



## MERGER NOTICE NO 1: 2020

### **THE PROPOSED ACQUISITION OF THE 66% ISSUED SHARES OF SOREN LINDSTROM SAFARIS (PTY) LTD BY NATURAL SELECTION SAFARIS (PTY) LTD AND DUNEBUG SAFARIS (PTY) LTD.**

Pursuant to section 45(1) of the Competition Act, the Competition and Consumer Authority ("the Authority") has received a merger notification for the proposed acquisition of the 66% issued shares of Soren Lindstrom Safaris (Pty) Ltd ("**Soren Lindstrom**") by Natural Selection Safaris (Pty) Ltd ("**NSS**") and Dunebug Safaris (Pty) Ltd ("**Dunebug**").

The acquiring enterprise, NSS is a private company duly incorporated in accordance with the Laws of the Republic of Botswana. NSS is directly or indirectly controlled by Natural Selection Safaris International Limited, a company incorporated in Mauritius. NSS is principally an investment holding company which invests into safari lodge operating companies. In addition to investment holdings, NSS provides the following products and services: marketing and selling luxury safari experiences at camps within the Natural Selection Portfolio and primarily within the business to business segment; and also provides administrative support services in the form of bookkeeping and other administrative functions to entities in which it holds investment interests. The Directors of NSS are: Alexander Kelly; Matthew Johnson (South African nationals); Hennie Rawlinson (Motswana); Jose Valencia Cortes (Philipino); and Jennifer Lalley (American).

Dunebug, also an acquiring entity, is a private company duly incorporated in accordance with the Laws of the Republic of Botswana. Dunebug is a newly established company incorporated with the sole purpose of investing in the target enterprise and, as such, engages in no other business activities. Therefore, Dunebug does not directly or indirectly control any other firm in Botswana. The directors of Dunebug are: Kevin Lang; Tessa Shannon Lang; Rachel Lang (all South Africans); and Jeffery Bookbinder (Canadian).

The primary target enterprise Soren Lindstrom, is a company incorporated in accordance with the Laws of the Republic of Botswana. Soren Lindstrom operates within the consumer services sector providing, through its wholly owned subsidiary, Hana-ven (Pty) Limited, accommodation and ancillary services such as game drives, mekoro excursions and other activities in Ngamiland. The target enterprise owns and operates the following photographic safari camps: **Tuludi Tented Camp** - a 14 bed tented camp;

**Sable Alley Tented Camp** - a 24 bed tented camp; **Jackal & Hide Tented Camp** - a 16 bed tented camp; **Hyena Pan Tented Camp** - a 16 bed tented camp; and **Elephant Pools Tented Camp** - a 12 bed tented camp. The aforementioned camps are all situated in the NG18 Concession in the Okavango Delta. The Directors of Soren Lindstrom are: Gregory Butler; Bruce Fly; Michel Yeats; James Ramsay; Matthew Johnson (South African nationals); and Kelly Butler (British).

According to section 50(3), of the Competition Act, “any person, including a third party not a party to the proposed merger, may voluntarily submit to the inspector or the Authority any document, affidavit, statement or other relevant information in respect of a proposed merger”. The Competition and Consumer Authority therefore seeks any stakeholder views for or against the proposed merger, which may be sent within 10 days from date of this publication to the following address:

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