



NEWMARK

HOTELS • RESERVES • LODGES • RESIDENCES

ABOUT NEWMARK



Passion and focus – these are the two core elements that set Newmark Hotels, Residences, Reserves & Lodges apart as a leading hotel management company. These characteristics make the Newmark experience far more than unique; they make it unforgettable.



Newmark was launched in 2007 in line with the vision to provide diverse properties, including small establishments, with the opportunity to belong to a group that would give them credibility without them losing their unique identity. With a heritage spanning more than a decade, the company has perfected the tradition of applying excellence to all of its endeavours and its daily operations. Newmark's extensive experience in managing prestigious and distinctive properties is matched by its determination to help owners realise their worth. This is made possible by a highly focused, motivated and skilled executive team, led by industry visionary, Neil Markovitz.

The team's collaborative proficiency enables the company to offer a comprehensive range of management services, specially tailored to suit each property.

THESE SERVICES INCLUDE:

- Finance
- Revenue
- Marketing
- Central Reservations
- Operations
- Information Technology
- Human Resources
- Sales

Newmark's forte lies in identifying the unique attributes of each property and bringing these to the marketplace's attention through a bespoke, tailor-made model. The company is guided by the belief that every action needs to be financially sound. This dynamic company's singular approach, which involves first establishing solid infrastructure before pursuing other goals, has driven its success. In line with Newmark's custom, each milestone that is reached is celebrated, whether it is the addition of a new property to the portfolio, or a staff member's accomplishment. In every instance, these accomplishments are saluted.

THE NEWMARK WAY



Newmark relentlessly pursues improvement in all it does, staying true to the brand's essence – service excellence. This is practised at each hotel, residence, reserve or lodge within Newmark's extensive portfolio, ensuring that its properties resonate with discerning guests and hotel owners alike. Clients quickly become part of the Newmark family and, together, uphold The Newmark Way.

THE NEWMARK WAY IS DEFINED BY:

- Continuous passion and focus
- The commitment to establish the solid infrastructure required to make a vision unfold before pursuing other goals
- A holistic approach towards hotel management
- Extensive experience in taking projects from inception to completion, including opening
- An enormous wealth of talent, which is continually recognised and fostered
- The realisation of worth through the investment of resources, reputation and resolve across a diverse product range that shares singular competitive excellence
- Five distinct core values carried throughout the group's ranks





Creating a guest-focused culture
and memorable experiences
through our **VALUES**

EXCELLENCE

Striving to do our best in all our efforts,
offering our guests and team members warm
and authentic hospitality

INNOVATION

Paying careful attention to our surroundings,
responding and taking the lead with creativity
for the best solutions

INTEGRITY

Communicating in a straightforward manner
followed by actions that are honest

RESPECT

Acknowledging individuality, giving
recognition and listening with consideration

PASSION

Approaching each day with a sense of
adventure, confidence and positive energy

MANAGEMENT SERVICES



Newmark manages a selection of luxury hotels, residences, reserves and lodges in Southern Africa and beyond. The portfolio includes a number of neighbouring properties in the V&A Waterfront, in addition to other trendy properties spread out in Cape Town, private game reserve offerings in Mpumalanga, Limpopo and Serengeti, a historic hotel in Graaff-Reneit, located in the Eastern Cape, chic properties in Johannesburg as well as a lodge in Zanzibar.



FINANCE

Newmark's financial team has combined the conventional "penny wise, pound foolish" mindset with the modern statistical- and report-based approach to finance. The combination of these methods has resulted in a unique and effective financial offering.

The company constantly learns and grows by keeping abreast of current industry matters. It believes in enhancing knowledge and training staff at hotel level to understand the financial implication of every action taken. Newmark's offering is complete and thorough, and forms the core requirement for building a successful business.

Newmark's financial offering includes:

- Executive summary
- Monthly income statement
- Monthly balance sheet
- Monthly segmental income statement
- Comparative reports guided by the competitive market
- Annual budget preparation and circularisation
- Staff cost analytics
- Key performance indicators
- Cash flow management
- Mid-month expense scrutiny
- Maintenance of debtors' book including online debtors
- Monthly debtors scrutiny
- Supplier control and liaison (Price negotiation)
- Authority of bank payments
- Annual audit guidance
- Submission of monthly SARS returns
- Training of hotel finance staff



MANAGEMENT SERVICES



REVENUE

Revenue management helps to predict consumer demand to optimise inventory and price availability in order to maximise revenue growth. Newmark gathers information about the market so that hotel owners and managers can be proactive and use this information to adjust their products through their distribution channels to ensure they reach the right customers at the right time and at the right price.

Newmark offers the following revenue management assistance:

- Monitoring of reservations to ensure that all information is gathered for sales and statistics
- Rate code setup in Property Management Systems (PMSs) for reporting on market segments
- Loading of rates, packages, changes and admin on the PMSs, where required
- Channel Manager (CM) connection and training
- Training on updating third party sites not linked to the CM
- Online Travel Agent (OTA) connection (Existing and additional)
- Global Distribution Systems (GDS) connection
- Compilation of annual rates sheets
- Completion of free sale contracts and updating of block dates on a regular basis
- Best Available Rate (BAR) and promotions training
- Creation of packages, promotions, website specials, email banners, Google AdWords and newsletters
- Analysing of current month and upcoming six months' figures relating to occupancies, rates versus previous year and current targets (Weekly revenue meeting)



MARKETING

Newmark remains active with marketing activities and offers all properties within its portfolio a number of services.

- Website: Setup, design, development, maintenance, and reporting and analytics
- Mobisite: Setup, design, development, maintenance, and reporting and analytics
- Social Media: Setup, design, maintenance, applications, competitions and advertising
- Google AdWords: Setup, purchasing, management, reporting and analytics
- Customer Relations Management: Newsletter design, coding, distribution, database management, and reporting and analytics
- Design: Flyers, email banner adverts, brochures, pamphlets, banners, stationery, logos, emailers, conference stands, adverts, menus, packaging, invitations, presentations, etc.
- Other: Printing, corporate gifts, signage, re-branding, advertising, media placements, public relations, events and launches, copywriting, product procurement, etc.
- Content Management: Content creation, monthly and bi-monthly focused newsletters, educational blogs, and fact sheet creation and updating
- Public Relations & Media Management: Engagement, trade exchanges, media trips

MANAGEMENT SERVICES



CENTRAL RESERVATIONS

Newmark has a team of highly skilled individuals at the core of its business to handle all reservations for the hotels, residences, reserves and lodges in the portfolio. This efficient team is responsible for capturing the reservations in the appropriate system and notifying the relevant hotel or lodge of any special events or requests. This allows for a seamless process and ensures that guests' stay is a memorable one.



INFORMATION TECHNOLOGY

Leftclick is Newmark's preferred ICT outsourcing partner. Leftclick currently manages the ICT infrastructure from end to end. This includes desktop and Back-Office Server support and management, LAN and WAN support as well as year-round support to guests for connectivity to the internet. Leftclick is also responsible for managing the group's IT budget and risks, and the strategic roadmapping of technology services for potential implementation at any of the properties being managed.



OPERATIONS

The Operations Division is driven by the Newmark team's vast expertise, which forms the backbone of the company's extensive offering. If the role of operations is not actively fulfilled, all other efforts from financial management to marketing are fruitless. For this reason, operations management is a fundamental element within the Newmark package. Its operations management provides the foundation from which all other activities feed.

Newmark's operations services include:

- Efficient and effective execution of all operations
- Alignment of operations with the various other business units including procurement, sales and revenue, and marketing
- Effective management of food and beverage departments
- Provision of a management solution that synergises operations with all business units



HUMAN RESOURCES

Newmark's Human Resources department offers guidance and assistance relating to any form of staffing matters at each of the properties within its portfolio.

The department's areas of expertise include:

- Leadership development
- Rituals and processes for building a high performance culture
- Performance management
- Industrial relations
- Contract and information management
- Training and development
- Compliance and reporting



SALES

Newmark covers the following markets:

- Tour operators
- Corporate companies
- Production companies
- Conference organisers
- Travel agents
- Government

Newmark remains active with marketing activities and offers all properties within its portfolio:

- Weekly site inspections with existing and new clients
- Weekly sales activity reports
- Monthly sales and marketing reports
- Weekly revenue and sales meetings analysing occupancies, rates and online portals
- Fourteen national sales trips per annum

Newmark attends the following domestic trade shows:

- Africa's Travel Indaba
- We Are Africa

Markets for international sales calls, trade shows and road shows include:

- UK: Road show and sales calls
- Germany: ITB Berlin and sales calls
- Netherlands and Belgium: Road show and sales calls
- Scandinavia: Road show and sales calls
- USA and Canada: Southern Africa Showcase road show and sales calls
- South America: Road show and sales calls

The company's other sales functions include:

- A minimum of fifty sales calls per week via the dedicated sales team
- Brochure and allocation negotiations with the tour operators
- Rates contract issuing and negotiations
- Request for Proposals (RFPs)/tenders for corporate companies
- Assistance with rate loading for travel agents on the global distribution system (GDS)
- Setup of an annual sales and marketing budget
- International sales offices



NEIL MARKOVITZ | MANAGING DIRECTOR

Newmark – a brand which boasts more than a decade of success, is led by Neil Markovitz, its Founder and Managing Director. Neil undertook studies both locally and abroad, where he graduated with a Bachelor of Science in Hospitality Management. After garnering international work experience, he returned to South Africa to take up an immense opportunity: He was responsible for the conception, project management and construction of the Victoria & Alfred Hotel in 1990.

Following this, he was appointed as General Manager of the Ambassador Hotel and subsequently, as General Manager of the Victoria & Alfred Hotel. His vision grew, and he established the Sports Café brand within the Ambassador Group, opening stores throughout South Africa. Neil was appointed as Director of Operations for the Ambassador Group in 1994, which included the Victoria & Alfred Hotel, the Ambassador Hotel & Executive Suites, the Sports Café franchise and Marvel Tours. In 2000, he was appointed as Managing Director of the Ambassador Group.

In 2007, Neil established Newmark with the sole aim of developing a prestigious portfolio of hotels. Since then, the Newmark portfolio has grown significantly under his exceptional leadership. His inspiring vision for the brand continues to drive its success. Neil has also served as Chairman of FEDHASA Western Cape, as Deputy Chairman on the board of Cape Town Routes Unlimited and as a Director of Cape Town Tourism.



GARTH MUSIKANTH | FINANCIAL DIRECTOR

Garth Musikanth, Chartered Accountant and Financial Director at Newmark, began his training in Cape Town and moved to the UK in 2004, gaining experience at Deloitte and Fortress Investment Group LLC over a period of six and a half years in England as well as Germany. This experience taught Garth the art of working in a dynamic and fast-paced environment – a skillset which is highly sought after in the hospitality industry, given its progressive nature.

