

GEOGRAPHICAL FOOTPRINT



LOCATION

South Africa 87% 93%

- NORTHERN CAPE
Kimberley

WESTERN CAPE
Cape Town
Caledon
Hermanus
Mossel Bay
Beaufort West

EASTERN CAPE
East London
Mthatha
Port Elizabeth
- FREE STATE
Bloemfontein

NORTH WEST
Rustenburg

GAUTENG
Johannesburg
Pretoria
Vereeniging
Magaliesburg

LIMPOPO
Polokwane
- MPUMALANGA
Mbombela
eMalahleni
Hazyview

KWAZULU-NATAL
Durban
Pietermaritzburg
Newcastle
Winterton
Umhlanga
Richards Bay
Ulundi



UNITED KINGDOM⁽¹⁾

TSOGO SUN HOTELS OPERATED

99 HOTELS 16 198 ROOMS

THIRD-PARTY OPERATED

12 HOTELS 2 636 ROOMS

NIGERIA

UAE

SEYCHELLES

TANZANIA

ZAMBIA

MOZAMBIQUE

SOUTH AFRICA

Limpopo

North West

Gauteng

Mpumalanga

Free State

KwaZulu-Natal

Northern Cape

Western Cape

Eastern Cape



LOCATION

International markets

GROUP REVENUE CONTRIBUTION⁽²⁾ 13% GROUP EBITDAR CONTRIBUTION⁽²⁾ 7%

UNITED KINGDOM⁽¹⁾

NIGERIA
Lagos

ZAMBIA
Lusaka
Kitwe

MOZAMBIQUE
Maputo
Tete

TANZANIA
Dar es Salaam

SEYCHELLES
Mahé
Praslin

UNITED ARAB EMIRATES
Abu Dhabi



LUXURY BRANDS



INTERNAL BRANDS



EXTERNAL BRANDS



FULL SERVICE BRANDS



ECONOMY BRANDS



26 COASTAL HOTELS 33 INLAND HOTELS 29 OTHER HOTELS

PORTFOLIO SEGMENTATION

As at 31 March 2020

	Owned/leased		Managed		Total		Group revenue contribution ⁽²⁾ %	Group Ebitdar contribution ⁽²⁾ %
	Hotels	Rooms	Hotels	Rooms	Hotels	Rooms		
TSOGO SUN OPERATED Manco ⁽¹⁾	–	–	–	–	–	–	2	11
Coastal	19	5 193	7	659	26	5 852	42	34
● Luxury	1	89	–	–	1	89	2	1
● Full service	15	4 500	7	659	22	5 159	37	26
● Economy	3	604	–	–	3	604	3	7
Inland	21	4 415	12	1 426	33	5 841	30	19
● Luxury	3	632	2	384	5	1 016	5	2
● Full service	15	3 387	7	669	22	4 056	24	17
● Economy	3	396	3	373	6	769	1	–
Other	24	1 879	5	889	29	2 768	6	5
● Full service	2	138	5	889	7	1 027	2	1
● Economy	22	1 741	–	–	22	1 741	4	4
South Africa Offshore	64	11 487	24	2 974	88	14 461	80	70
	7	991	4	746	11	1 737	13	7
Total 2020	71	12 478	28	3 720	99	16 198	93	77
Total 2019	69	11 648	32	4 563	101	16 211	92	77
THIRD-PARTY OPERATED Hospitality owned ⁽³⁾	12	2 636	–	–	12	2 636		
Total 2020	12	2 636	–	–	12	2 636	7	23
Total 2019	12	2 636	–	–	12	2 636	8	23

⁽¹⁾ Tsogo Sun Hotels owns a minority interest in both IHPL and RBH and accordingly hotels owned and managed by these entities have been excluded from the footprint.

⁽²⁾ As per the group segmental analysis.

⁽¹⁾ Includes revenue generated by Manco and the elimination of internal management fees.

⁽²⁾ As per the group segmental analysis.

⁽³⁾ The chief operating decision maker ("CODM") reviews rental income net of rates and taxes expensed by the lessor for segmental reporting purposes.