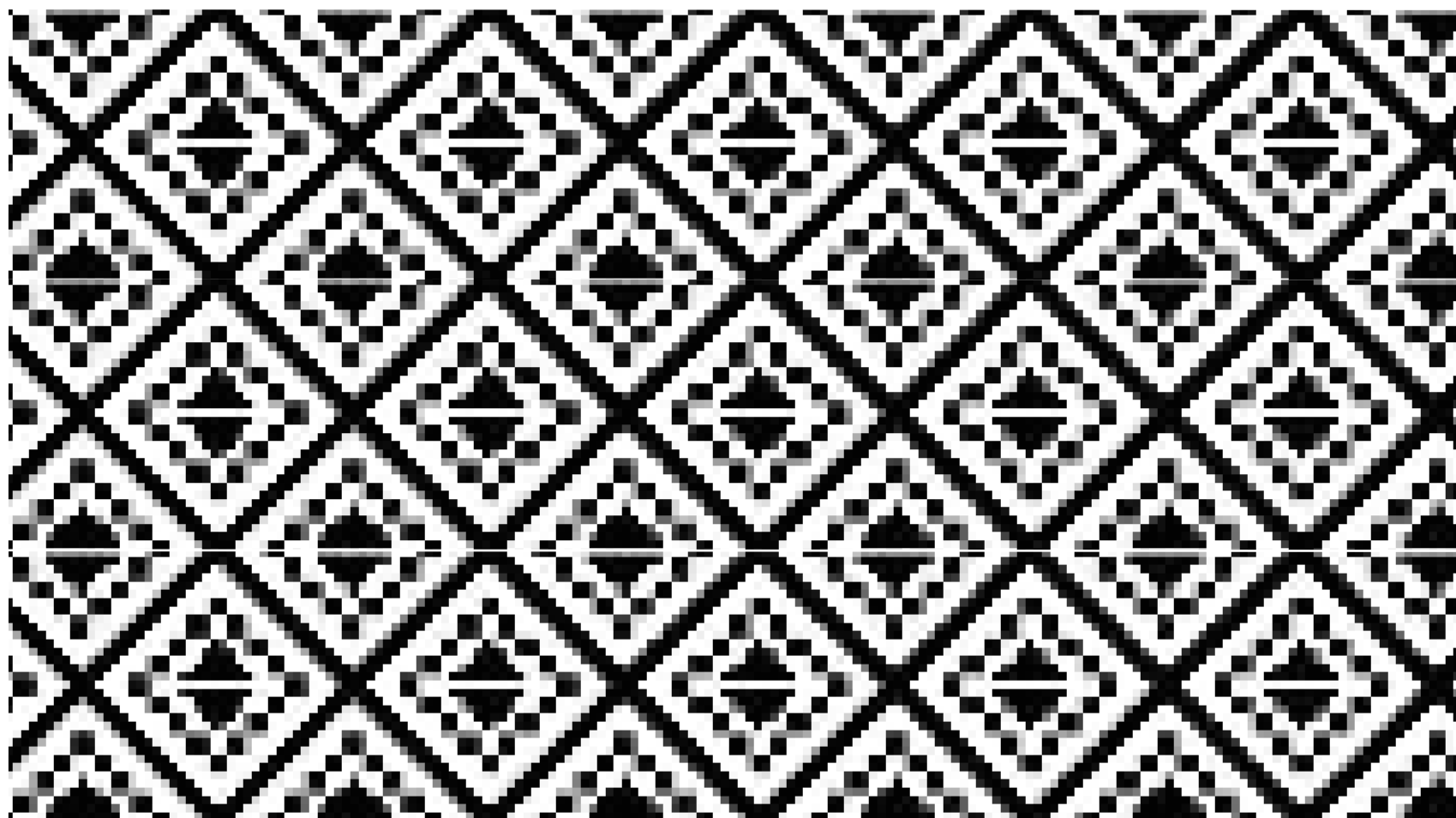


M A R I
M W R I

N A T U R A L R E S E R V E E X P E R I E N C E

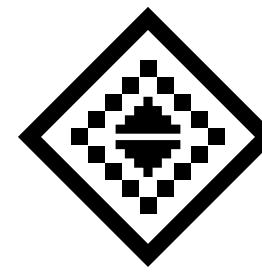
Welcome to Mari Mari Natural
Reserve Experience



Mari Mari Natural Reserve Experience brings a combination of luxury accommodation, refined dining, impeccable service, and life-changing activities to a relatively unknown coastal region on the doorstep of Chilean Patagonia.

The experience is built on the principles and traditions of local ancestral cultures, from the long-lost civilization of Monte Verde to the Mapuche, Huilliche, and Lafquenche communities. Their legacy permeates everything we do at Mari Mari, establishing a benchmark of respect and responsibility, inspiring us to be part of our surroundings and live in harmony with the wildlife and vegetation found in this magical corner of South America. “Mari Mari” is a Mapudungun greeting that not only welcomes visitors into the home with open arms but also invites them to be part of the family and the community. We extend that very same invitation to each and every one of our guests.





Set on a breath-taking stretch of Patagonian coastline, Mari Mari Natural Reserve Experience is South America's premier luxury wilderness resort. This secluded natural paradise is the setting for explorations on land or at sea, on foot or on horseback, by kayak, boat, or helicopter, with binoculars, hiking boots, or snorkels, while providing the creature comforts and exquisite cuisine one expects of a property of the highest calibre. A stay at Mari Mari is as comfortable as it is adventurous. Embracing the dramatic beauty of the coastline, each of our six oceanfront villas offers the utmost comfort and privacy.

Beautifully appointed with noble woods and local stone, their clean, elegant design blends seamlessly against the pristine natural backdrop.

While all six of our private villas offer similar spectacular views, they vary in size to allow you to choose the perfect villa to suit your group.



Overlooking the beach, our 20,000-square-foot main building houses a dining room and bar,

where local flavours and ingredients abound, tranquil seating areas, an outdoor pool and barbecue area, and a boutique that specializes in outdoor apparel and accessories.

On the second floor, our wellness and spa area offers a range of treatments designed to revitalize, relax, and pamper, while our yoga and meditation room offers a space for balance of the mind, body, and spirit. Mari Mari is a perfect venue for events and celebrations. With meeting spaces, business services, and high-speed internet throughout the property, it is ideal for intimate corporate retreats. Its coastal and forest locations and capacity of just thirty-eight guests make it an incredible venue for destination weddings and private themed events, all of which are handled by a dedicated Event Manager who will ensure even the smallest detail is taken care of.

With its idyllic setting of 9,000 acres of lush terrain, thirteen miles of unspoiled Pacific coastline, six private guest villas, exquisite cuisine, and bespoke experiences, Mari Mari is taking the luxury travel experience in Chile to a whole new level.



LOCATION

Located on the Pacific coast of Patagonia, near the village of Los Muermos, Mari Mari can be reached by air or by land. It sits between Chile's Lakes Region and Northern Patagonia, an area steeped in history and populated for centuries by the ancestral cultures that shaped the complex and boundary-free area known to us today as Patagonia. It is therefore easy to combine with such popular destinations as Puerto Varas, Chiloe Island, the Torres del Paine National Park, and the Lakes Region of Argentina, a short hop across the border. Mari Mari is remote yet easily accessible by air or by land.