His technical ability enables him to identify and resolve issues, and to implement sound financial systems, structures and policies. This is key when it comes to new acquisitions as has been reflected in Newmark's growth over the years. Garth joined Newmark in 2010 when the portfolio only comprised three properties and has overseen the expansion of the company with great financial aptitude. His vision includes evolving the hospitality offering to bring forth greater customer service and experiences through new technologies. Garth also always strives to challenge his team and himself.

LEAD TEAM



KATE ZAAIMAN | GROUP HUMAN RESOURCES DIRECTOR

Kate Zaaiman skillfully applies her strengths and valuable experience to her role as Newmark's Group Human Resources Director. While she is passionate about the field of human resources on the whole, Kate has specialised in organisational development. She gained much experience in this niche practice, across a number of industries. Kate spent many years working in the retail sector and carried out research in the United Kingdom and the United States of America on the link between employee experience, a high-performance culture and best quality customer experience.

She has also provided extensive guidance in leadership development as a consultant within various organisations, by applying behavioural and social psychology to achieve the balance between high performance and high motivation. She further assists team members to apply purpose to their roles in order to take steps forward in their career development. Kate enjoys working with diverse people, building authentic relationships and inspiring growth among others. She excels at putting strategies in place to facilitate these goals in a practical manner. This is her continuous aim at Newmark, ensuring that its employees gain strength as individuals and as a team on an ongoing basis.



RYAN ROACH | COMMERCIAL DIRECTOR

Ryan Roach's experience is deeply rooted in the hospitality industry, having practised his analytical skills within the field for many years. Now Newmark's Revenue Director, Ryan has long been involved in revenue management and was, in fact, integral to the writing and implementation of Micros Opera Standard Operating Procedures.

Initially, Ryan had a passion for preparing cuisine and saw himself becoming a chef. After realising this was not what he wished to do on a daily basis, he pursued other career paths within the industry. He was exposed to various aspects of the field, but his love for technology ultimately steered him towards analytics within the hospitality sphere. Ryan's vision is to take Newmark and all its properties to the next level in revenue management, by embracing the latest technological advancements.

LEAD TEAM



MIKE VROOM | OPERATIONS DIRECTOR

With strong business acumen and a new era approach to leadership, Mike Vroom has once again joined the Newmark team, taking on the title, Group Operations Manager. This follows his role in the successful opening of a leading international hotel in Dubai. Mike is thus no stranger to the management of luxury properties. He also brings with him many years of experience gained at some of Africa's most prestigious hotels.

Mike is responsible for the strategic management of existing properties within the Newmark portfolio, as well as the development of new projects going forward. His focus further entails maintaining and bringing uncompromised service to the fore, ensuring excellence across all areas of hospitality and thus outstanding guest experiences. He also plays an integral role alongside Newmark's human resources team to grow and develop the company's talent as it expands. His goal is to place continuous emphasis on the unique and personalised five-star service offered by Newmark.



LINA NEL | SALES DIRECTOR

Having gained experience at a diverse range of companies, Lina Nel - Newmark's Sales Director - uses her insight into the industry to successfully sell the products within the Newmark portfolio. She understands the importance of practising excellent service delivery and ensuring that a brand lives up to what was promised in order to solidify customers' trust in that brand. This is exactly what she upholds at Newmark.

Passionate about people, travel and sales, Lina loves working in the tourism industry and meeting guests from various walks of life. She places great emphasis on offering personalised service, in line with Newmark's ethos. Although much of her focus is on figures and targets, Lina always considers and prioritises the quality of guests' experience. Lina's vision is to continue growing and solidifying the Newmark brand as a well-recognised global brand.

PARTNERS



FEDHASA

Since 1949, FEDHASA has represented the South African hospitality industry on a local, provincial, national and global level to protect the interests of all industry stakeholders, thereby enabling members to achieve their objectives.



TRIPADVISOR

TripAdvisor is the world's largest travel site, enabling travellers to plan and have the perfect trip. TripAdvisor offers trusted advice from real travellers and a wide variety of travel choices and planning features (including a flight search function, TripAdvisor Mobile and TripAdvisor Trip Friends) with seamless links to booking tools.



SATSA

The Southern Africa Tourism Association (SATSA) is the leading body that represents the private sector of South Africa's incoming tourism industry.



CAPE TOWN TOURISM

Cape Town Tourism is the official organisation responsible for promoting tourism in Cape Town and the Western Cape. It provides an online source with information on travelling in and around the region, making it easier for visitors to plan the trip of their dreams.



USTOA

United States Tour Operators Association (USTOA) was founded in 1972 by a group of tour operators based in California. Today, the organisation is headquartered in New York and has international reach. Its core aim is to act as a single voice to protect the interests of tour operators and the travelling public. Further, it strives to educate the travel industry, government agencies and the public about the tourism industry, among other aims.



APTA

The internationally respected Association for the Promotion of Tourism to Africa (APTA) is a volunteer-driven, non-profit association that operates in the business-to-business space. Its core aim is to promote the African continent and its surrounding islands to US-based retail travel agents and tour operators.

THE ROHAN BLOOM FOUNDATION & ROHAN HOUSE

Newmark and its collection of Waterfront properties – Victoria & Alfred Hotel, Queen Victoria Hotel, The Manor House and Dock House Boutique Hotel – believe in the importance of family, the value of connection and the need for support, especially during trying times. For these very reasons, the company and these properties have committed their care to a cause that sits closely to their hearts; one that they believe will have a significant impact on the lives parents, siblings and family members with a child, a brother or sister; a loved one who is terminally ill.

The Rohan Bloom Foundation was established in remembrance of a young champion – Rohan Bloom, and celebrates the legacy of this brave and determined teen, who excelled at sport but sadly lost the fight against a rare form of cancer on 15 April 2016, at the tender age of fourteen. The foundation aims to unite families and children battling cancer and other serious illnesses, and to provide a platform of support, education and comfort.

Together with Paedspal Cape Town, a provider of paediatric palliative care to children and their families, the Rohan Bloom Foundation underpins Rohan House. This is Cape Town's first paediatric hospice and inpatient palliative care unit, set to open its doors in 2019. The facility will be run by Paedspal Cape Town and financed privately as a public benefit organisation (PBO). It will bring people, those who provide the support and those who need it, from different cultures, backgrounds and belief systems together. It will welcome patients from all walks of life with open arms; it will not discriminate as illness, after all, doesn't discriminate.



Rohan House will provide:

- A tranquil but uplifting space where children who are terminally ill can make the most of their final days with dignity, in a comfortable and comforting setting.
- Twenty-four-hour medical care, provided by specialist palliative care-trained nurses, with doctors on call.
- Care for children who need extra symptom control; who are not sick enough to be in hospital but not managing at home.
- Respite care so parents can have a break, knowing that their ill child is being well looked after.
- Beds for parents in order to get a decent night's sleep.
- Play rooms where children can have fun with their siblings.
- A garden, where fresh air and a dose of nature can be enjoyed.
- Therapy, including counselling, aromatherapy, and music and art therapy.

Newmark is honoured to contribute to this initiative, knowing that will have a far-reaching and long-lasting impact on the city of Cape Town and its people.

SOCIAL RESPONSIBILITY



GREEN FOOTPRINT AT SERENGETI SOJOURN

Albert Einstein once said, “Look deep into nature, and then you will understand everything better”. In order for future generations to enjoy the same privileges that we do in this regard, it is imperative that nature be cherished and protected with the greatest of care.

Looking to the Serengeti National Park, which spans thousands of square kilometres in Tanzania, in eastern Africa, the well-being of nature is essential for the survival of one of earth’s greatest spectacles: The Great Wildebeest Migration.

Newmark is thus proud to leave a “green footprint” in this region, at Serengeti Sojourn. Without compromising on luxury, the camps – both at Ndutu and Lobo – have an absolute minimal impact on nature, as the following amenities are made use of:

- Fully tented camp; no permanent structures
- Solar power throughout the camp
- Gravity-fed showers
- Eco-friendly flush toilets
- Closed network phone system for inter-camp communication; no WiFi

Offering guests a taste of raw Africa without harming the environment is a key commitment at Serengeti Sojourn; one that will have a long-lasting, positive effect on the sustainability of this awe-inspiring location.



SA COLLEGE FOR TOURISM INTERNSHIP AND LEARNERSHIP PROGRAMME AT DROSTDY HOTEL

Although it is steeped in history and holds many special stories from the past, Drostdy Hotel has a vision for the future and, simply put, it involves ensuring a brighter one for others. More specifically, the Drostdy Hotel is committed to offering annual internship and learnership positions to thirty female SA College for Tourism graduates who come from less fortunate circumstances.

This initiative, led by the Peace Parks Foundation, supports the drive towards equal opportunities for women in the workplace and it opens the door to an excellent learning platform where graduates receive on-the-job training over the period of a year. In essence, it teaches these ladies the skills required to work in a hospitality environment, at a hotel, lodge or guesthouse, in various roles. They are also taught broader skills such as budgeting and soft skills such as emotional intelligence. Those who complete the learnership receive two certificates, in Professional Cookery, and Food and Beverage Services.

In addition to the daily guidance and teaching that the Drostdy Hotel provides these women with, the hotel directs all of its profits back to the SA College for Tourism. Guests who stay at the hotel can therefore be assured of the fact that they are practising socially responsible tourism and contributing to the future prospects of many a young woman.



STAY
HOTELS



QUEEN VICTORIA HOTEL & MANOR HOUSE



ABOUT

Situated in the heart of Cape Town, the Queen Victoria Hotel welcomes guests to experience the very essence of distinguished luxury, where classic elegance meets contemporary design. Its prime location in a quiet, historic precinct near to the V&A Waterfront allows for a serene city escape as well as convenient access to a range of outstanding amenities.

The hotel's regal ambience is felt throughout the property, from its triple-volume foyer with a dramatic spiral staircase and glass lift, crystal chandeliers and marble finishes, to its spacious rooms and breathtaking suites. This grandeur, along with fine touches, expected of five-star properties, and hospitable service have earned the Queen Victoria, also referred to as the QV, recognition as one of the top 25 luxury hotels in South Africa. As its name suggests, this hotel truly is fit for royalty.

ACCOMMODATION

The QV comprises thirty-two rooms and three suites, each carrying the same essence of sophistication and understated opulence. Every room and suite has been tastefully decorated, bearing splashes of the royal shade, purple, customised wallpaper, artwork of local fynbos and the like, all suited to the property and its location.

DINING

Guests are offered wonderful dining options when visiting the QV, including the hotel's own fine dining establishment, Dash. Alternatively, guests can opt for wholesome dining at Ginja, located at the Victoria & Alfred Hotel. Breakfasts can be enjoyed at these establishments at no additional cost when bookings are made on a bed and breakfast basis.

