably no expectant mothers*

SAFARI & PHOTOGRAPHIC SERVICES

Safari Vehicles	<ul style="list-style-type: none"> A maximum of 6 guests will be accommodated on shared safari vehicles Up to 9 guests can be accommodated for larger families and groups on request
Private Safari Vehicles	<ul style="list-style-type: none"> One private vehicle allocated per every 3 guest tents booked For an additional vehicle – Full day: \$800 Half day: \$400
Privately Guided Photographic Safaris	<ul style="list-style-type: none"> Accompanied by a wildlife photographic guide Limited to 4 guests at \$600 per day*
Photoshoots	<ul style="list-style-type: none"> On safari – Full day: \$800* Half day: \$400* At the lodge – 60 minutes: \$150
Camera & Lens Rentals	<ul style="list-style-type: none"> A variety of camera bodies and lenses are available to rent from half-day to multi-day use Camera bodies include Canon 7D Mark II, Nikon D780 & Sony Alpha 7 iii Mirrorless Camera lenses include 100-400 & 200-600 telephoto, 16-35 wide angle and others Complete setups available from \$75 for a half day, or as separate components
Image Printing	<ul style="list-style-type: none"> A3 printing available at the Angama Photographic Studio

Exclusive-use safari vehicles are required for Privately Guided Photographic Safaris & Photoshoots on safari should one not already be allocated. Full day: **\$800 / Half day: **\$400**.*



This unique camp, only available on an exclusive-use basis, accommodating a maximum of 8 guests and 1 private guide, encapsulates romance and adventure, yet with a lightness of spirit and footprint that will both surprise and delight our guests

	STANDARD SEASON 5 January - 30 June 1 October - 22 December	PEAK SEASON 1 July - 30 September 23 December - 4 January 2024
CAMP RATE PER NIGHT 1 - 4 guests	\$6 950	\$10 750
ADDITIONAL GUESTS per guest per night	\$750	\$1 400
ADDITIONAL CHARGES per guest per night	Maasai Mara Park Fees: \$140 Angama Foundation contribution: \$20	
MINIMUM STAY	Minimum two-night stay required year-round	
PRIVATE GUIDE	\$450 per night Premium Guide Tent (en suite)	

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ON CONFIRMATION	<ul style="list-style-type: none"> \$100 per guest per night non-refundable booking fee Balance due 45 days prior to travel 	<ul style="list-style-type: none"> 30% non-refundable deposit* Balance due 60 days prior to travel*
CANCELLATION POLICY	<ul style="list-style-type: none"> 100% cancellation fees will be charged on bookings cancelled within 45 days prior to travel 	<ul style="list-style-type: none"> 30% cancellation fee will be charged on bookings cancelled more than 60 days prior to travel 100% cancellation fees will be charged on bookings cancelled within 60 days prior to travel

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ADDITIONAL INFORMATION

Rates Include	<ul style="list-style-type: none"> All guided safaris in the Mara Triangle in two private safari vehicles All meals and drinks (excluding French Champagne & reserve wines) Laundry service (36hrs) Transfers to and from Serena Airstrip, Angama Mara Airfield or Kichwa Tembo Airstrip Emergency medical evacuation insurance VAT, all levies and camping fees
Rates Exclude	<ul style="list-style-type: none"> All additional guest experiences as otherwise listed Safari Shop purchases & in-tent massages Air and road transfers from elsewhere within the Maasai Mara Gratuities
Check In / Check Out	<ul style="list-style-type: none"> Check in from 12h00 Check out at 10h00 Regrettably no early check ins or late check outs offered at Angama Safari Camp Transfers to Angama Mara for early check ins and late check outs available on request subject to availability
Families & Children	<ul style="list-style-type: none"> All tents configured to double or twin Children of all ages are welcome, regrettably triples are not possible Children are charged at adult rates Regrettably, no interconnected tents available

HOT-AIR BALLOON SAFARIS WITH GOVERNORS' BALLOON SAFARIS

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*Please note minimum height requirement 1.2m and regrettably no expectant mothers

SAFARI & PHOTOGRAPHIC SERVICES

Privately Guided Photographic Safaris	<ul style="list-style-type: none"> Accompanied by a wildlife photographic guide Limited to 4 guests at \$600 per day per vehicle (<i>private vehicle included</i>)
Photoshoots	<ul style="list-style-type: none"> On safari — Full day: \$800 Half day: \$400 (<i>private vehicle included</i>) In camp — 60 minutes: \$150
Camera & Lens Rentals	<ul style="list-style-type: none"> A variety of camera bodies and lenses are available to rent from half-day to multi-day use Camera bodies include Canon 7D Mark II, Nikon D780 & Z7 Mirrorless and Sony Alpha 7 iii Mirrorless Camera lenses include 100-400 & 200-600 telephoto, 16-35 wide angle and others Complete setups available from \$75 for a half day, or as separate components
Image Printing	<ul style="list-style-type: none"> A3 printing available at the Angama Photographic Studio

MARA SPECIAL OFFERS

	STANDARD SEASON	PEAK SEASON
LONG STAYS	Stay 4 nights, Pay for 3 nights	Stay 4 nights, Pay for 3 nights (September only)
SIGNATURE STAY 5 nights at Angama Mara	\$6 565 per guest sharing	From: \$11 575 per guest sharing

Additional inclusions: A hot-air balloon safari, private vehicle, massage per guest, 1 hour on-property photoshoot, Maasai Mara Park Fees & Angama Foundation contribution.

*During Peak Season, private vehicle is subject to availability

TRAVELLING TOTOS 4 nights for family of 4 (2 parents, 2 children)	\$9 260 per family	N/A
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Additional inclusions: Private vehicle & 1 hour on-property photoshoot.

ANGAMA MARA HONEYMOONERS Brides stay 4 nights, pay 2	\$8 940 per couple	N/A
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Additional inclusions: Private vehicle, 1 hour on-property photoshoot & Maasai blessing

ANGAMA PORTFOLIO	Combine 2 Angama properties = further 5%
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*Special Offers may not be combined with one another and are priced per guest unless otherwise shown



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