Arriving by Air

Puerto Montt's El Tepual airport (PMC) is located some 46 miles (75 km.) from Mari Mari. Recently remodelled, this excellent regional airport is well served by several airlines offering daily scheduled flights between Puerto Montt and Santiago (1 hour 40 minutes), Balmaceda (1 hour), and Punta Arenas (2 hours). At present, three airlines offer daily services to Puerto Montt: LATAM Airlines (www.latam.com), SKY Airline (www.skyairline.com), and the low-cost airline JetSMART (www.jetsmart.com). Scheduled flights aside, those arriving by private jet can fly directly to Puerto Montt (IATA: PMC – ICAO: SCTE). With a runway length of 8,694 ft (2,650 m), it can easily handle most private and commercial aircraft. The team at Mari Mari can assist with private jet charter arrangements from anywhere in the world.

Arrival and Departure Transfers

Private arrival and departure land transfers are included for all guests between Mari Mari and Puerto Montt's El Tepual airport in our spacious SUV vehicles. The drive time is approximately 1 hour 15 minutes each way. Complimentary transfers are also provided between Mari Mari hotels or other points in Puerto Montt or Puerto Varas, while transfers can also be arranged to and from other points at an additional cost, thus allowing seamless combinations between Mari Mari and other destinations.

Helicopter Transfers

For those who prefer a faster, more exclusive way to reach Mari Mari. The journey is a spectacularly scenic 20-minute flight from Puerto Montt over endless green fields and the delta of the Maullin River towards the Pacific coast. Helicopter transfers are included in our packages for two guests who stay a minimum of six nights or when four guests stay a minimum of four nights. In both cases, this only applies to those paying the full adult rate. For other guests, helicopter transfers are available as an optional service at an additional cost.



PACKAGES

Available from a minimum of three nights, our packages are designed to provide the most complete experience possible. That means transportation, activities, and food and beverage are covered, along with a host of other services.

Included:

- ◆ Accommodation in an oceanfront villa with private outdoor hot tub.
- ◆ All meals: breakfast, lunch, dinner, and snacks.
- ◆ Open Bar including house wines, beer, and non-alcoholic beverages.
- ◆ Wines, beer, non-alcoholic beverages, and snacks replenished daily in the villas.
- ◆ Private arrival and departure land transfers between Puerto Montt airport and Mari Mari.
- ◆ Helicopter transfers included in selected packages only. Please check for conditions.
- ◆ Daily guided land-based, marine, and cultural activities.
- ◆ Unlimited use of our fitness room, steam baths, sauna, and yoga room.
- ◆ Massage treatments in our Küyuntün Spa.
- ◆ Complimentary laundry service.

Design Your Stay

Our packages are very complete, but we understand that some might prefer a more tailored experience at Mari Mari. For some, a pre-arranged programme of activities would be preferable. Others may prefer a focus on one specific activity such as wine, horseback riding, philanthropy, or family-oriented pursuits. We offer absolute flexibility and will strive to create the perfect stay for our guests, whatever the request.

Our packages do not include:

- ◆ Gratuities.
- ◆ Top-shelf spirits and icon wines.
- ◆ Flyfishing and all helicopter-based activities such as heli-fishing or diving. These optional services are available at an additional cost.
- ◆ Additional services not mentioned above.

Observations:

- ◆ Check-in time is from 03.00pm
- ◆ Check-out is before 12.00pm

GUEST ACCOMMODATION

Nestled between the emerald green rainforest and the azure coastline of the Pacific, Mari Mari's six oceanfront villas provide the utmost tranquillity, privacy, and comfort. No two villas are identical, ranging in size to accommodate between six and ten guests. They are rustic yet elegant in design, very much in the style of large family homes found in this part of Patagonia, built in stone and wood by skilled Chilean craftsmen who honed techniques passed down through the generations.

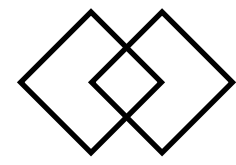
Entering the villas, a large open area dominates, including an open kitchen, spacious living and dining area, and a fireplace. Rain or shine, this is the perfect spot for curling up with a good book or listening to your favourite tunes through the Bluetooth® speakers provided in each villa. The suites branch out to the wings of the villa and are striking both for their high ceilings and sense of space. Each one can be locked to create an isolated and independent space.

When it comes to getting a good night's sleep, few places can match Mari Mari. We made it our mission to create the ideal conditions within our suites to achieve 'luxury sleep', which can be defined as eight hours of uninterrupted sleep. From the subtle lighting and soft tones of the décor, to the room temperature and the blackout curtains, everything inside the suite is conducive to true rest.

What truly makes the difference is the bed, which seems to envelop the body and ease it into a deep slumber. The mattresses and pillows offer a combination of dreamy comfort and gentle support, while the bed linen is soft, airy, and cool. Sleep is not only the body's way of resetting, it also allows us to re-energize, feel better, and be happier. With maximum comfort inside the room and the only external sounds being those produced by nature itself, guests at Mari Mari will surely rest like never before.

Ample closet and storage space is provided to ensure the suite is clutter-free. In some villas, an additional sleeping area and en-suite bathroom is found on the mezzanine level. The bathrooms offer heated floors, twin washbasins, a whirlpool tub, independent shower units, and heated towel rails. A maid service and turn-down service is provided daily to ensure your villa is always in perfect condition. We stock each villa with red and white wine, local beers, bottled mineral water, soft drinks, and snacks. All food and beverages provided in the villas is complimentary and is replenished daily. Complimentary Wi-Fi is available throughout the property and villas.





Outside, a large porch and garden beckon, offering an idyllic spot for guests to enjoy the views over the beach or sip a glass of wine at sunset, with the only distraction being the sound of the waves breaking on the shore. Just beyond the garden, a wood-fired hot tub awaits, adding yet another feature aimed at providing relaxation, privacy, and proximity to nature.

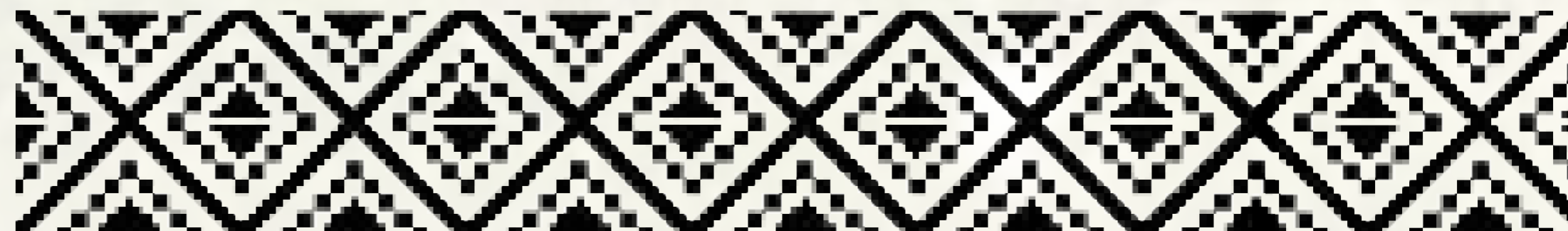
The villas are within walking distance of the main building, with some further away than others. The closest is just a few feet away, while the farthest is a 10-minute walk. In order to facilitate getting from A to B on the property, each villa has its own Textron Prowler utility ATV vehicle. These electric 4WD buggies are ideal for the terrain, whether that means gravel, dirt, or sand, and are heaps of fun. These are toys for grown-ups. A charging point is found outside of each villa and the main building, meaning the buggies are always ready to go.