SERVICES & FACILITIES

- Complimentary refreshment on arrival
- Concierge service
- 24-hour room service
- Room servicing daily
- Laundry and dry cleaning services, at an additional cost
- Daily newspaper on request
- Secretarial service
- Travel consultancy and information service
- Airport, city and restaurant transfers, at an additional cost
- Secure parking
- Facilities for persons with limited mobility
- WiFi throughout the hotel
- Swimming pool at Dock House Boutique Hotel
- Sanctuary Spa
- Gym
- Environmentally friendly amenities





ABOUT

The true meaning of sophisticated panache is discovered at Manor House, situated in a quaint nook of Cape Town's V&A Waterfront. This cosmopolitan district, framed by the Atlantic Ocean and Table Mountain, has become one of the most frequented city destinations in the world. Top-class restaurants and retail outlets are juxtaposed with one of Africa's busiest ports, resulting in a vibrant atmosphere all year long.

While the region offers a wealth of activities, Manor House provides guests with a chic respite. Adjacent to the Queen Victoria Hotel, this boutique hotel bears subtle elements of old English charm that complement its characteristic modernity. Elegant double doors open to a stylish environment, where guests will be met with a warm welcome from one of the attentive butlers.

ACCOMMODATION

Manor House comprises four spacious and highly luxurious suites, each with its own private patio or Juliet balcony. These suites boast uninterrupted views of Table Mountain and the city that lies at the foot of this Natural Wonder. Guests can look forward to top-end room amenities that would be expected at a five-star property.

DINING

Guests can look forward to an array of dining options when visiting The Manor House. The hotel has its own private dining room which seats four guests, and Newmark's other Waterfront properties offer further delightful dining experiences, including fine dining at Dash or wholesome dining at Ginja. Breakfasts can be enjoyed at either of these establishments at no additional cost when bookings are made on a bed and breakfast basis.

SERVICES & FACILITIES

- Complimentary refreshment on arrival
- Concierge service
- 24-hour room service
- Room servicing daily
- Laundry and dry cleaning services, at an additional cost
- Daily newspaper on request
- Secretarial service
- Travel consultancy and information service
- Airport, city and restaurant transfers, at an additional cost
- Secure parking
- Facilities for persons with limited mobility
- WiFi throughout the hotel
- Swimming pool at Dock House Boutique Hotel
- Sanctuary Spa
- Gym
- Environmentally friendly amenities





ABOUT

A stone's throw from the alluring V&A Waterfront, located alongside the Time Ball Tower, Dock House offers the ideal balance between convenience and complete privacy. The hotel's charming exterior gives way to an opulent world beyond its front door. Chandeliers and ornate ceiling cornices, among other fine touches, create a sense of Victorian charm and allude to the property's historical roots, originally the Harbour Master's private residence in the 1800s.

Since then, the building has been transformed into a distinguished boutique hotel, voted among the top 25 luxury hotels in South Africa. It has been uniquely decorated with elaborate furnishings and bold artworks, maintaining the trait of classic exquisiteness throughout the establishment.

ACCOMMODATION

Dock House comprises five supremely elegant rooms and a spacious suite. These have been individually decorated and imbued with understated Victorian elegance, which complements the property's lush contemporary style. For absolute privacy, the whole hotel may be booked out for exclusive use, at an additional cost. In this case, guests will have private use of the dining room for breakfasts, lunches and dinners.

DINING

Guests are welcome to select from various dining options when visiting Dock House. The hotel has its own intimate dining room where breakfast is served. Newmark's other Waterfront properties offer further delightful experiences, including fine dining at Dash or wholesome dining at Ginja. Breakfasts can also be enjoyed at these establishments at no additional cost when bookings are made on a bed and breakfast basis.

SERVICES & FACILITIES

- Complimentary refreshment on arrival
- Elegant morning room
- Private library
- Concierge and butler-style service
- 24-hour room service
- Room servicing daily
- Laundry and dry cleaning services, at an additional cost
- Daily newspaper on request
- Secretarial service
- Travel consultancy and information service
- Airport, city and restaurant transfers, at an additional cost
- Secure parking
- Facilities for persons with limited mobility
- WiFi throughout the hotel
- Swimming pool
- Sanctuary Spa
- Gym
- Weddings and events
- Environmentally friendly amenities





ABOUT

History and modern luxury merge to create ageless beauty at the Victoria & Alfred Hotel, which was built in 1904 as the North Quay Warehouse. This iconic establishment was named after Queen Victoria and her son, Prince Alfred who played an intrinsic role in the establishment of the Breakwater Basin, now the V&A Waterfront.

The hotel is located in the very heart of this internationally acclaimed destination and is a sophisticated retreat amid the buzz. It offers some of the most enviable views of Cape Town Harbour, Table Mountain and the slick city that stretches out at the foot of this Natural Wonder. Timeless elegance and personalised luxury are found at the award-winning Victoria & Alfred Hotel.

ACCOMMODATION

Attention to detail, its elegance and an outstanding reputation have set this hotel apart as one of Cape Town's finest establishments. A luxurious stay awaits at each of the ninety-four well-appointed, contemporary rooms, with views of the Alfred Basin, Table Mountain or the piazza. Warm personal service makes guests feel at home instantly.

DINING

Guests can enjoy a selection of top dining options when visiting the Victoria & Alfred Hotel. Ginja is located on the hotel's premises, where guests can enjoy excellent meals and stunning views simultaneously. Breakfast is served at either Ginja or Dash, located at the Queen Victoria Hotel, at no additional cost to guests when bookings are made on a bed and breakfast basis.

SERVICES & FACILITIES

- Complimentary refreshment on arrival
- Concierge service
- 24-hour room service
- Room servicing daily
- Laundry and dry cleaning services, at an additional cost
- Daily newspaper on request
- Business desk and professional secretarial service
- Travel consultancy and information services
- Airport, city and restaurant transfers, at an additional cost
- Secure parking
- Facilities for persons with limited mobility
- WiFi throughout the hotel
- Swimming pool
- Sanctuary Spa
- Gym
- Meetings and conferences
- Weddings and events
- Environmentally friendly amenities





ABOUT

Sidewalk cafés, the expansive Atlantic Ocean and a bustling promenade set the scene where La Splendida is found, in Mouille Point. This region is incredibly trendy and forms part of Cape Town's upmarket Platinum Mile. The hotel is ideally suited to its surrounding environment as it similarly exudes a fashionable look and modern feel.

La Splendida's prime location, moments away from Cape Town Stadium, Green Point Park and the V&A Waterfront, adds to the hotel's appeal and the convenience it offers guests. Although surrounded by much excitement, the hotel maintains a peaceful, seaside atmosphere.

ACCOMMODATION

This chic beachfront property comprises twenty-four rooms that are boldly, yet simply, decorated with a splash of colour, bringing the hotel's character to the fore. Rooms are spacious and comfortable and offer ocean or golf course views, making for the ideal setting in which to unwind after a day out at the beach or in the city.

DINING

Cape Town boasts a selection of award-winning restaurants, but guests do not have to wander far to experience the perfect balance of flavourful dishes, current cuisine trends, outstanding service and a breathtaking setting.

Part of La Splendida, Sótano, a Mediterranean inspired restaurant, extends onto the sidewalk, facing the popular promenade and the expansive Atlantic Ocean. Breakfasts can be enjoyed at Sótano at no additional cost when bookings are made on a bed and breakfast basis.

SERVICES & FACILITIES

- 15-hour room service
- Concierge service
- Room servicing daily
- Laundry and dry cleaning services, at an additional cost
- Daily newspaper on request
- Complimentary use of bicycles
- Booking service for tours and car rentals
- Open-air, secure parking (Limited)
- WiFi throughout the hotel
- Environmentally friendly amenities





ABOUT

In the heart of a town with a rich history and immense character, Drostdy Hotel, the finest Karoo gem, is found. This town, Graaff-Reinet, was established in 1786 and has matured into a charming destination that is well-known for its blend of Cape Dutch, Victorian and Karoo architecture. Uniquely, the town is surrounded, almost entirely, by the Camdeboo National Park which boasts spectacular wildlife and natural scenery.

Just as pleasing to the eye, Drostdy Hotel was initially built in the early 1800s and has its own fascinating story, having been refined over the years into one of South Africa's top 10 hotels. Although it bears modern touches and a contemporary atmosphere, it remains true to its roots with furnishings and antiques that point to the past. Guests will find this understated grande dame a comfortable retreat in the expansive Great Karoo.

ACCOMMODATION

Drostdy Hotel comprises forty-eight stylish rooms, which have been decorated with crisp whites, wooden elements, bold Karoo art and décor reminiscent of a bygone era. Stretch's Court includes thirty-one of these rooms, the Ferreira Precinct hosts seven and Kromm's Court, ten. Select room types offer private verandahs.

SERVICES & FACILITIES

- Complimentary refreshment on arrival
- Concierge service
- 24-hour room service
- Room servicing daily
- Daily newspapers and summary of international newspapers on request
- Business desk and professional secretarial service
- Laundry and dry cleaning services, at an additional cost
- Travel consultancy and information service
- Airport, city and restaurant transfers, at an additional cost
- Secure parking
- Electric car charger
- Facilities for persons with limited mobility
- WiFi throughout the hotel
- Swimming pools
- Africology Spa and Himalayan salt sauna
- Gym facilities
- Imibala Art Gallery
- Vinoteque and wine shop
- Conferencing facilities at the SA College for Tourism, proudly supported by the hotel
- Meetings and conferences
- Weddings and events
- Environmentally friendly amenities

DINING

Guests can look forward to dining in style at De Camdeboo Restaurant, which is open daily for breakfast, lunch and dinner.





THE
CATALYST



ABOUT

Gauteng's most opulent and prestigious precinct, Sandton, is the epitome of exclusivity and city elegance. In this thriving and pulsating area geared towards entrepreneurial pursuits, Newmark boasts a newly built, 207-room hotel, The Catalyst Hotel.

Set to launch in 2020, this premier hotel is steeped in luxury and comfort for the local and international business traveller.

Located in one of the most progressive African city centres, this modern landmark assumes a prime position to the iconic Gautrain station ensuring effortless connections for meetings to various parts of the city. Contemporary features with a myriad of business and leisure facilities including a conference centre, fully-equipped gym and restorative spa complete the offering.





THE ROCKEFELLER



ABOUT

Opening its doors in mid-2021, the avant-garde hotel, The Rockefeller, occupies a prestigious address in Cape Town's Foreshore. The 278-room hotel is designed to deliver exceptional experiences for its guests and residents, including a sparkling rooftop pool with unrivalled views overlooking the mother city and its imposing guardian, Table Mountain.

