



# Ponta do Ouro PARTIAL MARINE RESERVE



Matt Prophet

## Tourism Development Strategy





# Ponta do Ouro Partial Marine Reserve Tourism Development Strategy

First Edition

Compiled for:

**The Republic of Mozambique, Ministry of Tourism**

National Directorate of Conservation Areas



Facilitated by:

**Peace Parks Foundation**



*Copies of this Report can be obtained from:*

**Ministry of Tourism, National Directorate of Conservation Areas (DNAC)**

Av. 10 de Novembro, n° 40, Praceta n° 1196, MAPUTO, Telephone: +258 21 303650, Fax: +258 21 306212

**Manager: Ponta do Ouro Partial Marine Reserve**

Cell: +258-82-727-6434

E-mail: [rmppo2009@gmail.com](mailto:rmppo2009@gmail.com)

**Citation**

DNAC. 2012. Ponta do Ouro Partial Marine Reserve Tourism Development Strategy, First Edition. iii+39 pp

## DOCUMENT VERSION CONTROL

Version	Revision Number	Date	Prepared	Reviewed	Approved
Draft	1.0	30/03/2012	PPMR Marine Manager Peace Parks Foundation (PPF)	PPMR Manager	
	1.1	17/04/2012	PPF	PPMR Manager	
	1.2	25/04/2012	PPF	PPMR Manager	
	1.3	07/05/2012	PPF		

# TABLE OF CONTENTS

TABLE OF CONTENTS .....	i
LIST OF FIGURES .....	ii
LIST OF MAPS .....	ii
LIST OF TABLES .....	ii
ABBREVIATIONS/ACRONYMS .....	iii
<b>CHAPTER 1. INTRODUCTION AND BACKGROUND.....</b>	<b>1</b>
1.1    PURPOSE.....	1
1.2    STRUCTURE OF DOCUMENT .....	1
1.3    REGIONAL SETTING .....	2
1.4    OPERATING ENVIRONMENT AND CURRENT UTILISATION .....	2
<b>CHAPTER 2. STRATEGIC GUIDELINES.....</b>	<b>10</b>
2.1    MANDATE .....	10
2.2    TOURISM DEVELOPMENT OBJECTIVES.....	10
2.3    TOURISM DEVELOPMENT PRINCIPLES.....	10
2.4    TOURISM DEVELOPMENT STRATEGY.....	10
<b>CHAPTER 3. TOURISM DEVELOPMENT PLAN.....</b>	<b>11</b>
3.1    ACCESS .....	11
3.2    ACTIVITIES.....	11
3.2.1 <i>General Public Activities</i> .....	11
3.2.2 <i>Commercial Opportunities</i> .....	11
Turtle Trail.....	13
Maputaland Beach Trail.....	13
Inhaca Island Adventure Trail.....	16
Maputaland Marine Seafari.....	18
Coastal Kayaking Experience.....	20
<b>CHAPTER 4. MANAGEMENT AND ADMINISTRATION OF ACTIVITIES.....</b>	<b>24</b>
4.1    INSTITUTIONAL ARRANGEMENTS .....	24
4.2    PROCUREMENT APPROACHES .....	25
4.2.1 <i>Regularisations</i> .....	25
4.2.2 <i>Tenders</i> .....	25
4.2.3 <i>RFPs</i> .....	25
4.2.4 <i>Event Licences</i> .....	25
<b>CHAPTER 5. FINANCIAL PROJECTIONS AND CONSIDERATIONS.....</b>	<b>26</b>
<b>APPENDICES.....</b>	<b>31</b>
APPENDIX 1: LAUNCH AND MOORING SITES AND AREAS.....	31
APPENDIX 2: ACCOMMODATION FACILITIES THAT ADVERTISE BEACH AND SEA-BASED ACTIVITIES.....	38

## LIST OF FIGURES

Figure 1: Turtle Trail (Ponta Membene).....	14
Figure 2: Maputaland Beach Trail.....	15
Figure 3: Inhaca Island Adventure Trail.....	17
Figure 4: Maputaland Marine Seafari .....	19
Figure 5: TFCA Product – Kayaking Trail .....	21
Figure 6: Institutional Arrangements .....	24
Figure 7: Ponta do Ouro Launch Site.....	31
Figure 8: Ponta Malongane Launch Site .....	31
Figure 9: Ponta Maderjanine Launch Site .....	32
Figure 10: Ponta Mamoli Launch Site .....	32
Figure 11: Ponta Techobanine Launch Site .....	33
Figure 12: Ponta Dobela Launch Site .....	33
Figure 13: Ponta Milibangalala Launch Site .....	34
Figure 14: Ponta Chemucane Launch Site.....	34
Figure 15: Ponta Mucombo Launch Site .....	35
Figure 16: Ponta Abril Launch Site.....	35
Figure 17: Santa Maria Launch Site.....	36
Figure 18: Bay Area Cabo Santa Maria Mooring Area.....	36
Figure 19: Pestana Hotel Mooring Site .....	37

## LIST OF MAPS

Map 1: Location.....	4
Map 2: Zonation Map – PPMR.....	5
Map 3: Zonation Map – Inhaca .....	6
Map 4: Current Environmental Character .....	7
Map 5: Boat Launch and Mooring Sites .....	12

## LIST OF TABLES

Table 1: Summary of Current Operations / Events.....	8
Table 2: Summary of Allowable Operations .....	22
Table 3: Income Projections.....	27
Table 4: Facilities that Advertise Beach and Sea-based Activities .....	38

## ABBREVIATIONS/ACRONYMS

DNAC	National Directorate of Conservation Areas
INAMAR	National Maritime Institute
LTFCA	Lubombo Transfrontier Conservation Area
MICOA	Ministry of Coordination and Environmental Affairs
MITUR	Ministry of Tourism
MOU	Memorandum of Understanding
MPA	Marine Protected Area
MSR	Maputo Special Reserve
NGO	Non-governmental Organisation
PAMT	Protected Area Management Team
PPF	Peace Partial Marine Reserves Foundation
PPMR	Ponta do Ouro Partial Marine Reserve
RFP	Request for Proposals
TFCA	Transfrontier Conservation Area