ACTIVITIES

The joy of exploration is a fundamental part of the Mari Mari experience. We offer a wide range of activities that strike the perfect balance between nature, adventure, and local ancestral cultures.

Observe dolphins, whales, and penguins in the bay and, with luck, catch a rare glimpse of the elusive puma and pudú deer in the woods. Immerse yourself in local history and traditions of southern Chile and explore each of the habitats that create the immense biodiversity that is unique to Mari Mari. Walk the forest and coast, hurtle down a gravel path on two wheels, or take to the water aboard one of Mari Mari's boats. Whatever your preferences, our resident guides will apply their expertise and deep knowledge of this unique eco-system to curate the perfect experience for each guest. Each evening before dinner, we host an informal get-together to plan the experiences available over the course of the days ahead. Our packages include activities for guests of all ages, experience levels, and inclinations. All adventures, activities, gear, and equipment are resort owned and operated, so guests get to do what they want, when they want. Mari Mari also has its own helicopter and in-house pilot, bringing a host of additional benefits and experiences to our guests. Since the vast majority of our activities take place within the grounds of Mari Mari, less time is spent on long drives and more time exploring.



Land-based explorations

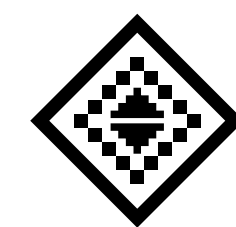
Through dense forest and along rugged coastline, our land-based activities range from gentle walks to longer, more demanding hikes, from horseback riding to mountain biking. There are also more gentle pursuits for photographers and nature lovers and even trails to keep runners happy during their stay.

Walks and Hikes

There are numerous trails within the 9,000-acre terrain that are suitable for walkers and hikers of all levels. They range from forty minutes to five hours, and the tempo of each one is entirely down to the guest. At present, Mari Mari offers four short coastal trails, two longer trails that combine coast and forest, and one more challenging full-day hike that covers an extensive area of the reserve, each one with its own unique focus and highlights. Some of these personalized guided activities are more interpretive or contemplative, while others are more strenuous, but each one has been designed to showcase different aspects of this pristine environment. Mari Mari's team of guides share their enthusiasm and deep knowledge of the native flora and fauna, history, and local culture, while adapting each activity to the pace and preferences of each guest. Our walks and hikes are available each day, morning and afternoon, and guests can include as many as they wish during their stay.

Equestrian Activities

Mari Mari's stables are home to the beautifully groomed horses that are suited for riders of all levels. We have several trails within the reserve that combine coast and forest. Guests can opt for a slow-paced contemplative ride through the forest, while more experienced riders will surely be tempted by a gallop along the beach. As with all of our outdoors activities, each ride showcases different characteristics of the impressive coastline and the native forest, while our guides highlight the unique species of flora and fauna found within the reserve. The stables operate with eleven well-trained and docile horses, all fitted out with premium Chilean saddles, bridles, and reins. Helmets, gloves, and chaps are provided to all guests.





Mountain Biking ^(*)

Mari Mari has high-quality mountain bikes that are ideal for the mixed terrain found in and around the property. The long, undulating gravel road between the main building and the entrance offers a challenging ride, while some sections of the surrounding forest offer alternative terrain. Additionally, we can offer rides from the entrance to neighbouring fishing villages such as Estaquilla and Quenuir, allowing guests to combine active pursuits with local culture. A support vehicle is available for any activity outside the property, giving our guests the liberty to stop the adventure whenever they are ready.

Photography ^(*)

Mari Mari is a paradise for photographers. It offers an abundance of natural, pristine landscapes as well as an extraordinary array of native flora and fauna. From ancient coastal old-growth forest to broadleaf temperate, this hotspot of biodiversity will give guests the opportunity to capture many wonders with their camera. We can also arrange photography courses or explorations inside or out of the property in the company of professional photographers.



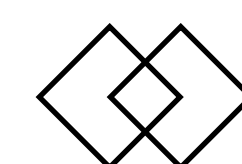
Bird Watching

This pristine environment is home to numerous species of bird, both native and migratory, several of which are unique and endemic to this part of the world. Our guides will help guests identify the different species by observing them or by listening to their song, while teaching guests the local names and the cultural significance of each one.

Running

We know runners pack their shoes wherever they go, and while running is not a guided activity at Mari Mari, guests will find several ways to clock up the miles during their stay. At just under 7 km. (4.3 miles), the undulating gravel road between the main building and the entrance is one option. Guests can set out from their villa and run sections, or we can provide transportation to the entrance to allow them to run the entire road down to the lodge. Several of our shorter walks can be combined to create a more demanding trail running activity, while the main beach offers an alternative terrain right on the doorstep of the villas.

** Helicopter upgrade available.*



Ocean and river adventures

The marina is the gateway to the coast and all ocean-going activities such as trips to nearby penguin and sea lion colonies, guided kayak trips to the islets, as well as whale-watching excursions. Activities from the Marina will be decided during the Experience Get-Together the previous evening and all are subject to weather and ocean conditions.

Observation of Penguins, Sea Lions, Dolphins, and Whales

Few places on this planet offer such opportunity to witness the magnificence of the most noble of the ocean's creatures than this section of the Pacific Ocean. Depending on weather conditions and the season, we offer visits to penguin and sea lion colonies and migratory lanes for the Humpback and Blue whales. Mari Mari's 45 ft-motor boat is fitted with two 115hp engines and seats ten passengers and two crew members. It offers a relaxed and contemplative experience with a respectful approach to the marine wildlife, while allowing guests to observe the creatures in comfort and at close range.

Kayak

An active option for exploring the ocean is by kayak. Paddling out to the isles just off the reserve is a great way to witness the biodiversity of this area and get a sea-level and up-close view of the coastal eco-system. We prepare all guests with a safety briefing and the appropriate equipment. Some guests will prefer to paddle alone in a single kayak, but we also have twin kayaks. They allow guests to paddle with an experienced guide, thus making lighter work of the paddling and adding an extra degree of safety. All kayak expeditions include a support boat that is on-hand for the duration of the activity.