The double-volume lobby will welcome guests to its luxurious locality that offers distinctive amenities including all-day dining, coffee bars, a deli and bar and resident DJ – all in a sleek setting. This inspiring hotel is in the cultural heart of the city and also offers convenience in the form of a conference facility, fully-equipped gym and spa.





ABOUT

Nestled in Poste Lafayette on Mauritius' north-east coast – an area renowned for its tranquility and its hidden coves of unspoiled, white-sand beaches, the La Maison d'Été Hotel resides. A luxuriant coastal paradise set in the enclave of azure ocean waters and lush tropical vegetation offers 16 rooms replete with private terraces to witness the breathtaking coral reefs and lagoon in the nearby distance.

Experience top-class amenities with a choice of two restaurants – one at the water's edge – a lounge bar for sunset cocktails and a deluxe spa to rejuvenate and restore. La Maison d'Été Hotel invites discerning guests to a grand Mauritian hideaway that's bound to be soul stirring.





UNLOCK
Boutique Hotels



INTRODUCING OUR PORTUGUESE PARTNERS – UNLOCK BOUTIQUE HOTELS

In 2007, the genesis of Newmark gave rise to a vision:

To offer a diverse range of properties the opportunity to be part of a group that progressively accelerates their credibility within the hospitality sector whilst retaining their unique identity. With a heritage spanning over a decade this proud tradition of bringing operational and strategic excellence to its prestigious properties still remains. It is with these insights that the company set out to acquire a significant stake in a successful hotelier operating within Portugal's tourism sector.

After embarking on comprehensive research alongside a rigorous, long-term growth strategy, Newmark identified a strategic acquisition opportunity within Portugal – a country ranked ahead of some of Europe's tried-and-tested markets as an investor landmark for development prospects. The destination is achieving phenomenal economic growth with tourism being one of the main drivers behind the country's significant expansion.

Acquiring a stake in Unlock Boutique Hotels in Portugal required both parties' commitment to its success over the two years it took to finalise the agreement. It was critical to

establish business and cultural synergies to maximise value through the realisation of an acquisition; and to return that value to stakeholders while setting an even higher benchmark for the overall guest experience.

The acquisition into the Portuguese market, specifically having a presence in the exciting locales of Porto, Evora, Monchique, Lisbon, Viana do Castelo, Grandola and Amarante, is purposefully aligned to Newmark's growth strategy. As a proudly African-born brand, this is the group's first acquisition outside of Africa and it is desirous of making progressive strides to ensure unrivalled experiences for all international guests by imparting the very essence that Newmark is built on.

Unlock Boutique Hotels is a meticulously-curated selection of boutique hotels each representing unique experiences that set the benchmark for authentic hospitality and cultural richness.

This acquisition empowers Newmark to bring a fresh perspective to its portfolio and to drive a progressive property development and investment strategy. It enables Newmark

to capitalise on its local roots and scale its business for value maximisation. Leveraging this Portuguese acquisition, Newmark seeks to grow its unique portfolio across Iberia with an immediate target of increasing its Iberian footprint in excess of 30 hotels.

ABOUT UNLOCK BOUTIQUE HOTELS

Created in May 2016, Unlock Boutique Hotels is the only Portuguese company founded from scratch with the aim of creating a network of boutique hotels where the genuine art of warmth, hospitality and cultural authenticity are symbols. This integration, which can be done through both full management and soft brand services, creates synergies between hotels and areas, providing hotels with support and enhancement in the commercial, marketing, purchasing, controlling, human resources and yield management. Unlock Boutique Hotels is a hotel management company specialising in small and medium sized hotels, between 20 and 120 rooms offering guests unique experiences based on excellence and cultural authenticity.





STAY
RESIDENCES



ABOUT

Conveniently located opposite the Cape Town International Convention Centre, The Onyx, a harmonious blend of hotel and residential offerings, commands the attention of passers-by with its bold external features and keeps guests enthralled with its sophisticated internal finishes and its highly luxurious atmosphere. Onyx is similar in appearance to black sapphire; a rare, striking gemstone, which perfectly mirrors the property's essence.

In celebration of past and present, Heerengracht Street, Cape Town's oldest thoroughfare, has received another layer of contemporary innovation with the opening of The Onyx. Guests can look forward to a chic city experience, on par with apartment offerings in New York, London and Paris, but infused with South African vibrancy. Expectations are exceeded at The Onyx.

ACCOMMODATION

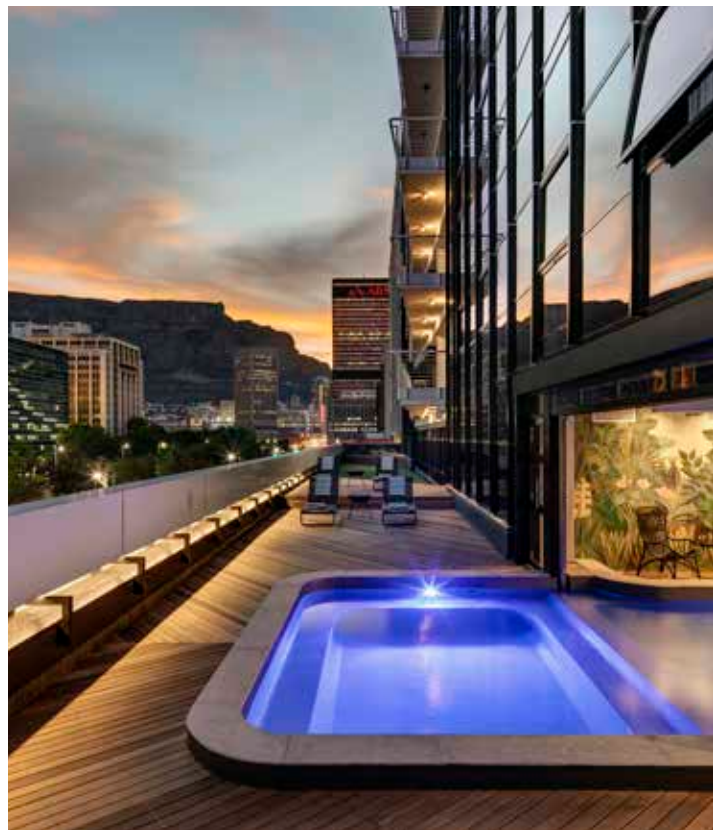
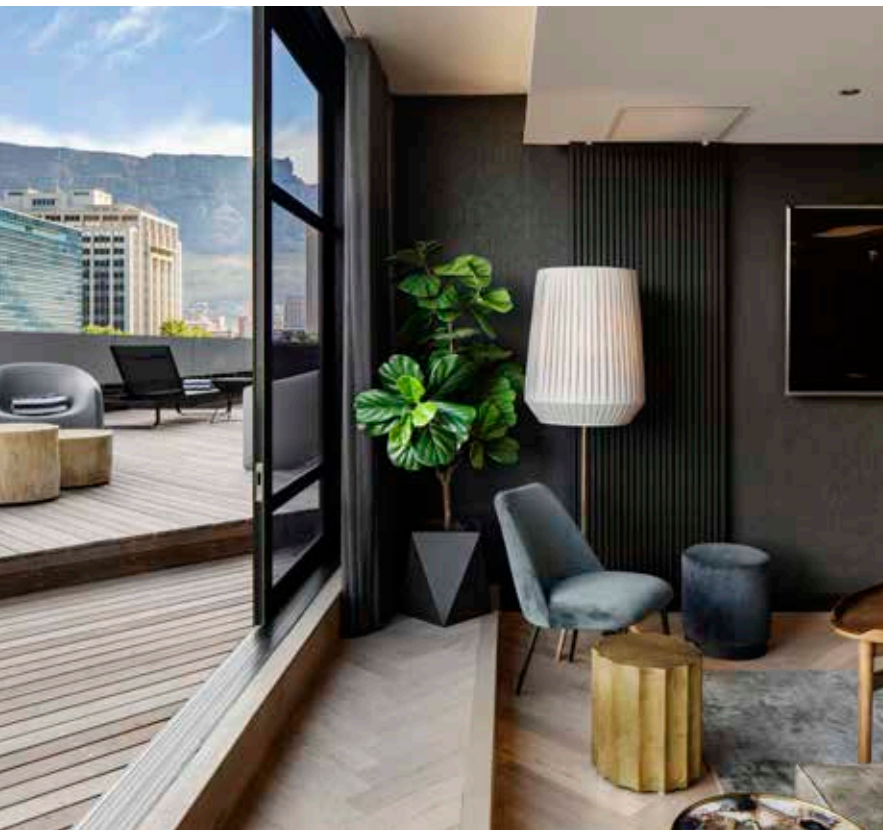
The Onyx's hundred and one apartment-style hotel units boast spectacular views of Cape Town and Table Mountain and offer an elegant experience of the city. Each apartment features its own private kitchen, equipped with modern appliances. Guests can further look forward to beautiful design finishes and décor, and five-star amenities.

DINING

Guests are free to enjoy meals in their apartments, or can choose to dine in style and with great convenience at the premium restaurants located on the building's ground floor.

SERVICES & FACILITIES

- Concierge service
- Room servicing daily
- Laundry and dry cleaning services, at an additional cost
- Daily newspaper on request
- Airport, city and restaurant transfers, at an additional cost
- Secure parking
- WiFi throughout the hotel
- Swimming pool with city views
- Sanctuary Spa at The Onyx
- Gym
- Environmentally friendly amenities





THE PENTHOUSE COLLECTION

ABOUT

Slick elegance is taken to a new level at The Penthouse Collection, located on the 22nd floor of Cape Town's tallest residential building, Triangle House, in the city's attractive central business district. Clean lines, bold art, stylish finishes and spacious, light-filled rooms complement the dazzling skyline that lies beyond, a seeming extension of the interior design.

These penthouses offer exquisite views of one of the world's finest destinations. The property's location within the Mother City allows for wondrous memories to be made, with attractions such as the V&A Waterfront, the Cape Town Stadium, Signal Hill and a range of restaurants, bars, coffee shops, museums and galleries nearby. It's a modern traveller's dream destination.

ACCOMMODATION

A city experience like no other awaits at each of the three, three-bedroom penthouses that make up this esteemed collection. The penthouses were expertly decorated by Francois du Plessis Interiors, successfully combining style and comfort. Top-end finishes such as Oggie sustainable engineered oak timber floors further enhance the luxurious atmosphere that is true to The Penthouse Collection.