## CHAPTER 1. INTRODUCTION AND BACKGROUND

### 1.1 PURPOSE

The Ponta do Ouro Partial Marine Reserve (PPMR) was proclaimed on 14 July 2009 to conserve and protect coastal and marine species and their habitats. The Marine Protected Area (MPA) covers a surface area of 678km<sup>2</sup> from Ponta do Ouro in the South around Inhaca Island (including Portuguese Island) into Maputo Bay up to the mouth of the Maputo River. With the proclamation of the PPMR the Ministry of Tourism (MITUR) was appointed as the responsible authority.

The Management Plan for the PPMR was approved in 24<sup>th</sup> of October 2011 by the Minister of Coordination and Environmental Affairs and establishes the framework for the development of a Tourism Development Strategy.

Although the Management Plan recognises the non-consumptive and consumptive tourism value of the area and defines utilisation zones and allowable activities towards this end, it does not indicate how this potential is to be unlocked or how current activities should be regularised to attain the objectives of MPA.

The need for a Tourism Development Strategy for the PPMR thus lies in the requirement for attaining financial sustainability by unlocking the economic potential of the PPMR in order to provide social benefits and to manage the natural resources of MPA in a sound manner.

This document constitutes the Tourism Development Strategy for the PPMR and should be read together with the First Edition of the PPMR Management Plan.

### 1.2 STRUCTURE OF DOCUMENT

The document is structured around five (5) sections:

- The **Introduction** section addresses the background and purpose of the document and provides information pertaining to the regional context and operating environment as well as current operations and activities taking place within the PPMR
- The **Strategic Guidelines** section covers the mandate for commercialisation and sets out the commercialisation objectives, principles and strategy
- The **Development Plan** section provides an overview of the allowable and proposed activities within the PPMR
- The **Management and Administration** section sets out the institutional arrangements for managing and administering the activities within the PPMR as well as the procurement options for availing these activities
- The concluding section on **Financial Projections and Considerations** covers the projected income to be generated by the various activities on an annual basis.

### 1.3 REGIONAL SETTING

The PPMR is situated within the Ponta do Ouro-Kosi Bay Marine and Coastal Transfrontier Conservation Area (refer Map 1) and adjoins the Usuthu-Tembe-Futi Transfrontier Conservation Area of which the Maputo Special Reserve forms a significant component.

These TFCAs are part of the larger Lubombo Transfrontier Conservation and Resource Area which was established through a Protocol signed by the various Partner Countries (Mozambique, Swaziland, South Africa) in June 2000. The Ponta do Ouro-Kosi Bay Marine and Coastal Transfrontier Conservation Area involves the Governments of Mozambique and South Africa.

### 1.4 OPERATING ENVIRONMENT AND CURRENT UTILISATION

The operating environment within which the Tourism Development Strategy opportunities are defined includes the zonation of the PPMR and the current environmental character.

Zoning is utilised to assist in the spatial control of activities within the PPMR, defining permitted activities as well as prohibitions within specified geographical areas, ensuring that potential conflict between activities is minimised.

Within the PPMR a mix of activities take place, ranging from walking on the beach to sport fishing and cetacean watching. Zoning will enable these activities to take place without compromising the objectivities of the Partial Marine Reserve. Both spatial and temporal measures will be used to ensure compatibility of activities.

The following **zones** pertain to the PPMR (refer Maps 2 and 3):

- Sanctuary zones
- Restricted use zones
- Multiple use zones.

The **current environmental character** of the area is mostly that of a pristine coastline with only limited development linked to a few development nodes. The reefs are in an excellent condition enabling both diving and snorkeling, as well as serving as refuge for fish and marine mammals (refer Map 4).

The development nodes are mainly associated with the various headlands that characterise the area, with a larger impact associated with villages such as Santa Maria and Inhaca. The largest impact is associated with Ponta do Ouro.

**Current utilisation** of the Reserve comprise of general public access activities and a range of commercial activities. These activities are presently either generally authorised or require licences from INAMAR and/or Fisheries.

The various commercial operations that are known to be authorised are set out in Table 1.

General public access activities (i.e. activities that are private and non-commercial in nature) entail the following:

- Swimming
- Music festivals (Ponta Malongane)
- Turtle walks
- Expeditions (walking)
- Kite Surfing
- Surfing