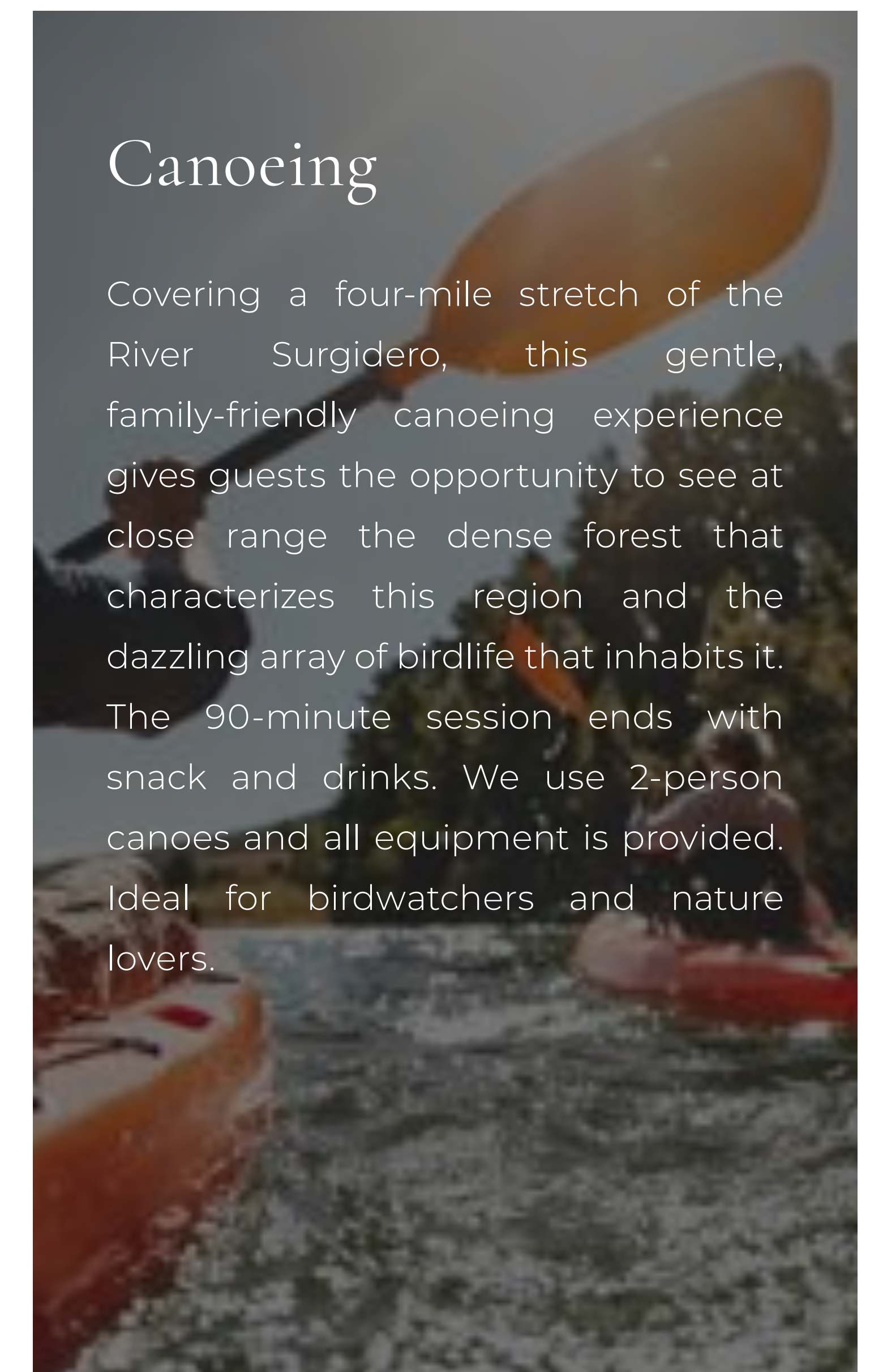
Board Activities

The waters off our coast provide the perfect conditions for activities such as Stand Up Paddle Boarding (SUP), in which boarders use a paddle to propel themselves through the water. This is also an ideal location for bodyboarding and surfing, both for novices and experienced boarders. We supply all necessary equipment and preparation for these exciting active options.



Ocean Fishing

This area of the South Pacific Ocean is renowned for its variety of saltwater fish, many of which fall under the category of game species. Guests at Mari Mari have the opportunity to practice several types of ocean fishing, from Surf Fishing and Trolling to Vertical Jigging. Depending on the season, expect species such as Bonito and Sierra Mackerel



Canoeing

Covering a four-mile stretch of the River Surgidero, this gentle, family-friendly canoeing experience gives guests the opportunity to see at close range the dense forest that characterizes this region and the dazzling array of birdlife that inhabits it. The 90-minute session ends with snack and drinks. We use 2-person canoes and all equipment is provided. Ideal for birdwatchers and nature lovers.

Cultural Activities

We work hard to be culturally responsible, sensitive to local traditions, and we are committed to building on local heritage. During many of our activities, guides will open the doors on the many facets of the region's history and culture, Chile's indigenous groups, and how they learned to survive and connect with this land. Additionally, we have created a number of activities with a distinctly cultural theme.

Organic Farms

Our organic farms are impressive to say the least. What started in 2010 as a hobby on a small plot of land has now become an integral part of Mari Mari's operation and philosophy. Producing a staggering variety of fruit, berries, vegetables, flowers, and herbs, the farms are located on hillsides surrounded by dense forest. The visit showcases the land-management techniques employed to adhere to sustainable organic practices such as crop rotation, the use of green manure and compost, and methods of biological pest control. There is also a strong cultural aspect to the visit as it provides a fascinating insight into ancestral farming methods like the use of algae for fertilizer and cultural traditions such as a local barter system that is still very much alive to this day. There is a direct link between the farms and the culinary delights served at Mari Mari, by way of the Mapuche lahuen concept. It is not only the obvious produce such as potatoes and salads that makes its way to the table, but also the apples that go into the potent chicha drink, the quince and plums used to create delicious preserves, and the edible flowers used to decorate each dish. This is an essential visit for any guest at Mari Mari.

Village Life

This half-day tour examines the history and traditions of two villages close to Mari Mari. Both Estaquilla and Quenuir rely heavily on artisan fishing and were important points for the transportation of timber and coal in different periods of their history. Learn about daily life in these villages today, the industries and events that shaped them, and the crossover of indigenous and European cultures in the area and its impact. This is a unique opportunity to visit villages that receive little or no tourism and with whom Mari Mari has forged strong links.

UNESCO Churches of Chiloé

Part of UNESCO's World Heritage List since 2000, the Churches of Chiloé represent a unique example in Latin America of an outstanding form of ecclesiastical wooden architecture. All sixteen embody the intangible richness of the Chiloé Archipelago, and bear witness to a successful fusion of indigenous and European culture, the full integration of its architecture in the landscape and environment, as well as to the spiritual values of the communities. Mari Mari offers a full-day tour of the main island of Chiloé, focused not only on these magnificent churches, but also the history, traditions, and legends that have shaped this fascinating archipelago.

Helicopter upgrade available.

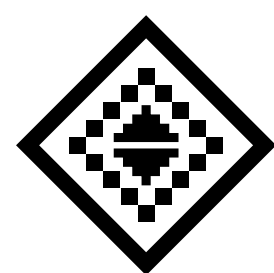


Activities for children

All activities at Mari Mari can be enjoyed the whole family as they are adapted accordingly when younger guests are taking part. We offer equipment for children of all ages such as lifejackets, wetsuits, saddles, and helmets, to ensure their experience at Mari Mari is as fun and safe as that of the adults. Additionally, we have created a range of activities specifically with our younger guests in mind.

Organic Farms

An interactive and fun visit to our organic farm teaches children the basic methods used by the local farmers who work this fertile land. The children will have the chance to taste fresh organic berries, fruits, and vegetables, prune and water the plants, and get their hands dirty as they personally choose the ingredients Chef Flores will transform serve at lunch or dinner.



Micro-forest Adventure

With a magnifying glass in hand, the children will explore a tiny section along the Olivillo trail and discover the incredible diversity of plants, fungi, moss, and lichen found here. Flora aside, they will spot birds and bugs that inhabit the forest and learn about the forest in the most didactic and fun way possible.