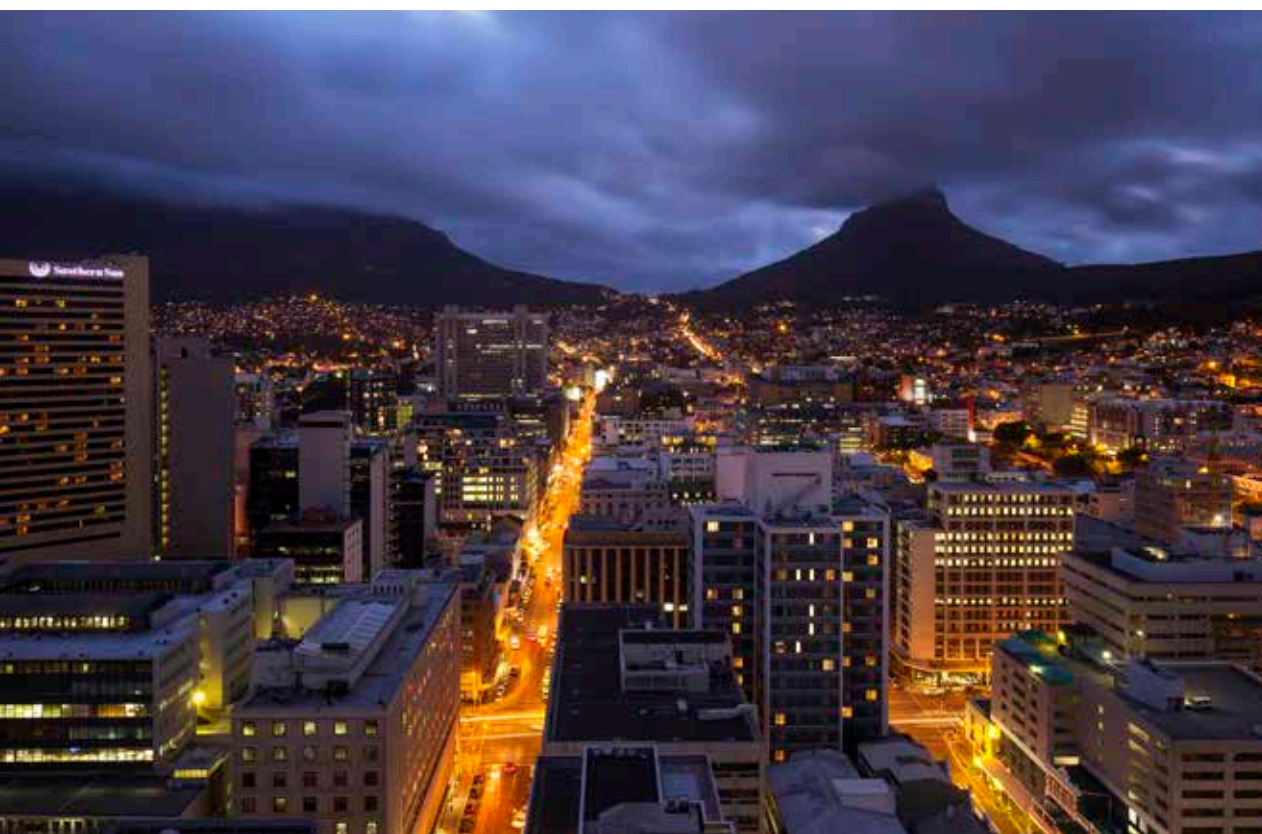
SERVICES & FACILITIES

- 24-hour room service available *
- Room servicing every alternate day
- Laundry and dry cleaning services, at an additional cost *
- Travel consultancy and information service *
- Airport, city and restaurant transfers *
- Two secure parking bays per penthouse
- Lock boxes in the parking area for easy parking garage remote control, lift key card and room key pickup
- Facilities for persons with limited mobility
- WiFi in each penthouse (High-speed fibre optic internet connectivity)
- Swimming pool *
(Access is via the hotel's main lifts only)
- Gym *
- Indoor and outdoor bar *
- Conferencing services *
- Environmentally friendly amenities

* These additional, optional services and facilities are available to guests of The Penthouse Collection. Any incurred costs, where applicable, must be settled directly.

DINING

Guests can dine in style, and with great convenience, at Triangle House or nearby at two of Newmark's esteemed restaurants, Dash or Ginja, located in the V&A Waterfront precinct. Guests are requested to settle the bill directly with the respective establishment.





STOCK EXCHANGE WOODSTOCK



ABOUT

The epitome of creativity, a vibrant atmosphere and state-of-the-art facilities merge at the Stock Exchange, an eclectic city hotel located in Cape Town's most up-and-coming region, Woodstock.

The hotel forms part of a mixed-use building, WEX1, which includes an entertainment deck, stylish residential units, retail outlets and restaurants. The striking development is conveniently located opposite The Woodstock Exchange and in proximity to the famous Old Biscuit Mill. These establishments all present trend-setting artistic expression in tangible form.

The Stock Exchange allows guests to connect with the region's beat, its exciting atmosphere and its people's colourful creations, from fashion-forward clothing to compelling cuisine and artisanal products. It also provides the ideal base from which the rest of Cape Town can be explored, given its central location and its proximity to city transport facilities, including a MyCiTi bus stop, bicycle lanes and a train station.

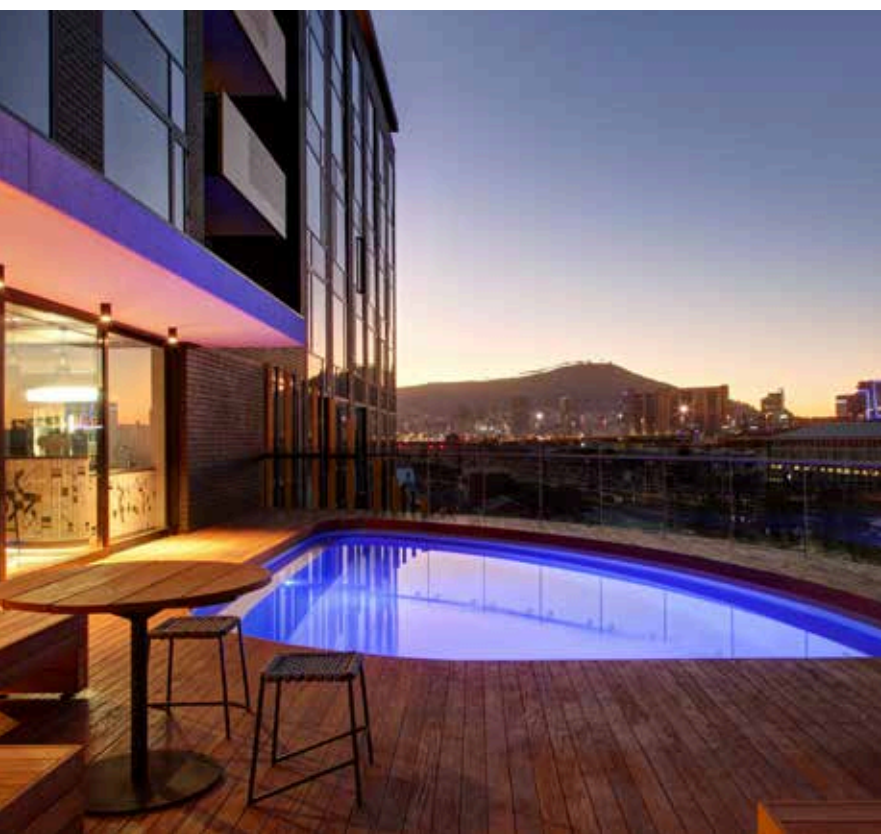
This trendy hotel aptly reflects the creativity and cultural richness that the Mother City houses.

ACCOMMODATION

The Stock Exchange comprises thirty-three apartment-style rooms, split into three bold, playful and captivating themes: Urban Jungle, Urban Art and Urban Pattern. Each room offers views of Cape Town's authentic city landscape which complement the property's creative essence. The Stock Exchange's unique interior design principle places much emphasis on the celebration of local talent and the formation of a genuine connection with the neighbourhood. Furniture and décor items in the Stock Exchange's rooms will be pinpointed on a "design map" of Woodstock, enabling guests to purchase similar goods and support the region's artisans.

SERVICES & FACILITIES

- Concierge service
- Room servicing daily
- Extra beds available, on request and at an additional cost
- Onsite launderette, as well as laundry and dry-cleaning services, at an additional cost
- Daily newspaper on request, at an additional cost
- Airport, city and restaurant transfers, at an additional cost
- Secure parking
- WiFi throughout the hotel
- Swimming pool
- Gym
- Environmentally friendly amenities





STAY
RESERVES



ABOUT

An African dream beckons, one that is defined by extraordinary scenery, an authentic atmosphere and warm hospitality. Guests arrive as visitors and leave as friends. This is Motswari Private Game Reserve, a family-owned and Newmark-operated luxury safari lodge. Here, majestic creatures, including the Big Five, offer incredible viewing opportunities as they bask in their natural habitat. Motswari means “to conserve and protect” in Tswana and that is what the reserve aims to do.

Motswari Private Game Reserve, located within the Timbavati and Umbabat Private Nature Reserve, stretches out over 150 square kilometres. It has been in existence for over four decades and its friendly staff members are intrinsic to its success. Great emphasis is placed on personal attention, ensuring that each guest instantly feels at home in this stunning setting. Artworks by owner, Marion Geiger-Orengo, additionally bring the lodge to life and add to its visual appeal.

ACCOMMODATION

A total of fifteen en-suite bungalows have been interspersed in nature and make up the Main Camp. This reserve remains exclusive as it never hosts more than thirty guests at any given point in time. Each unit has been decorated in a traditional manner that alludes to its surroundings and maintains a luxurious feel. Rangers accompany guests between buildings, offering peace of mind and a wealth of insight into the surroundings.

GIRAFFE'S NEST HIDE: OVERNIGHT EXPERIENCE

A short game-drive away from Main Camp, a private under-the-stars experience for two awaits. At this special location, overlooking the Xanatsi Dam, guests staying at Main Camp or Geiger's Camp have the opportunity to be treated to a luxury tree-house sleep out, at an additional cost.

DINING

Dining at Motswari Private Game Reserve is a unique African experience, with a hint of fine dining flair. Meals are taken either at a scenic location out on the trail with one of the highly-trained guides or in the lounge area and, depending on the season, evenings can be spent dining in the bush or inside the open-air boma, a traditional meeting-place. Meals are accompanied by an award-winning selection of Southern African wines. Visits to Motswari Main Camp and Geiger's Camp (as well as the Giraffe's Nest Hide) are inclusive of brunch, high tea (late lunch) and dinner. Bush breakfasts are specially arranged on occasion. A romantic dinner for two may also be experienced, when staying at Giraffe's Nest Hide.

GAME DRIVES

Outstanding game viewing opportunities are taken in from the vantage point of an open Land Rover on morning and evening game drives. These experiences are led by professional field guides and trackers who share valuable insight into the wild. A private vehicle and guide can be arranged for a minimum of four guests, at an extra cost per day. This is inclusive of two game drives per day.