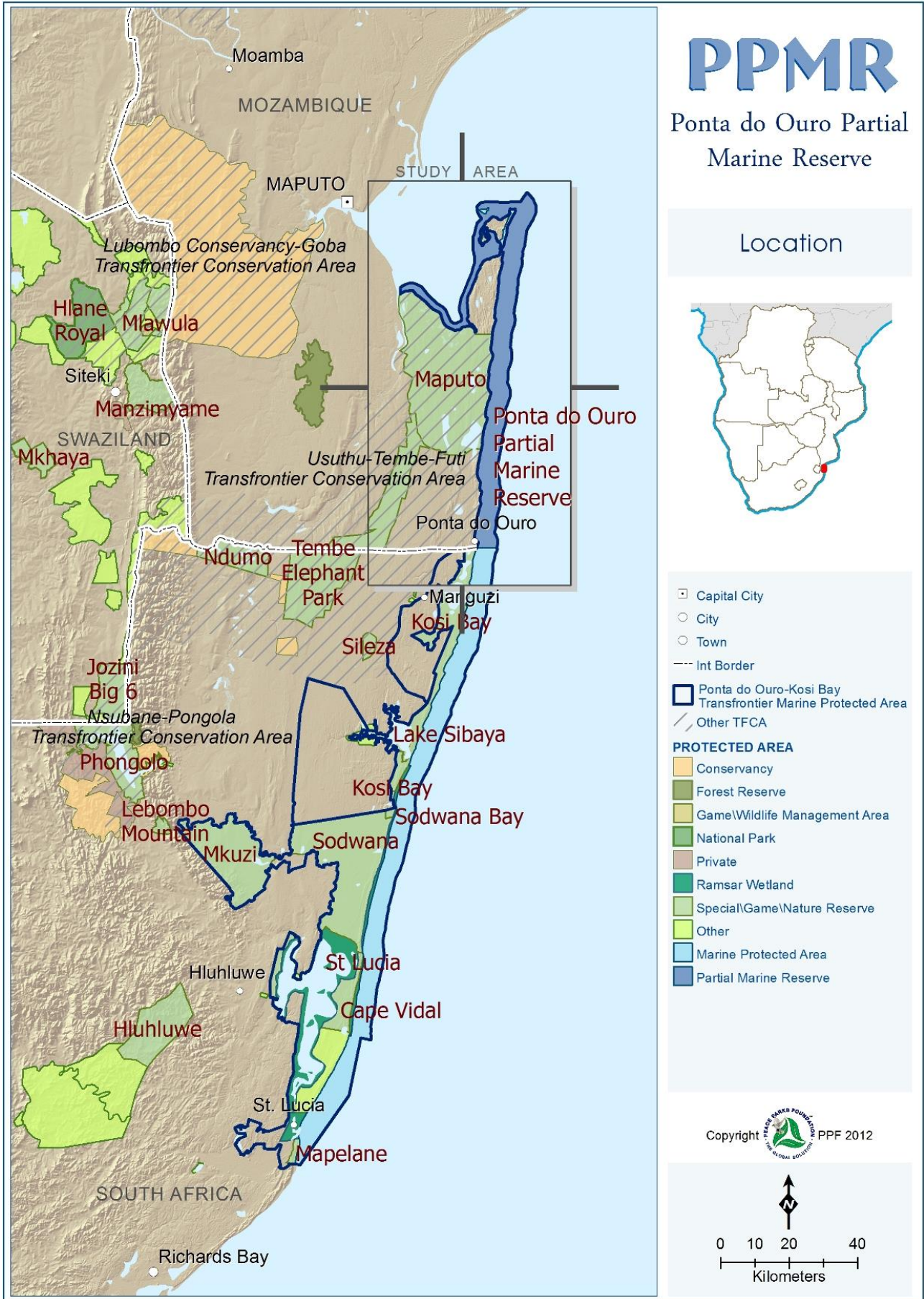
- Kayaking
- Snorkeling from a boat or the beach
- Fishing either from the beach or a vessel (e.g. boat, kayak or jetski)
- Boating and cruising (on board fee).

Snorkeling from a boat requires a licence from INAMAR as does launching of a boat. An on-board fee for passengers is also charged. Launching is currently taking place from designated areas, although not all the sites are clearly defined yet. Fishing from a vessel and exporting fish require a Fisheries licence.

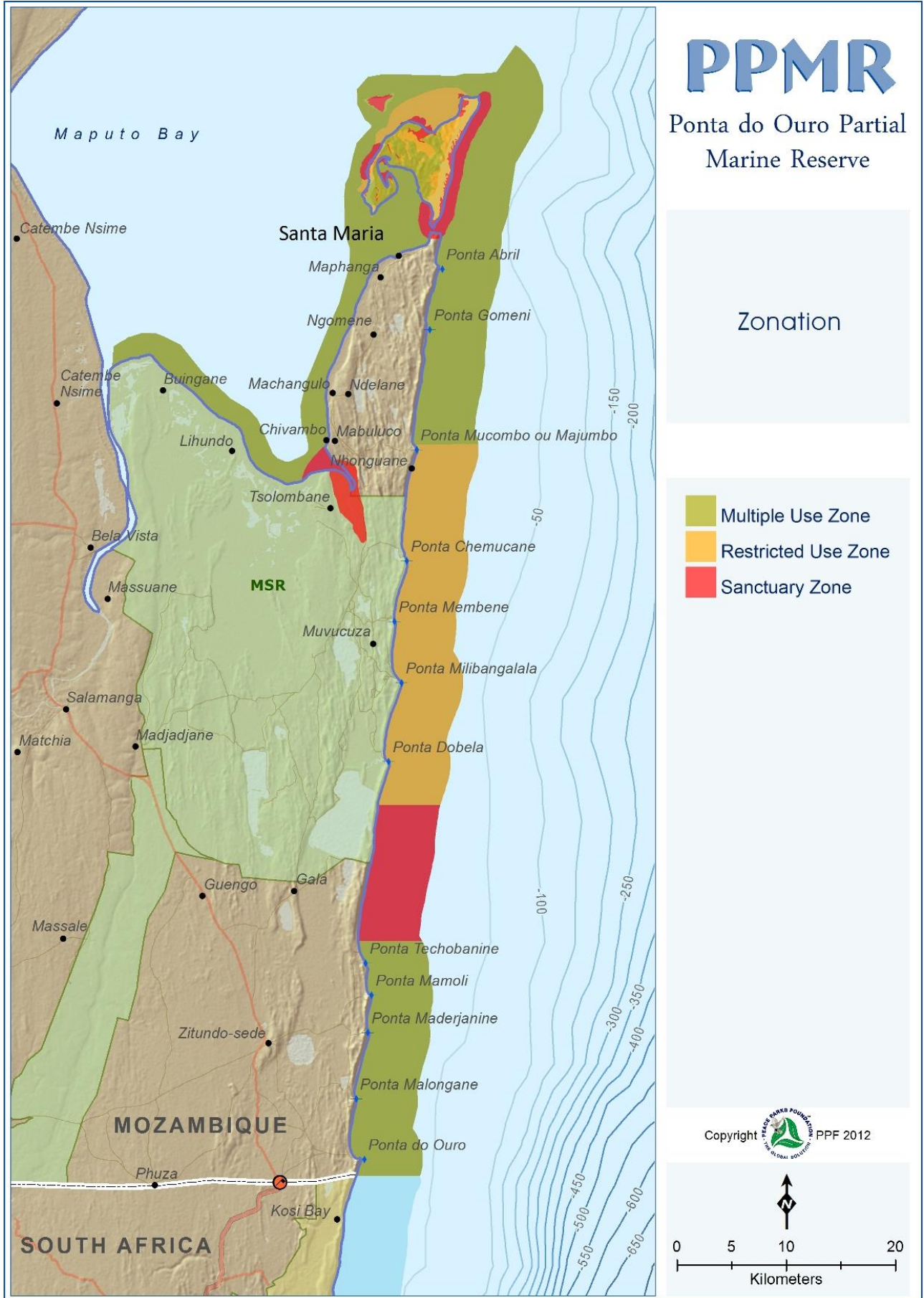
The PPMR Administration is not currently licencing any of these activities within the MPA and is thus not receiving any income from these activities. It intends implementing a licensing system in future as set out in section 3.2 and Chapter 4 and 5.