Climbing Wall

Kids simply love climbing, so why not use something designed for that very purpose in a safe and controlled environment? Mari Mari's climbing wall is the answer. As well as improving fitness, climbing improves children's flexibility, balance, focus, and general strength. This activity also incorporates communication with building trust and working as part of a team. Most important of all, it's great fun.

Open-Air Cinema

Ideal for outdoor viewing, we offer a 22-foot inflatable movie theatre screen for some serious outdoor fun. We set up the screen on the beach and show family classics and also nature or environment-related documentaries, which get the children thinking and talking about issues that concern us all in the most informal and relaxed way. This is a wonderful way of bringing friends and family together. There will of course be popcorn.

Beach Clean-Up

We all have a role to play in cleaning the planet's oceans and beaches. With this in mind, we have designed an activity specifically for our younger guests that shows how oceans and beaches become polluted in the first place and the consequences that has on wildlife and the ecosystem on both a local and global level. Not even remote and pristine beaches like those at Mari Mari escape objects being washed ashore, especially plastic. This is very much a fun and "hands-on" experience, which gets children's feet and hands in the sand, as we walk a section of beach collecting and separating any litter we find along the way.





HELICOPTER EXPLORATIONS

The pursuit of experiences is without limits at Mari Mari. By having our own helicopter on site, we are able to add the thrill and exclusivity of helicopter flight to several of our on-land and cultural activities and also arrange services at short notice should guests wish to enjoy a short flight at sunset or take a scenic day trip to the destination of their choosing. We have also designed a series of exclusive optional helicopter-only explorations that truly enhance and broaden the scope of the experience at Mari Mari. The vast experience and local knowledge of our pilots allows guests to venture into the most pristine and secluded areas while learning about the natural and geographical features along the way. *Prices for these optional activities are available upon request.*

Heli-fishing

Patagonia ranks highly on the bucket list of many fly anglers. And rightly so. A vast system of glacier-fed rivers and creeks simply brimming with wild trout is complimented by a stunning natural backdrop of forest, mountains, and volcanos. Mari Mari offers our guests the unique opportunity to explore the most pristine waters the region has to offer, always in the company of a specialist guide. The transfers are made by helicopter, allowing guests to get well and truly off the beaten path and reach areas that are out-of-bounds for most visitors. The pristine conditions and low fishing pressure in these waters allow some of the rainbow and brown trout to reach trophy size. Salmon is also found in rivers as they make their way from the ocean during their spawning season. The scenery does the rest to make this day an indelible memory.

Diving

North of Mari Mari lies the bay of Caleta Cóndor. Tucked away in an indigenous reserve of the Huilliche community, it is home to arguably Chile's most beautiful beach and a recently built dive centre. The clarity of the waters and the abundance of marine life make this relatively unknown bay one of the most talked-about emerging areas in South America for divers. Guests set off in the morning from Mari Mari aboard our helicopter. Upon arrival to Caleta Cóndor – and following a spectacular 20-minute flight along the coast – a PADI-certified instructor will meet the guests, providing all necessary equipment and instructions for the activity.



UNESCO Churches of Chiloé

Part of UNESCO's World Heritage List since 2000, the Churches of Chiloé represent a unique example in Latin America of an outstanding form of ecclesiastical wooden architecture. All sixteen embody the intangible richness of the Chiloé Archipelago, and bear witness to a successful fusion of indigenous and European culture, the full integration of its architecture in the landscape and environment, as well as to the spiritual values of the communities. Departing directly from the beach, the helicopter heads due south over the Chacao Channel to Chiloé, giving guests an eagle's eye view of the impressive coastline. Upon touch-down in the northern part of the island, a Mari Mari guide and driver will be waiting to commence a full-day exploration of Chiloé, focused not only on its magnificent churches, but also the history, traditions, and legends that have shaped this fascinating archipelago. The advantage of travelling by helicopter is that it gives our guests



more time to explore the island and absorb its singular character and also sample some of the local culinary delights. The cuisine of Chiloé is surprising in so many ways. From artisan-caught fish and delicious oysters to the weird and wonderful curanto, a hearty concoction of meat, shellfish, potatoes, and dumplings cooked on hot stones under the ground and covered with the enormous nalca leaves (similar to rhubarb). The day is truly a celebration of traditions, flavours, and unique scenery. Once the visit is complete, our staff will drive guests to the heliport for the flight back to Mari Mari.

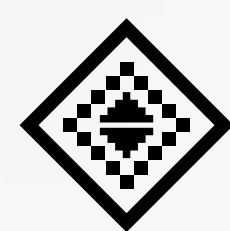




Chile's Yosemite: The Tompkins Trail

Business mogul, explorer, conservationist, adventurer, and philanthropist, Californian Douglas Tompkins first visited Chile in 1961, returning regularly to climb, ski, kayak, and hike throughout the southern region of the country. In 1991 he acquired the a 2,000-acre farm to spare its pristine native temperate rainforest from the grasping hands of timber companies. This was the first step in the creation of what is known today as the Pumalín Douglas Tompkins National Park and a legacy of over ten million acres of protected land with full public access throughout South America. The vision for Pumalín Park was to encourage Chileans and citizens of the world to experience these unique and spectacular landscapes, a vision bolstered when the Chilean government granted it Nature Sanctuary status, with additional protections to secure its ecological values and prevent development. Nestled in a dramatic valley beneath enormous granite cliffs, Vodudahue has garnered the moniker of the “Yosemite Valley of Chile.”

Since 1998, it has served as a nursery for native tree species that collects seeds from the surrounding forest, then germinates and nurtures young trees for use in regional reforestation efforts. Centuries of human settlement put the land in a rather precarious situation. Healing the scars of the settlers' short-sighted practices required years of work. Restoration efforts included rebuilding soil health, restoring native grasslands, and rehabilitating farm buildings to provide a comfortable and functional infrastructure. Its natural aspects aside, Vodudahue is also of great cultural importance. 'Vodudahue' is actually a Quechuan word meaning 'the quinoa flower', which supports the hypothesis that the Incas inhabited the area and hid their gold here. Later, in the 17th century, Jesuit missionaries crossed the Andes by traversing the area. Most sectors are only accessible by air – or a gruelling on-foot expedition of several days – thus making the helicopter a key part of the experience. Douglas Point is one such example. This 5,000-foot peak was named in honour of Douglas Tompkins and offers some of the most stunning views in the northern Patagonia area. For the more adventurous, a section of the peak can be scaled with traditional climbing equipment or by way of an iron path. Combining culture, nature, conservation, adventure, and staggering views, this is truly our most versatile and unique optional experience.



PHILANTHROPY

Mari Mari works hard to support the local community, with the vast majority of our efforts going under the radar. We believe how we do business is just as important as the business we do. Our relationship with the local community allows us to extend opportunities of charitable giving and philanthropy to our guests. One example of such an alliance is that of the Conservatory of Music and Fine Arts of the South (COMBAS), a non-profit organisation located in the lakeside town of Puerto Varas that specializes in social action and education through music and the fine arts. Depending on the generosity of the donation, the Conservatory can arrange a variety of private activities from a one-on-one piano lesson to a full classical concerto at a lakeside concert hall. For those preferring to stage a COMBAS event at Mari Mari, an artist retreat can be arranged with a prominent exponent of music or the arts. For anyone wishing to learn more about the ways to make a long-lasting and meaningful contribution to this and several other charities or causes supported by us, Mari Mari will happily provide information and arrange visits during their stay.