SERVICES & FACILITIES

- Complimentary refreshment on arrival
- Room servicing daily
- Laundry service, at an additional cost
- Secure parking
- WiFi in public areas
- Swimming pool
- Mobile spa
- Boma
- Library and art gallery
- Curio shop





ABOUT

Privacy, elegance with a hint of rustic charm, and a great sense of tranquillity - this is what guests can look forward to at Geiger's Camp. An opulent African adventure is in store, in the Timbavati and Umbabat Private Nature Reserve. Perched on a ridge, this hideaway boasts panoramic views of the Nhlalalumi River and Big Five terrain.

Geiger's Camp was originally a traditional family house and thus maintains a homely atmosphere, beyond its luxuriousness. Walls are decorated with stunning artworks, painted by owner, Marion Geiger-Orengo, bringing the splendour of the outdoors inside.

ACCOMMODATION

An exclusive hideaway built from rock and stone, Geiger's Camp comprises four private rooms, each with its own private deck overlooking the bush. This camp is ideally suited to families or small groups of up to eight persons travelling together. Each room has been uniquely and tastefully styled by owner, Marion Geiger-Orengo along with Cape Town interior decorator, David Strauss, bringing together an eclectic mix of furniture and décor. The camp's main deck has a private oval infinity pool with uninterrupted views of the bush, but guests are also able to make use of the Main Camp's facilities, only two kilometres away.

GIRAFFE'S NEST HIDE: OVERNIGHT EXPERIENCE

A short game-drive away from Main Camp, a private under-the-stars experience for two awaits. At this special location, overlooking the Xanatsi Dam, guests staying at Main Camp or Geiger's Camp have the opportunity to be treated to a luxury tree-house sleep out, at an additional cost.

DINING

Dining at Motswari Private Game Reserve is a unique African experience, with a hint of fine dining flair. Meals are taken either at a scenic location out on the trail with one of the highly-trained guides or in the lounge area and, depending on the season, evenings can be spent dining in the bush or inside the open-air boma, a traditional meeting-place. Meals are accompanied by an award-winning selection of Southern African wines. Visits to Motswari Main Camp and Geiger's Camp (as well as the Giraffe's Nest Hide) are inclusive of brunch, high tea (late lunch) and dinner. Bush breakfasts are specially arranged on occasion. A romantic dinner for two may also be experienced, when staying at Giraffe's Nest Hide.

GAME DRIVES

Outstanding game viewing opportunities are taken in from the vantage point of an open Land Rover on morning and evening game drives. These experiences are led by professional field guides and trackers who share valuable insight into the wild. A private vehicle and guide can be arranged for a minimum of four guests, at an extra cost per day. This is inclusive of two game drives per day.

SERVICES & FACILITIES

- Complimentary refreshment on arrival
- Room servicing daily
- Laundry service, at an additional cost
- Exclusive team
- Secure parking
- WiFi in public areas
- Mobile spa
- Infinity pool
- Motswari library and art gallery
- Motswari curio shop





Nkomazi

— GAME RESERVE —



ABOUT

An untamed African experience awaits at Nkomazi Private Game Reserve, surrounded by towering mountains, broad river valleys and impressive grasslands. This piece of land, south-west of the Kruger National Park, stretches out over 15 000 hectares is home to a diverse ecosystem that supports both Highveld and Lowveld game species, as well as an abundance of birdlife. This makes for spectacular game viewing and a unique safari experience.

At the Komati Tented Lodge, true tranquillity is found. The lodge is characterised by the Komati River which continuously emits a gentle rumble. This reminder of one's proximity to nature complements the peaceful atmosphere that is felt throughout Nkomazi Private Game Reserve. Steeped in history, the reserve is home to some of the oldest rock formations on earth, embellished by ancient San rock art.

ACCOMMODATION

The Komati Tented Lodge is situated on the banks of the river, providing guests with a true African glamping experience. The camp comprises ten state-of-the-art tents, each furnished in an "Out of Africa" style with all the comforts of luxury accommodation. The tents blend into the natural landscape and are linked by walkways and paths through the bush.

DINING

A taste of Africa that exceeds expectations can be experienced at Nkomazi Private Game Reserve. Guests are invited to experience elevated bush dining with beautifully crafted meals, plated with a special touch. Meals are included in the rates and are enjoyed in the dining tent or in the boma, as the weather allows. Bush dinners can be pre-arranged for special occasions, upon request.

Guests meet at Majilis Lounge Tent to enjoy a warm beverage and high tea before game drives in the morning and afternoon, respectively. Pre-dinner drinks are also served here.

GAME DRIVES

Interactive morning and evening game drives in open game-viewing vehicles form part of the Nkomazi Private Game Reserve experience. These drives last up to three hours, and guests are served tea or coffee at sunrise and a sundowner at sunset. Viewing diverse flora, including the Barberton daisy and the Protea, also forms part of these journeys.

SERVICES & FACILITIES

- Complimentary refreshment on arrival
- Concierge service
- Room servicing daily
- Laundry service, at an additional cost
- Secure parking
- Swimming pool
- Riverside Retreat Spa
- WiFi in public areas
- Gift boutique
- Weddings and events
- Environmentally friendly amenities





ABOUT

The absolute premier game experience, Serengeti Sojourn Camp offers guests the once-in-a-lifetime opportunity to merge with nature and witness wildlife up close, in a setting quite unlike any other, raw Africa; Serengeti National Park. Uniquely, the elite tented camp moves twice a year within the national park to ensure the best possible sightings of this phenomenon. From mid-December to the end of March, the camp is located in the Ndutu region, on a hilltop site – the perfect location from which to witness the migration and the wonders of the calving season. From the start of June to the end of October, the camp is located in the Lobo area, in proximity to both the Grumeti and Mara Rivers, with convenient access to the Lobo Airstrip. It offers an equally sensational experience of the migration and the surrounding environment. The particular region in which the camp is located is highly exclusive, with few other camps in the area, offering raw and uninterrupted nature viewing. The Serengeti Sojourn Camp is not operational during the months of April, May and November, as well as early December.

ACCOMMODATION

The Serengeti Sojourn Camp – a completely solar powered setup – comprises twelve tents in total, each decorated exceptionally with both luxury and comfort in mind. The tents are spacious, well-appointed and allow for the sounds of nature to permeate even the indoor space. Only one entrance to each tent exists, meaning that all services, except housekeeping and the nightly turndown routine, take place within the peripheral areas of the tent. This provides guests with a wonderful level of privacy. The accommodation and service – offered by four dedicated “tent valets” who take care of guests’ comfort and safety – live up to outstanding standards and take “glamping” to the next level.

DINING

Perfectly complementing the overall Serengeti experience, dining is likewise a special occasion at these camps – glorious cuisine in a dream setting. A lovely dining tent sets the location where personalised meals are served. Occasional bush meals are served near to the camp, and camp-fires are lit when conditions allow, adding a vibrant atmosphere. Private dining can also be arranged on request. With advance notice, special dietary and drink requirements can be catered to, and children may be provided with tailored meals. As visits to Serengeti Sojourn Camp are offered on a partial all-inclusive basis, all meals, soft drinks, domestic beer and house wines are included in the price. Spirits, premium wine, champagne and other drinks are available at an additional cost.

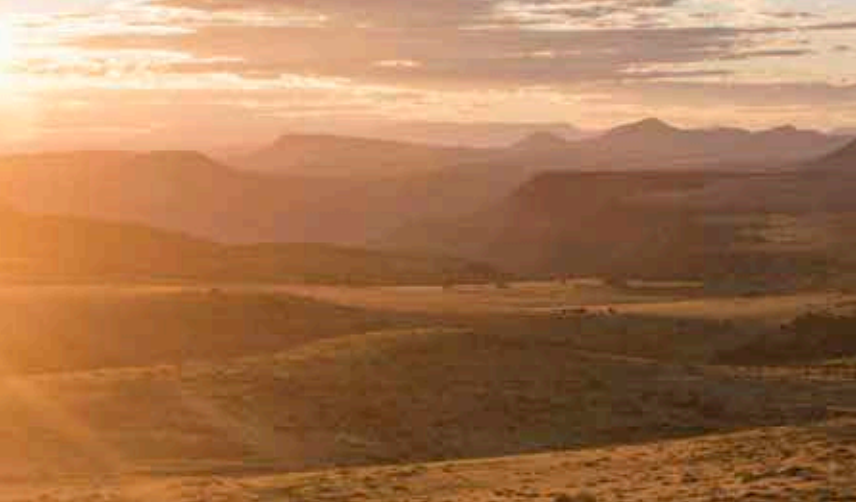
EXPLORER PACKAGES

Stays at the camp can be booked on a Drive-in Package, whereby travellers arrive and depart with their own safari vehicle, pre-booked with their safari operator. Alternatively, they can be booked on a Game Package, whereby shared 4x4 safari vehicle transfers and game drives are provided by the camp.

SERVICES & FACILITIES

- Cooled towels and complimentary refreshment on arrival
- Daily turndown service
- Laundry service, at an additional cost
- Shoe cleaning service
- Valets who look after guests’ tents
- Separate, communal lounge tent with library, board games, comfortable sofas made from reclaimed wood and a fully stocked bar
- Power points in the central lounge
- Solar power throughout
- Hot air balloon safaris, at an additional cost
- Rafiki Explorer Club for children
- Environmentally friendly amenities





ABOUT

Framed by the Sneeuberg Mountain Range, Mount Camdeboo stretches out over 14 000 hectares of beautiful, private land where impressive vistas form unparalleled backdrops for game viewing. Here, a diverse range of topography and dramatic landscapes, from lush valleys to sweeping plateaus can be absorbed.

Over the years, much love and dedication has been poured into the development of this property from agricultural farm land into a pristine game reserve in line with Mount Camdeboo's vision to conserve the land and provide a natural habitat where wildlife, including endangered species, are able to roam freely.

Guests are able to enjoy memorable experiences such as scenic game drives, cheetah tracking and stargazing. The reserve further affords guests easy access to a range of attractions as it is set in proximity to the historical town of Graaff-Reinet, Nieu Bethesda and the breathtaking Valley of Desolation.

ACCOMMODATION

Mount Camdeboo offers a variety of accommodation, from spacious manor houses to a luxurious safari villa, a romantic private cottage and luxury canvas tents. Every room has been furnished with sumptuous textures and materials, creating an elegant yet relaxed atmosphere that allows you to feel at home.

DINING

The Karoo has a rich heritage when it comes to flavour-rich, traditional cooking. The talented chefs at Mount Camdeboo have been inspired by recipes that date back to a bygone era. Recipes have been reinvented with a light contemporary cuisine touch. These wholesome meals are seasoned with herbs grown on the reserve - their roots deep in ancient soils - while the balance of delicious ingredients is brought in fresh from neighbouring farms and suppliers.