In addition to the above activities, there are various accommodation facilities situated along the coastline falling within the PPMR that advertise beach and sea-based activities. It is not known that these activities are authorised but it is important that the Tourism Development Strategy accommodates mechanisms to address these (refer Table 4, Appendix 2). The activities advertised by the various facilities include:

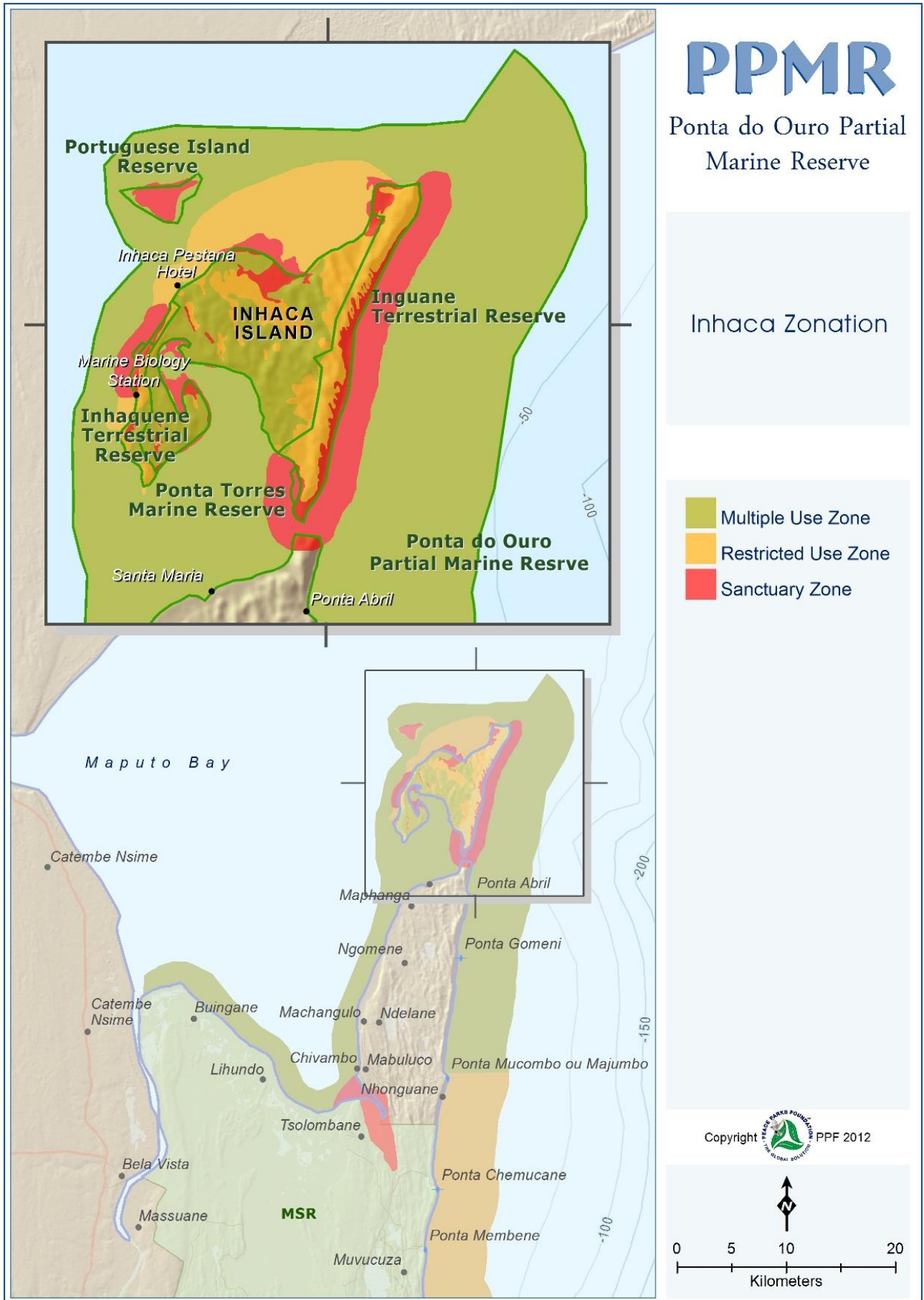
- Fishing
- Scuba diving
- Marine mammal encounters
- Snorkelling
- Surfing
- Jetskiing
- Kitesurfing
- Windsurfing
- Turtles watching
- Horseback riding
- Boating
- Kayaking
- Visits to the Marine Biology Museum
- Waterskiing
- Sandboarding.