IT'S PERSONAL, NOT BUSINESS

That's the very motto that hangs above the door to our boutique. We are very selective in terms of who we work with and which products we stock. A good example is that of Karün, a producer of high-quality sunglasses with frames made with recycled plastic collected on beaches in Chile. The company recovers waste such as plastic bottles and fishing nets that go into making their stylish and sustainable product. They work closely with local communities throughout Patagonia with a true fair-trade ethic at the core of their business model. In terms of outdoor clothing and gear, we stock Patagonia. With its base in the United States, but its heart and soul in the southern cone of South America, Patagonia is not only a producer of apparel of the highest order, but also a company with a sincere social conscience and love of the outdoors like no other. We are proud to stock the products of these companies and the local producers of woollen goods that grace our shelves.



SPA & WELLNESS

Located on the second floor of the main building, the 4,450 square-foot Küyuntün Spa is open to all guests. There are three treatment rooms, sauna and steam rooms (separate for men and women), and a yoga and meditation room available for practitioners of these disciplines. Our treatments obey the Mapuche principles of newen domo (the female force) and küwen (the moon), which govern the fertility of the Earth and its medicine (lahuen), delivering in each one of our healing therapies energy, well-being, and power. The Mapuche calendar is ruled by the moon and its cycles, connecting the Earth and our spirit. We offer a range of massages, from 30 to 50 minutes in duration, that are relaxing, deep-tissue, cranial, and therapeutic.

- ◆ Treatments available from 9.00am to 7.00pm.
- ◆ Reservations for treatments must be made in advance.
- ◆ Not available for children under the age of 12.

FITNESS

We understand that squeezing in a fitness session during a journey through Chile can be difficult. Fear not. Here at Mari Mari, our small fitness room provides the essential equipment for a good work-out such as a treadmill, an elliptical, a stationary bike, free weights, and workout benches. Located in the main building, the fitness room is open from 6.00am to 12.00am for all guests over the age of 12.



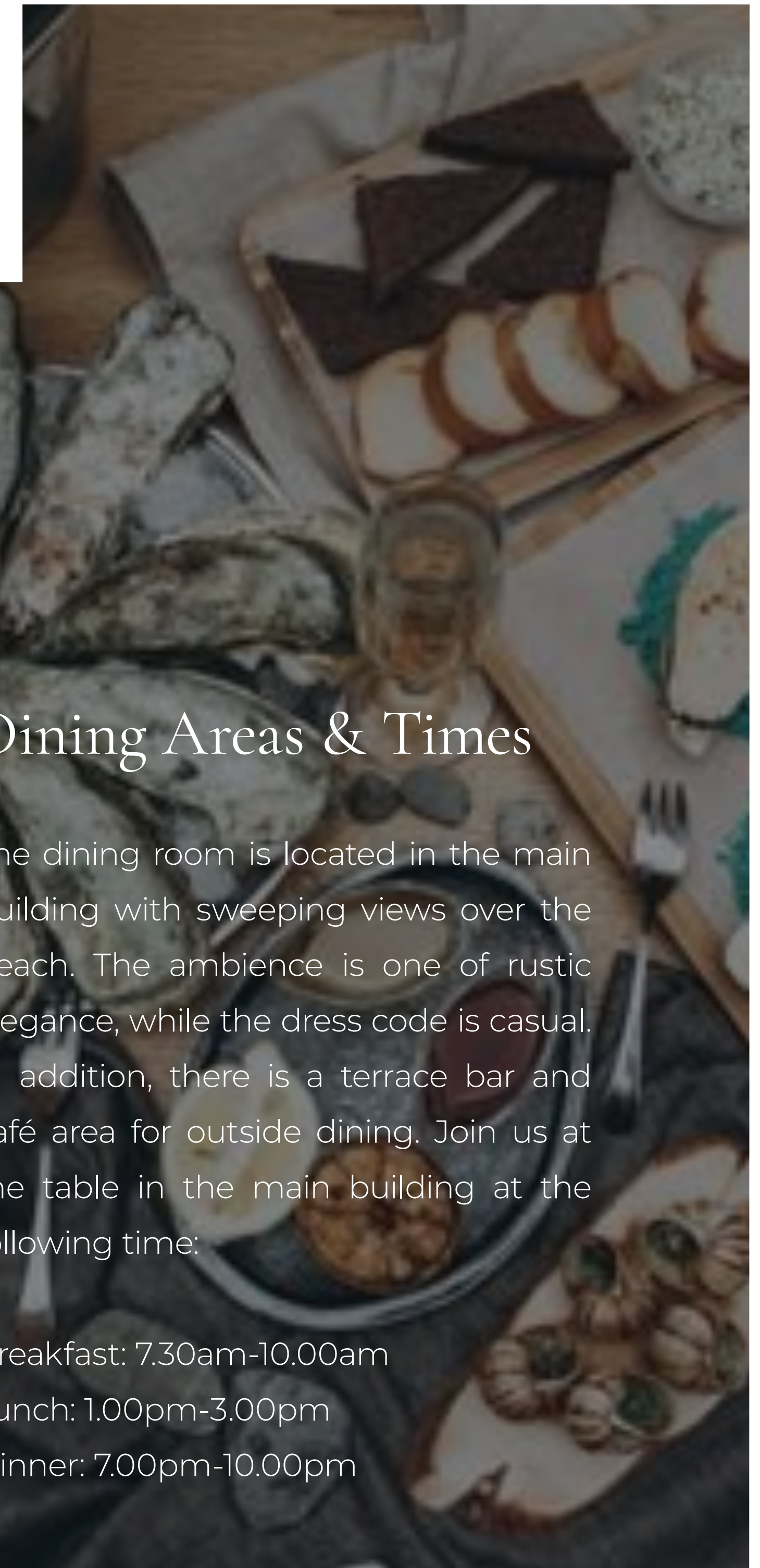
THE CULINARY EXPERIENCE

One simply cannot play well, sleep well, or be well without eating well. The culinary experience at Mari Mari is a celebration of the region's flavours and traditions, with a strong focus on organic seasonal ingredients. Executive Chef Daniela Flores has garnered a reputation in Chile for her passion and creativity in the use of local ingredients in contemporary sophisticated dishes. Applying the ancestral lahuen approach to her craft brings healing herbs and berries, delicate spices, and fresh seasonal garden fruits and vegetables straight from our organic garden directly to your table. Our coastal location gives us access to the freshly caught fish and seafood that inspire many of our dishes, while meats and poultry are sourced locally and naturally raised, all perfectly paired with fine Chilean wines to make for a truly exceptional culinary experience. All meals are included during the stay, as well as all house wines, beers and spirits, and non-alcoholic beverages.

Dietary Requirements & Special Menus

The team at Mari Mari can adapt its menus for guests with specific dietary requirements or those following a strict diet. Whether that means vegetarian, 100% plant-based, low-salt, lactose-free, or gluten-free, all meals will be tailored for any guest accordingly. Please consult regarding other dietary requirements or restrictions. Food allergies or special dietary requirements of any kind should

be informed at the time of booking in order for the team to be able to prepare in advance. Additionally, Executive Chef Daniela Flores will always jump to the challenge of any special menu a guest has in mind and create a tailored culinary experience.