Just like the menu, the evening dining venues are varied. One night, guests may be dining under the twinkling Karoo stars (an essential part of the African experience), complete with full course silverware and a dedicated chef cooking right before their eyes. Another night may present guests with a dining experience in a secluded courtyard or alongside a roaring dining room fire. It's a little touch of surprise and a highly enjoyable way in which to absorb the splendour and diversity that Mount Camdeboo has to offer.

GAME DRIVES

A stay at Mount Camdeboo includes two game drives per day (averaging about three hours each) at optimal wildlife viewing times, namely: pre-dawn and sunset. The vehicles used on the reserve are purpose-built, nine-seater game viewing Land Rovers. They are SABS safety approved and are equipped with seatbelts, a shade canopy and drink holders. Given that the Camdeboo Manors are nestled in a valley, the game drives typically start with a breathtaking climb up the mountain slopes and onto the plateau above where the animals graze and where the world unfolds at guests' feet.

SERVICES & FACILITIES

- Concierge service
- Luggage storage
- Room servicing daily
- Laundry service, at an additional cost
- Ironing service
- Secure parking
- WiFi in public areas
- Swimming pool
- Mobile spa
- Boma
- Curio shop
- Library
- Weddings and events
- Meeting/banquet facilities





STAY
LODGES



ABOUT

Expansive ocean views and balmy sunsets invite guests to lose themselves in complete tranquillity. Located on the very edge of the Unguja Island where the Indian Ocean reaches the shore, Chuini Zanzibar Beach Lodge is the most voguish property to grace Zanzibar's west coast and is the embodiment of a utopian beach escape. The lodge is set on the west coast of Zanzibar, twelve kilometres north of Stone Town, and its bungalows are spread out over a 1.5-hectare area, allowing for excellent privacy. Palm trees embellish the grounds and magnificent, panoramic sea views can be soaked in from each unit – a taste of perfection.

ACCOMMODATION

Chuini Zanzibar Beach Lodge comprises twelve bungalows and one villa. Each of these “open-to-nature” thatched units displays crisp white walls and linen, contemporary beach-style décor and natural wooden elements which, collectively, evoke a sense of calm.

DINING

Dining in Zanzibar is a superb experience, made memorable not only by the beautiful surroundings but also by the exotic spices and unique flavours that are true to this region's dishes. Chuini Zanzibar Beach Lodge offers both half-board and full-board arrangements, and while guests' privacy is of highest priority, a full catering service is brought right to the doorsteps of the bungalows and the villa.

SERVICES & FACILITIES

- Complimentary refreshment on arrival
- Concierge service
- Room servicing daily
- Room service from 07H30 to 22H00
- Laundry service, at an additional cost
- Travel consultancy and information service
- Airport transfers available at an additional cost
- Taxis or public transport, charged separately, can be arranged at the front desk
- WiFi throughout the lodge
- Secluded beach
- Swimming pools
- Chuini Spa
- Sultan's Lounge where the stars and constellations of the southern and northern hemisphere can be observed
- Spice High Teas, at an additional cost
- Boat trips
- Weddings and events
- Environmentally friendly amenities



NEWMARK'S EXPANDING PORTFOLIO



Coming soon - Newmark will be expanding its footprint to include additional accommodation offerings in the following locations:

LIVINGSTONE, ZAMBIA

Breathtaking sunsets, splendid game viewing and proximity to the Victoria falls. These are just a few of the pleasures that guests will be able to enjoy when staying at Newmark's intimate and highly luxurious 10-bedroom lodge, opening soon along the Zambezi River, on Kakunika Island.



GAUTENG, SOUTH AFRICA

Growing its footprint in the bustling Gauteng province, Newmark will soon include a newly built 50-room luxury boutique hotel in Pretoria to its portfolio of properties. This hotel is located next to The Pretoria Country Club in Waterkloof, an esteemed and well-situated suburb that is home to a number of embassies.

SERENGETI, TANZANIA

Situated in Ngorongoro in Tanzania's Serengeti region, Newmark's semi-permanent luxury tented camp comprises of 20 spacious tents, each decorated with both luxury and comfort in mind, opening soon.



SERENGETI, TANZANIA

Continuing to grow its footprint in the Serengeti region, Newmark will soon include an elite semi-permanent tented camp consisting of 20 luxury tents located in the Western Corridor, Tanzania.



ZANZIBAR, TANZANIA

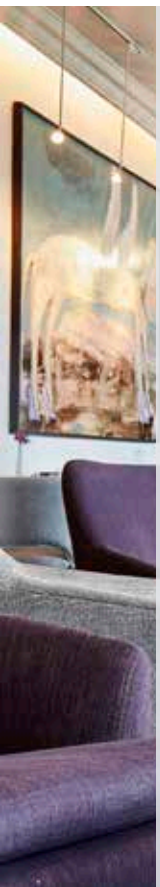
A stone's throw away from Mnemba Island, the Newmark portfolio will soon include a 50-room ultra-luxury hotel in Zanzibar, Tanzania. Located on a sprawling beach with soft golden sand and expansive ocean views, this hotel is set to provide guests with a taste of paradise.



DINE



dash
restaurant & bar



ABOUT

Dash, although it caters for Queen Victoria Hotel guests, is a stand-alone establishment that welcomes patrons from near and far.

Extraordinary artworks embellish the walls in a bold fashion. Further, a live pianist sets the tone during dinner service from Tuesday to Saturday, a delightful accompaniment to the exquisite fine dining offered at this restaurant.

The menu is concise and changes every few weeks. The chef and his team place much focus on each ingredient's unique flavour and combine them creatively to delight the palate.

The bar offers an extensive selection of single-malt whiskies and wines, and is a tasteful meeting spot.





GINJA

V&A WATERFRONT

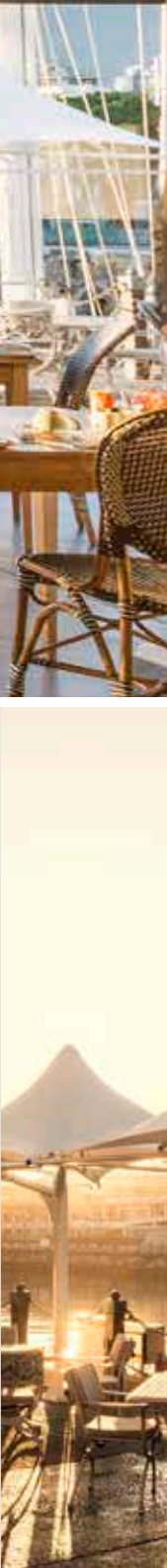


ABOUT

Ginja caters to guests of the Victoria & Alfred Hotel as well as other patrons. A stone's throw from the water's edge in the heart of the V&A Waterfront, the restaurant exudes a wonderful atmosphere, enhanced by its contemporary interior and superb views of Table Mountain.

The menu comprises a wide selection of dishes, inspired by various cuisine styles, to satisfy all palates, a true reflection of the chef's talent. The spectacular setting encourages guests to savour the moment to the fullest, whether they are enjoying a cup of coffee and cake with colleagues, a meal with family, or a sundowner with friends.

Native Espresso Bar, within the restaurant, further offers a sensational coffee fix and on-the-go baguettes for breakfast or lunch.





OCEAN BREEZE RESTAURANT

Located at Chuini Zanzibar Beach Lodge, Ocean Breeze Restaurant offers the epitome of island-style dining. This restaurant is perched above the Indian Ocean's turquoise waters and offers breathtaking views of the surroundings and the expansive horizon. Fresh ingredients and traditional flavours are expertly combined to create a tropical menu which suits the setting perfectly. Guests can look forward to a variety of enticing set menus.

BLUE BAY GRILL RESTAURANT & PIZZERIA

Blue Bay Grill Restaurant & Pizzeria – located at the stunning Chuini Zanzibar Beach Lodge – serves a selection of fresh seafood dishes, including the catch of the day and delectable seafood platters, which have been prepared on the grill. True to its name, this restaurant also serves Italian-inspired meals, including crispy pizzas which are made from scratch and served straight from a wood-fired oven. The flavours are incredible and the atmosphere is dreamy. Guests can enjoy sinking their toes into beach sand, while enjoying exquisite island views and hearty meals.



De
CAMDEBOO
restaurant



ABOUT

Located on Drostdy Hotel's premises, De Camdeboo's setting alludes to the romantic 1800s. An attractive dining area sets the tone and exceptional cuisine follows. De Camdeboo's hearty dishes are not only pleasing to the palate, but are also beautifully presented.

Patrons can look forward to traditional meals such as local venison, ostrich and Karoo lamb, among other superb offerings on the restaurant's à la carte menu. Dishes are typically infused with fynbos, rosemary and thyme, found in abundance on the surrounding plains and are therefore a true reflection of the region. To complement meals, De Camdeboo offers a wonderful selection of Cape wines.



MRKT

CAPE TOWN

ABOUT

MRKT, pronounced “market”, is a brand-new addition to Cape Town’s Foreshore, open to guests and residents of The Onyx, and the public. Located on The Onyx’s ground floor, this establishment is all about authenticity, variety and convenience paired with the utmost level of quality. MRKT lives up to its name as it places a great deal of emphasis on using locally-sourced products and offering patrons a robust variety of fresh produce, artisanal foods and beverages, and uncomplicated meals that comprise ingredients in their most authentic form.

The restaurant serves a selection of wholesome breakfast and lunch items, harvest-inspired buffet offerings and simple but flavourful on-the-go meals. MRKT is also home to a barista station where brewed coffees are skillfully prepared. In addition, handcrafted breads and pastries are created in an open-plan bakery, emitting comforting aromas throughout the establishment. This multifaceted space also includes a deli where outstanding products and ingredients can be purchased to cook with in one’s own kitchen.

The 110-seater establishment also includes a number of areas where patrons can sit for extended periods, working, collaborating or hosting informal business meetings while enjoying coffees, a bite to eat and the city views that are displayed through MRKT’s large windows. MRKT’s interior aesthetics, which were inspired by “the lazy Sundays of yesteryear”, were tastefully crafted by Master Studio.





COLDSTREAM
RESTAURANT
GRAAFF X REINET

ABOUT

Coldstream Restaurant, an extension of the Drostdy Hotel's dining offering, is an inviting establishment that serves a selection of pizzas, pastas and other tasty meals, as well as ice-cold draught beers and the best of the Western Cape's wines.

This family-friendly, 80-seater restaurant is nestled in a convenient location in Graaff-Reinet, within walking distance from Drostdy Hotel. Lunches and dinners are served. A selection of cakes is served from 10H30 onwards on Sundays.