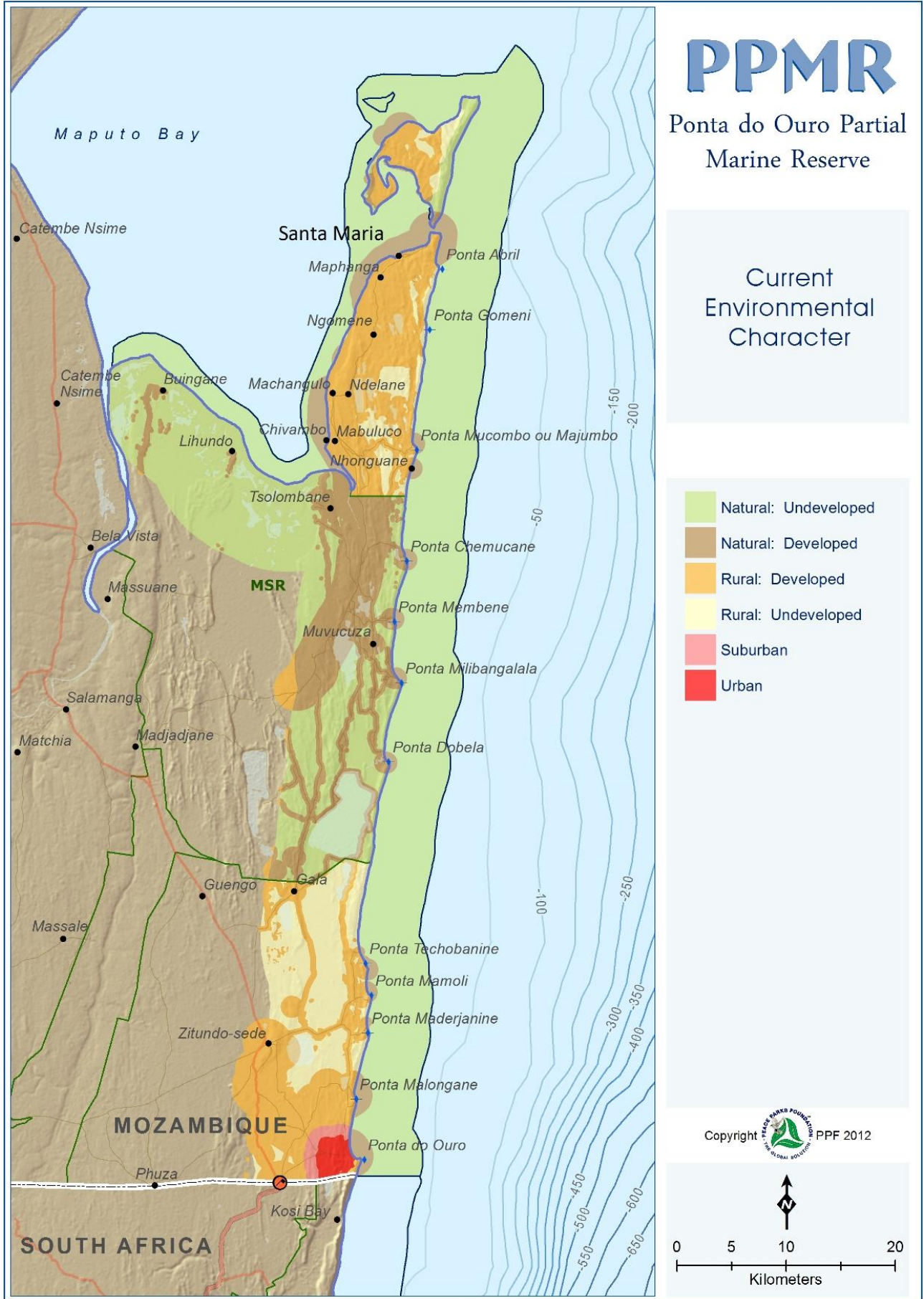
Map 1: Location



Map 2: Zonation Map – PPMR



Map 3: Zonation Map – Inhaca



Map 4: Current Environmental Character

**Table 1: Summary of Current Operations / Events**

Activities	Location	Number of Operations / Events	Name	Type of Permission	Duration of Permission
<b>Marine Mammal Encounters</b>	Ponta do Ouro	2	Dolphin Encountours Somente Serviços, Ida	INAMAR licence	1 year
	Ponta Malongane	1	Sociedade de Gestão Malongane, Ida		
	Ponta Techobanine	1	Fomento Turistico S.A.R.L.		
<b>Fishing Charters</b>	Ponta do Ouro	3	Gozo Azul, Ida	Fisheries Licence (Individual Fishing Licences) INAMAR Licences (Boat Launching Fee, Onboard Fee)	1 year Onboard fee – per launch
			Go Fishing – Fishing Accommodation		
			Some More Fishing Charter		
<b>Diving Charters</b>	Ponta do Ouro	8	Devocean, Ida	INAMAR licence	1 year
			Gozo Azul, Ida		
			Mbombomela		
			Oceana, Ida		
			Phambuka, Ida		
			Scuba Adventures		
			Simply Scuba, Ida		
			The Whaler		
	Ponta Malongane	1	Sociedade de Gestão Malongane, Ida		
Ponta Mamoli	1	Fomento Turistico S.A.R.L.			
<b>Kite Surfing/Surfing</b>	Ponta do Ouro	1	Surf's Up	Commerce and Tourism Department	N/A (no duration specified)
<b>Cruise Mooring</b>	Portuguese Island	1	MSC	Agreement with University (Park Entrance Fee and Activity Fee)	Amount per visit