Dining Areas & Times

The dining room is located in the main building with sweeping views over the beach. The ambience is one of rustic elegance, while the dress code is casual. In addition, there is a terrace bar and café area for outside dining. Join us at the table in the main building at the following time:

Breakfast: 7.30am-10.00am

Lunch: 1.00pm-3.00pm

Dinner: 7.00pm-10.00pm



DRESS CODE

As a general rule of thumb, breakfast and lunch is casual, while dinner is business casual. Breakfast and lunch tend to be less formal as guests are either preparing for or returning from outdoors activities. In the evening, the mood changes in the dining room in celebration of the end of another wonderful day at Mari Mari and in preparation for a more formal evening meal preceded by cocktails at 7.00pm, allowing guests to get together and discuss the activities available over the coming days with our guides. Even the waiting staff's uniforms adapt accordingly for the occasion, whether in preparation for a traditional Patagonian barbecue under the stars or a more formal dinner indoors when the décor of the room takes on a touch of simple elegance.

Snacks

Guests will find a self-service area in the dining room with a small selection of savoury and sweet items. Available throughout the day, it is ideal for those who skip a main meal or simply wish to treat themselves to something tasty outside the established mealtimes. We offer sandwiches, salads, a soup of the day, pastries, as well as hot and cold drinks.

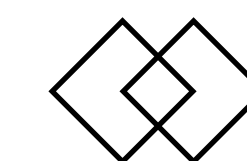
THE WINE EXPERIENCE

Blessed with perfect terroir and climate, Chile has established itself as a major producer of high-quality wines. From crisp Sauvignon Blanc to subtle Pinots, lush Cabernet Sauvignons to stunning blends, Mari Mari's wine selection means you will always find the right wine for any dish and any occasion. We stock the exceptional wines of the Antiyal and Koyle Family Vineyards, pioneers in the biodynamic production of high-end wines in Chile. From the Maipo and Colchagua valleys respectively, guests will find a large variety of wines including a blend created exclusively for Mari Mari.



Bar

Reserve wines, beers, and non-alcoholic beverages are included in all programmes. We also stock an impressive range of premium wines, fine spirits, and international and local beers, so join us anytime from noon until midnight for a Pisco Sour (Chile's national drink), a local craft beer, or your favourite cocktail. Additionally, offer an extensive list of premium label spirits and icon wines available at an extra cost.



EVENTS & CELEBRATIONS

From custom-tailored corporate groups, bespoke weddings, to themed retreats, Mari Mari is a wonderful venue for events and celebrations. From traditional and low-key to decidedly outside the box with lavish production, we offer oceanfront, forest, and beach locations that are truly inspiring and conducive to successful events of all kinds. All events are under the supervision of a dedicated Event Manager who will ensure even the most minute of details is taken care of.



Plan Your Corporate Event at Mari Mari

Mari Mari can accommodate private groups for incentive and corporate travel. Whether a small gathering of six or ten guests in one villa, or our maximum of thirty-eight guests occupying the entire resort, we tailor programmes that combine activities, meals, meeting spaces and equipment, transportation, and the choice of any of our on-site activities. The resort grounds, forest, and dramatic coastline lend themselves to team-building and creative inspiration, with enough peace and quiet to allow you to concentrate fully on work matters. We offer meeting spaces, business services, and high-speed internet throughout the property to ensure.

Destination Weddings & Milestones

What better place than Mari Mari to say, "I do"? With its combination of lush forest, dramatic coast, soft adventure, gorgeous villas, and endless days, it simply oozes romance. How about a romantic getaway to celebrate and important anniversary? The entire property can be booked for the party, providing a the most private and intimate scenario for the big day. It can be as simple as a quiet celebration

focused on local culinary delights, brunches and wine pairings, romantic walks, and time spent with close friends and family. For more elaborate services, we work with exceptional wedding planners who can secure the services of a local officiate, decorators, florists, photographers, musicians, and any other service required to create the perfect event. Likewise, Mari Mari is perfect for anniversaries, renewals of vows, and honeymoons.

Themed Events

Mari Mari can be booked in its entirety for themed events and special-interest group retreats. The natural setting is the perfect setting for themes such as marine biology, flora, ancestral cultures, photography, or art. But how about a yoga and meditation retreat or a book club getaway to study Latin American literature? Maybe a more niche focus such as the life and works of Chilean classical pianist Claudio Arrau or a course in the Mapudungun language. The possibilities are endless. Whatever the theme, Mari Mari can bring in academics, artists, musicians, authors, and myriad other experts to create the perfect event.

FAQs

Where is Mari Mari?

Mari Mari is located on the Pacific coast of Northern Patagonia. The nearest city is Puerto Montt, some 55 miles/89 km away (1 hour and 45 minutes by road) while the nearest airport and most common port of entry is Puerto Montt (PMC), just 46 miles/75 km away (1 hour 30 minutes by road). Our helicopter is available for guests wishing to enhance the travel experience and cut journey times.

“Helicopter” you say?

That's right. We have a helicopter on site, which means we can offer helicopter transfers and upgrade several of our on-land and cultural activities. Because the helicopter is always on the property, we can also arrange services at short notice should guests wish to enjoy a short flight at sunset or take a scenic day trip to the destination of their choosing. We have also designed a series of exclusive optional helicopter-only explorations that truly enhance and broaden the scope of the experience at Mari Mari.

Why choose Mari Mari?

For several reasons. Beautiful accommodation, refined dining, impeccable service, and life-changing activities. It's also very accessible by land or air despite its remote location and easy to combine with popular destinations such as Puerto Varas and Chiloe Island or the Lakes Region of Argentina.

Is Mari Mari a good fit for me?

It is perfect for discerning travellers of all kinds who enjoy a personalized travel experience and some serious adventure in pristine natural surroundings. Nature lovers, honeymooners, and those seeking the utmost privacy and serenity will feel very much at home. Given its intimate nature, the property is ideal for families and multi-generational groups, as well as small groups of friends or work colleagues. It is also ideal if you are the kind of person who enjoys exploring local culture and cuisine.

What is included in the packages?

Our packages are all-inclusive. That covers inbound and outbound transfers between the lodge and the airport (either by helicopter or car, depending on the package), accommodation, all meals, all activities organized by Mari Mari, and unlimited access to our spa, fitness room, and wood-fired outdoor hot tubs.

Can I book Mari Mari on an exclusive basis?

Yes. The entire property can be booked for the exclusive use of one client or group.

How exclusive is 'exclusive'?

As exclusive as 'exclusive' can be. We have no neighbours, there are no passers-by, no walk-ins, and the nearest road is five miles away. The secluded location of the property is an enormous advantage. All of this means absolute privacy. We have hosted may celebrities, Heads of State, and royalty, so we are well-versed in all matters regarding any additional measures a guest may require related to security and privacy.

How long is the recommended stay at Mari Mari?

In order to get the most out of the property and the area, we recommend a minimum of four nights, although the vast majority of our clients stay seven or more nights.

What are the arrival and departure times?

Check-in time is 3.00pm and check-out 12.00pm. However, we will always allow early check-in and late check-out if the villa or property is available.

When is the best time to visit?

Mari Mari is located in a privileged environment, making the experience worthwhile any time of the year. Each season has a character and charm of its own. That said, it is important to bear in mind that December through March is the summer period in Chile and generally considered the best time to travel.

What's the weather like?