YU



ABOUT

YU has brought a contemporary take on Asian dining to the Foreshore in Cape Town. Located at The Onyx, YU beckons guests and residents of the building, as well as the public, to experience its artistic setting and appealing dining offerings, including Asian tapas, sushi, dim sum and other meals.

The name YU, which stems from the Japanese language, alludes to excellence, braveness and superiority as well as leisure and gentleness - a poetic description of all that this dining establishment embodies. In essence, YU guests can look forward to beautiful cuisine that brings the best of tradition and modernity together. The 100-seater establishment also includes a stylish bar and lounge where a variety of beverages and interesting cocktails will be served.





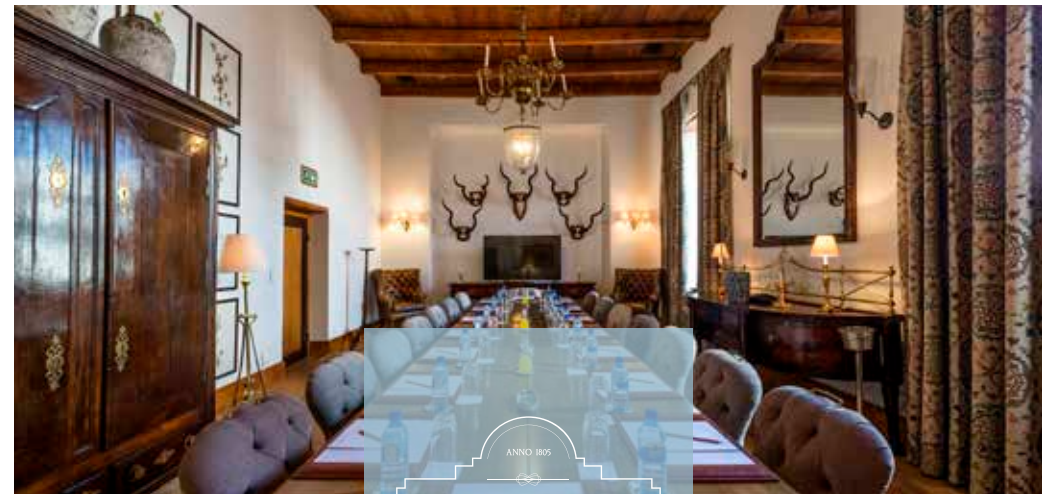
MEET

MEETINGS & CONFERENCES



The same warmth, hospitality and attention to detail that the Victoria & Alfred Hotel is known for can be expected at The Forum Conferencing & Banqueting Centre.

Located adjacent to the Victoria & Alfred Hotel, The Forum is a sophisticated multi-purpose events centre that allows businesspeople, event hosts or bridal couples and their guests to enjoy convenience, a cosmopolitan atmosphere and stylish facilities for a memorable occasion.



The Drostdy Hotel's leading standards and services are practised with equal excellence at its conferencing and banqueting facilities.

Businesspeople, event hosts and bridal couples are therefore granted peace of mind as they look forward to an unforgettable occasion in one of the country's most charismatic towns. Graaff-Reinet promises a welcoming atmosphere, enhanced by its historic richness and surrounding natural beauty.



A stylish venue and accommodation, with personalised butler-style service in a world-class setting is what can be expected at Dock House Boutique Hotel.

Dock House Boutique Hotel provides the platform for extremely exclusive weddings that are bound to make a statement. The venue only hosts six weddings per year, at a maximum of one wedding per month, depending on availability. Hosts planning the celebration of a birthday, anniversary or any other special occasion can similarly look forward to a sophisticated offering, complete with excellent attention to detail, outstanding service and all that is required to set an event apart.



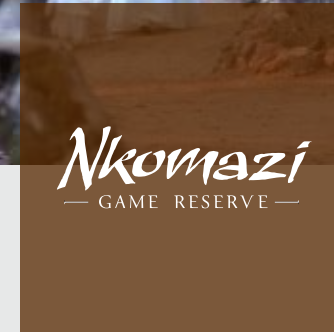
Surrounded by Cape Town's world-famous harbour, Table Mountain and a bustling city district, The Forum offers bridal couples a unique setting in which to bring an elegant wedding to life.

It is situated in proximity to Newmark's Waterfront properties, offering guests a variety of convenient accommodation options. The location provides ample photograph opportunities, and the liveliness of the V&A Waterfront adds an unparalleled atmosphere to special occasions. Similarly, event hosts can look forward to an unmatched venue where a variety of events can be held. The facilities are spacious, modern and sophisticated. These characteristics, together with outstanding service levels offer event hosts assurance that their function – be it a birthday or anniversary celebration, a cocktail event, networking gathering or similar – will be a success.



Magical moments await in the heart of the Karoo. Drostdy Hotel hosts weddings in this spectacular region of the country on the basis that all hotel rooms are booked specifically for the occasion.

The property boasts an array of characteristics, from lush gardens and pools to beautifully decorated rooms featuring antiques, which present exquisite photograph opportunities. This setting is an equally fitting choice for events such as birthday or anniversary celebrations, cocktail functions, networking gatherings or product launches, to name a few. Events are tailored to organisers' requirements, allowing them the flexibility to bring in required items and to rely on the hotel for assistance with the necessary arrangements. Fully inclusive packages for weddings or events are supplied upon request.



Nkomazi Private Game Reserve hosts weddings when the camp is booked in its entirety for a minimum of two nights. Bridal couples can enjoy starting a new chapter and making memories in an incredible setting.

They will be warmly welcomed by staff members who perform a traditional wedding song and ignite a greater sense of the authenticity of Africa. Exceptional cuisine and all that makes an occasion truly unforgettable can further be expected. Event hosts can similarly anticipate a memorable occasion set apart by its proximity to nature, the luxuriousness of the reserve and the team's standard of excellence.



Balmy weather, blue skies, bluer waters stretching towards the horizon, palm trees and the luxuries provided by Chuini Zanzibar Beach Lodge paint a perfect wedding day picture.

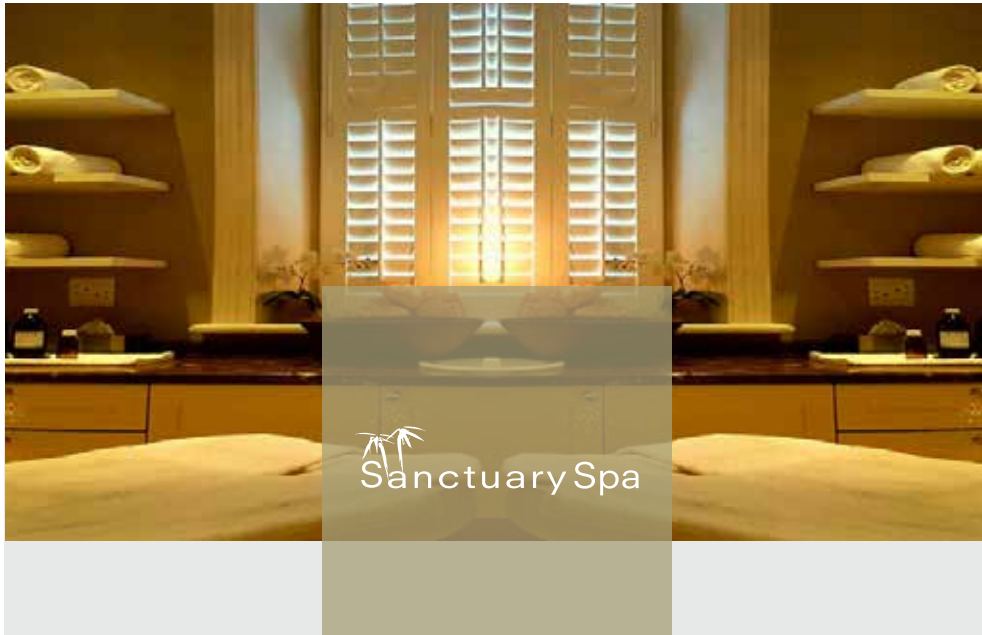
Bridal couples can look forward to their dreams becoming a reality at this top-class lodge. They will remain in capable hands as the Chuini team offers a variety of services and gladly ensures that all formalities are taken care of. Ceremonies and receptions can be arranged on the beach, upon request.

Chuini Zanzibar Beach Lodge is further the ideal honeymoon location. It is recommended that honeymooners request the Kilwa Superior Bungalow, subject to availability. Guests may request a butler service when booking this bungalow.

This location is an equally exceptional choice for the celebration of birthdays, anniversaries and other special milestones. Its supreme setting and Chuini Zanzibar Beach Lodge's personalised service guarantee an event of note.



WELLNESS



REJUVENATE BODY AND MIND

Mirroring earth's natural harmony, the essence of Sanctuary Spa lies in purity and balance. Having drawn inspiration from the fynbos found on the slopes of Table Mountain, the team developed Moya. This is the first body care range to harness a wealth of indigenous botanicals and combine it with an exclusive treatment menu, perfectly complementing this prestigious spa.

Founded with quality and passion, the company has established a reputation for excellence in this specialised industry. It consistently delivers a high standard, enjoys a reputable brand and a large following. Newmark is delighted to have Sanctuary Spa operate on the doorstep of the luxurious Queen Victoria Hotel, Manor House, Victoria & Alfred Hotel and Dock House Boutique Hotel, and to have Sanctuary Signature Spa operate at The Onyx.



A PURE HEALING HAVEN

With great knowledge of the benefits that natural ingredients contain, including healing and anti-ageing properties, the Africology team places much emphasis on integrating these constituents into their products and treatments.

Uniquely, guests are able to select the raw plant ingredients that they wish to be used in their treatments from the Drostdy Hotel garden, ensuring an uplifting, organic experience. Honey is collected from a nearby farmer and is also introduced into certain treatments. In essence, guests can anticipate fresh, soothing remedies and a lingering moment in time, defined by relaxation and refreshment.



ENSURE A MEMORABLE OCCASION

While Chuini Lodge's location inspires relaxation in and of itself, Chuini Spa encourages rejuvenation of the body and mind through its specialised treatments, enhancing the sense of wellbeing. True to the spa's setting, therapists make use of African-derived Healing Earth products which comprise natural therapeutic properties.

Guests and visitors can look forward to a range of massages and treatments which focus on restoring health, beauty and vitality. Special pamper and hair packages specifically geared towards brides are also available. Inspired by nature, the spa ensures a holistic and nurturing experience.



Tel: +27 21 427 5900
Email: info@newmarkhotels.com
Reservations: reservations@newmarkhotels.com

2nd Floor Merchant House
19 Dock Road
V&A Waterfront
Cape Town
8001

P.O. Box 50553
V&A Waterfront
8002



www.newmarkhotels.com