## INTRODUCTION AND BACKGROUND [9]

Activities	Location	Number of Operations / Events	Name	Type of Permission	Duration of Permission
<b>Events:</b>					
<i>Fishing Competitions</i>	Ponta do Ouro	~2/year	Boat Club/s as per application	Fisheries Licence (Individual Fishing Licences) INAMAR Licences (Boat Launching Fee, Boat User Fee)	Per event
		~1/year	Jet-ski Club/s as per application		
	Ponta Malongane	~1/year	Clubs as per application		
	Maputo based	1 annual championship per club Smaller events during year	Clube Naval		
Clube Maritimo					
<i>Bonfires</i>	Ponta Malongane	1	Sociedade de Gestão Malongane, Ida	INAMAR licence	Per event
	Ponta Mamoli	1	Fomento Turistico S.A.R.L.		
<i>Weddings</i>	Ponta do Ouro	2	Ell Enterprise, Ida	INAMAR licence	Per event
			Praia do Ouro Sul		

## CHAPTER 2. STRATEGIC GUIDELINES

The Tourism Development Strategy is grounded in the PPMR Administration's statutory mandate and the vision, mission and broad objectives for the Partial Reserve.

### 2.1 MANDATE

The Proclamation Decree for the PPMR enables MITUR and thus the PPMR Administration to manage access and activities within the Partial Marine Reserve.

Through the Presidential Decree that established MITUR, the PPMR Administration is mandated to implement procurement measures to involve the private sector in unlocking the ecotourism potential of the MPA. This is undertaken in terms of the Policy guidelines of MITUR, relevant Procedure Manual for procurement and gazetted park fees.

As per Decree 15/2009, the Council of Ministers approved that 80% of all revenue generated by the PPMR shall be retained of which 20% should be earmarked for community development initiatives.

### 2.2 TOURISM DEVELOPMENT OBJECTIVES

The overall objective with commercialisation of the PPMR is to realise the vision and mission for the Partial Marine Reserve as set in the Management Plan.

The PPMR's specific commercialisation objectives are:

- Revenue generation to establish financial sustainability for management purposes as well social benefits (the 20% due the communities as well as the creation of employment opportunities)
- Finding a counter for donor dependence.

### 2.3 TOURISM DEVELOPMENT PRINCIPLES

The following principles will be applied in respect of commercial activities within the PPMR:

- Tourism development will be underpinned by sustainable environmental practices and maintenance of the ecological integrity of the Partial Marine Reserve
- Transparent procurement processes
- Affected communities will be involved in the management of the resource as well as the business side through Community Legal Entities
- Efficiency of Government authorisations and services.

### 2.4 TOURISM DEVELOPMENT STRATEGY

Tourism development will be linked to appropriate risk transfer and ensure value for money for both the MPA and investors. It will thus be based on the following principle – "Government led, private sector driven, community based, labour conscious".

Income generation opportunities in the Tourism Development Strategy are categorised as **general public activities** requiring control for resource management purposes and **commercial activities**. These activities can be managed and undertaken by the PPMR Administration as Reserve Administration Developments (RADs) where the PPMR Administration develops and manages activities or the private sector through service agreements or operating licences.



## CHAPTER 3. TOURISM DEVELOPMENT PLAN

### 3.1 ACCESS

Pedestrian access to the beach is unrestricted in terms of Mozambican legislation. Boat launch and mooring sites and mooring areas are, however; defined in the PPMR Management Plan as indicated in Map 5 – Figures 7 to 19 (refer Appendix 1) show further detail of the sites along with the location of parking areas. Unlike for terrestrial Protected Areas, a park access permit and fee is not relevant for the PPMR. Permissions and fees are directly associated with the activities undertaken within the PPMR.

### 3.2 ACTIVITIES

#### 3.2.1 General Public Activities

The general public access activities (i.e. activities that are private and non-commercial in nature) to continue without the need for a PPMR permission include the following, noting that these may be subject to other charges (i.e. INAMAR and Fisheries):

- Swimming
- Kite Surfing
- Surfing
- Kayaking
- Launching from designated launching areas
- Cruising.

General public activities requiring a permit and that may be subject to a fee include:

- Snorkeling (MT200/person)
- Fishing (MT500/fisherman/stay plus an additional fee for trophy fishing of MT300)
- Expeditions for charity purposes.