It is characterized by a mild temperate climate with more rain in winter and abundant low clouds. The general climate in this part of Patagonia would be best described as 'mixed' at any time of year. You can often see the four seasons on any given day. The summer temperatures run around 20°C (68°F) most of the time, while the average during the winter months is closer to 13°C (55°F). The average annual precipitation is 302 cm (119 inches), with the months of June, July, and August being the wettest.

What is the temperature of the ocean?

Chile's ocean has the lowest temperatures of all Latin American countries. The average ocean temperature in Summer (November-February) is 14°C (57°F), while the average in Winter (June-August) is 11°C (52°F). Needless to say, Mari Mari provides wetsuits for any activity in or on the water.

What clothing or other gear should I bring?

Essentially, clothing and equipment for outdoor activities. Hiking shoes or boots are a must, particularly those with a high-quality

sole. Vibram is a good example. Layers of light, breathable outerwear are suggested. Sunglasses, a sun hat, sunscreen/lip balm, and of course a camera and binoculars. Should anyone forget to pack something, we have a range of clothing and accessories available for purchase at the boutique in the main building. For those who prefer to travel light, we can purchase items on our guest's behalf and have them ready and waiting upon their arrival.

Does Mari Mari provide equipment for the activities?

Yes. We provide all the equipment necessary to carry out activities on land or on the water, on foot or on horseback. Trekking poles are available for our walks, gaiters for our walks and horseback rides, and wetsuits and lifejackets are supplied for any activities in or on the water.

What languages are spoken at Mari Mari?

Reception staff, guides, and bar/restaurant staff all speak English and Spanish.

Is Mari Mari accessible for people with physical disabilities?

The villas and the main building offer wheelchair access. However, given the rugged nature of the terrain, access in other areas of the property is somewhat limited.

Are there bugs? Should I bring repellent?

Patagonia does have its share of insects, particularly the tabano, which is the local version of the March fly, which is present for around three weeks between December and January, depending on rainfall. Local experts say that you should opt for lighter tones as opposed to dark clothing, which tends to attract these flies. It is also a good idea to bring along your preferred brand of insect repellent.

Does Mari Mari provide activities for children?

All activities can be enjoyed by the whole family as they are adapted accordingly when younger guests are taking part. We offer equipment for children of all ages such as lifejackets, wetsuits, saddles, and helmets, to ensure their experience is as fun and safe as that of the adults. Additionally, we have created a range of activities specifically with our younger guests in mind such as a climbing wall, a hands-on beach clean-up, and interactive visits to a micro-forest and our organic farms.

Is childcare available at Mari Mari?

High quality childcare goes a long way to making a successful family break, especially when travelling with babies and toddlers. Rest assured, a couple that wants to take a long hike or bike ride does not have to curtail their activities. We can arrange a nanny service including developmentally appropriate materials and activities to ensure families a good experience for their child and allow parents to relax and fully enjoy their time at Mari Mari.

Is Mari Mari pet-friendly?

In order to respect our unique ecosystem and local fauna, no pets are allowed on the property with the exception of assistance dogs.

Is smoking permitted on the property?

For the comfort of all guests we do not allow smoking inside any of our indoor areas, along our trails, or on the beach. Smoking is only permitted in designated areas such as exterior terraces unless marked or instructed otherwise.



RECOMMENDED READING

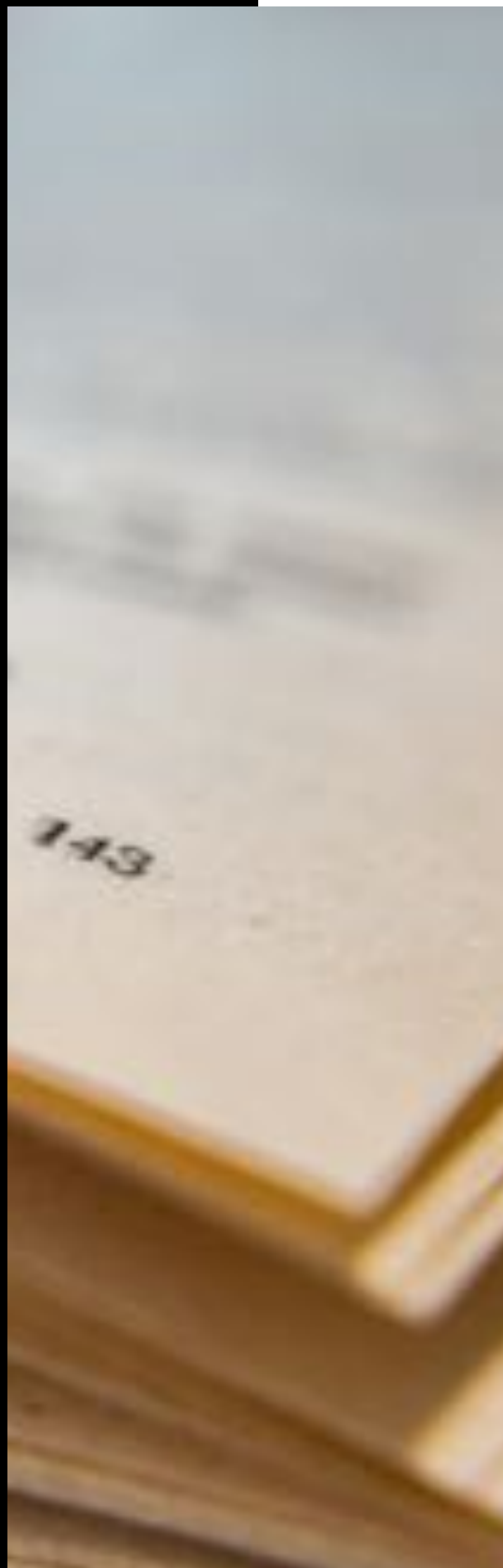
In order to enhance your stay at Mari Mari, we would recommend the following books that cover the history, ancestral cultures, and flora and fauna of this part of South America. They are all readily available at specialist bookstores or on-line stores such as Book Depository or Amazon.

Travel

- ◆ In Patagonia | Bruce Chatwin
- ◆ Travels in a Thin Country, A Journey through Chile | Sara Wheeler
- ◆ The Voyage of the Beagle | Charles Darwin
- ◆ Across Patagonia | Lady Florence Dixie

Novels

- ◆ Moby Dick | Herman Melville
- ◆ My Invented Country | Isabel Allende
- ◆ The Neruda Case | Roberto Ampuero



Poetry

- ◆ The Araucaniad | Alonso de Ercilla y Zúñiga
- ◆ The Essential Neruda | Pablo Neruda
- ◆ Selected Poems of Gabriela Mistral | Gabriela Mistral

History & Culture

- ◆ The Settlement of the Americas: A New Prehistory | Tom D. Dillehay
- ◆ The Mapuche in Modern Chile: A Cultural History | Joanna Crow
- ◆ Mapuche Language & Culture | Arturo Hernandez S. and Nelly Ramos P.
- ◆ 1491: New Revelations of the Americas Before Columbus | Charles C. Mann

Natural History

- ◆ A Wildlife Guide to Chile | Sharon Chester
- ◆ Birds of Chile | Alvaro Jaramillo
- ◆ Land Ethics: Biodiversity and Wheat | Kristine Tompkins
- ◆ Parque Nacional Corcovado: Chile's Wilderness Jewel | Antonio Vizcaino

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