#### 3.2.2 Commercial Opportunities

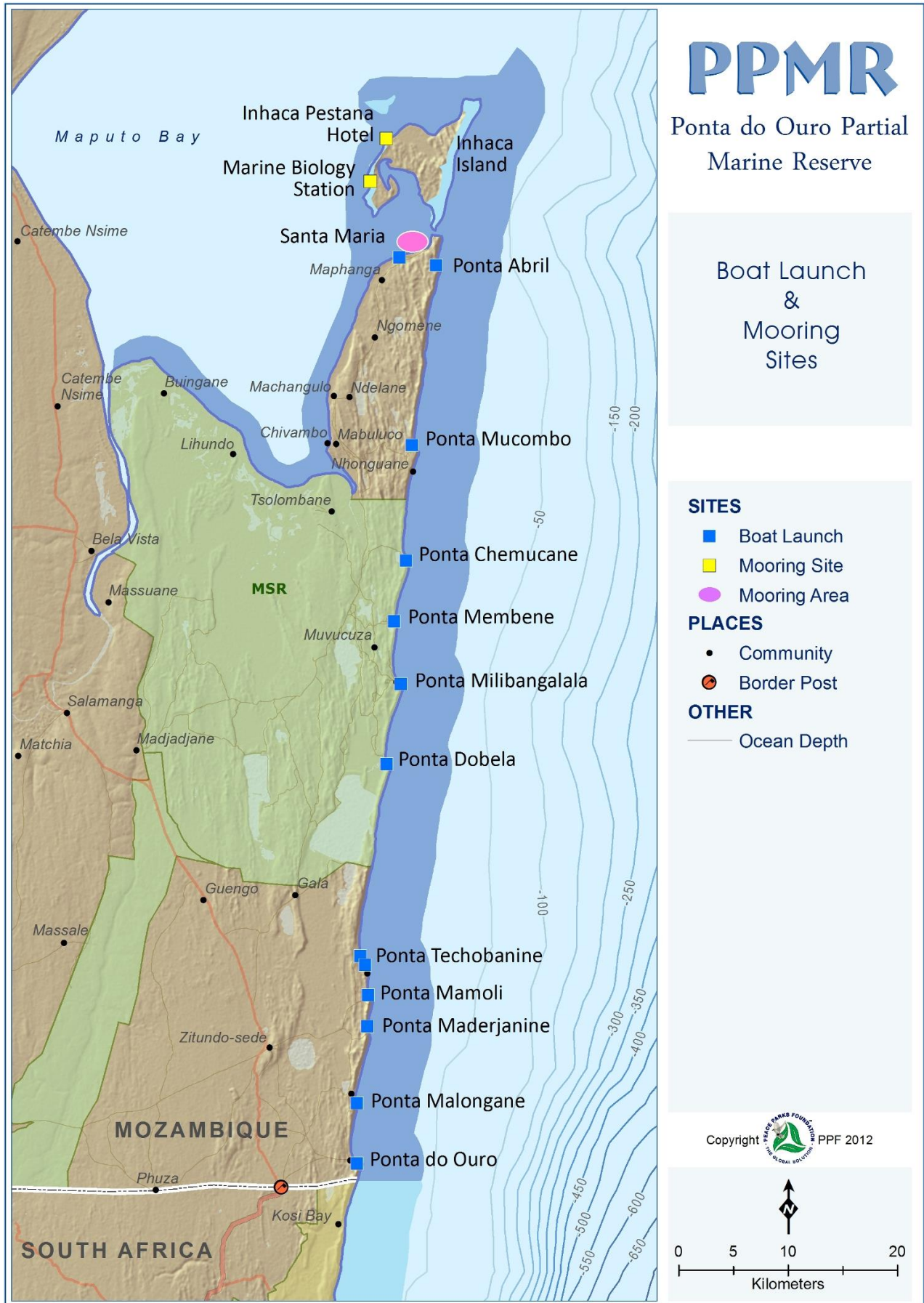
The range and number of commercial opportunities to be offered in the PPMR is set out in Table 2.

The method of availing these opportunities and the duration of permissions are also indicated – this is discussed in further detail in Chapter 4, noting however that although RADs are envisioned in the long term, all commercial opportunities will be outsourced initially until appropriate capacity has been built within the PPMR Administration.

Where applicable, the number of operations or events is based on the limits set within the PPMR Management Plan. Where limitations are not set, it will remain the prerogative of the PPMR Administration to manage numbers based on research and monitoring outcomes.

A number of new distinct activities have been designed to supplement the current range offered by the private sector – these include the following and are described below.

- The Turtle Trail
- Maputaland Beach Trail
- Inhaca Island Adventure Trail
- Maputaland Marine Mobile Seafari
- Coastal Kayaking Experience – a TFCA tourism product.



Map 5: Boat Launch and Mooring Sites

## Turtle Trail

The Turtle Trail is a 3 nights/4 day guided experience (refer Figure 1) based out of Ponta Membene within the Maputo Special Reserve.

The trail camp should accommodate 8 guests, the trail guide, camp attendant and guard. Situated within the dunes overlooking a small coastal lake, the camp affords easy access to the beach, with some good snorkelling opportunities in rock pools and along shallow rocky ledges.

The trail enables walks both during the day focussing on the inland lakes, open grasslands and through coastal vegetation and along the beach to experience both the sandy and rocky shorelines. During the turtle nesting season - October to February – trailists can walk along the beach at night, looking for turtles nesting or hatchlings dashing off to the open ocean.

The Turtle Trail can be offered as a fully guided, fully catered trail, or as a fully guided, self-catered trail.

## Maputaland Beach Trail

As a 5 day backpacking or slack packing trail option, the Maputaland Beach Trail offers trailists the opportunity to experience all of the beach elements that the PPMR as a marine protected area offers.

Both options would consist of trail guests arriving at Ponta do Ouro, meeting the trail guide, receiving a briefing, checking equipment, packing and then being transferred by shuttle to Santa Maria. From here the trailists walk back to Ponta do Ouro following the beach (refer Figure 2). The trailists sleep at exclusive camp sites along the way, while the slack packing trailists walk between these points, yet have their equipment (clothes etc.) transported between these points.

Along the route trailists can swim, snorkel at reefs and rock ledges, explore rockpools, fish, and enjoy the beach and wide sweeping views. The camps are small clearings just off the beach, providing basic amenities such as an enviro-loo, clearings for tents, and perhaps some strategically placed logs for sitting on.

### Trail Description:

**Day 1:** Vehicle transfer from **Ponta do Ouro** to **Santa Maria** - hike to overnight spot close to **Ponta Abril**

**Day 2:** Hike to and overnight at **Ponta Membene Camp**

**Day 3:** Overnight close to **Ponta Dobela**

**Day 4:** Overnight close to **Ponta Techobanine**

**Day 5:** Arrive at **Ponta do Ouro**

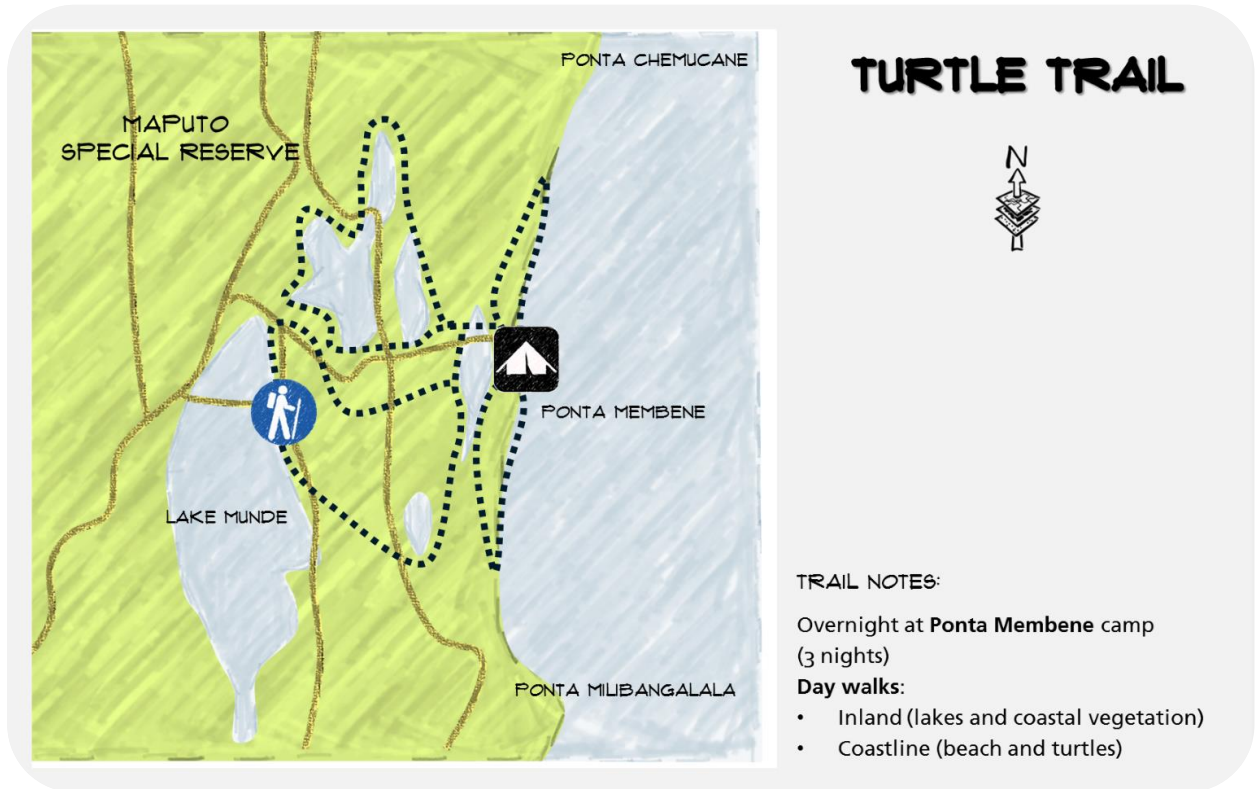


Figure 1: Turtle Trail (Ponta Membene)

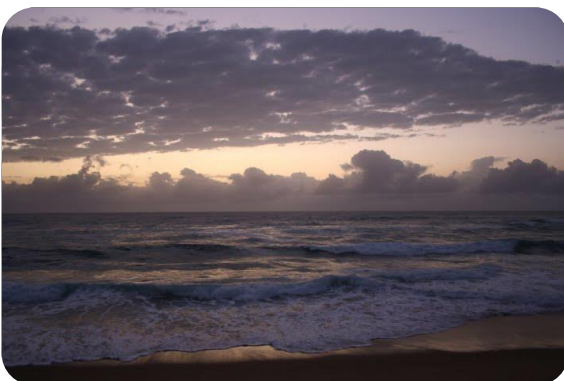




Figure 2: Maputaland Beach Trail



## Inhaca Island Adventure Trail

Based out of Marine Biology Station on Inhaca island the Adventure Trail is a 4 day guided experience incorporating both sailing and hiking (refer Figure 3). The trail aims to showcase the unique elements of Inhaca Island, the multitude of marine habitats and the research that has led to a broadened understanding of these ecosystems. Trailists can use either Maputo or Ponta do Ouro as the departure point, yet the Ponta do Ouro option does require a shuttle to Santa Maria. From either of these points trailists are transferred to the Marine Biology Station where the trail officially starts.

To enhance the experience, trailists are provided with a briefing, and a tour of the museum at the Marine Biology Station. Following this briefing, the trail circumnavigates the Island by using traditional Dhows and hiking. Besides the facilities at the Marine Biology Station, camps are located at Ponta Torres, the Lighthouse, and on Portuguese Island.

Trailists would be required to provide their own basic foodstuffs, yet would be encouraged to support the local farmers and artisanal fishermen by buying local produce when available. The guides would play the role of facilitators to enhance the experience of trailists by providing an interactive, participatory and enlightening experience. This would be focused on the natural and cultural heritage of the Island, as well as the people living, and their current activities, on Inhaca Island.

Key elements of the trail consist of the sailing between the Marine Biology Station and Ponte Torres, walking from Ponte Torres along the beach on the ocean side of the island, as well as through the coastal forest within the terrestrial component of the island's protected area, followed by sailing to Portuguese Island by Dhow and back to Inhaca Island, with a final hike to the Marine Biology Station via the mangroves within The Sack, a unique portion of the island. The trail camps consist of basic clearings for tents, relaxing space, a small fireplace, showers and toilets.

### Trail Description:

**Arrival Day:** Orientation at Inhaca Museum - overnight at Marine Biology Station

**Day 1:** Start off early morning from Marine Biology Station, sailing on a dhow to Ponta Torres – overnight at camp site. Depending on the tide, trailists can snorkel on the reefs, explore the sea grass beds, stop at villages, interact with locals, fishermen and farmers. The reef at Ponta Torres offers some excellent snorkeling for trailists once in the trail camp.

**Day 2:** Hike along beach and coastal forest - overnight at Lighthouse camp site

**Day 3:** Walk to Dhow pick up point along coast, sail to Portuguese Island, explore island and overnight at camp site on the Island.

**Day 4:** Walk around island to dhow pick up point – sail to Pestana Hotel Jetty. Walk through village and market, and then to the mangrove forest before crossing the last dune to the Marine Biology Station.

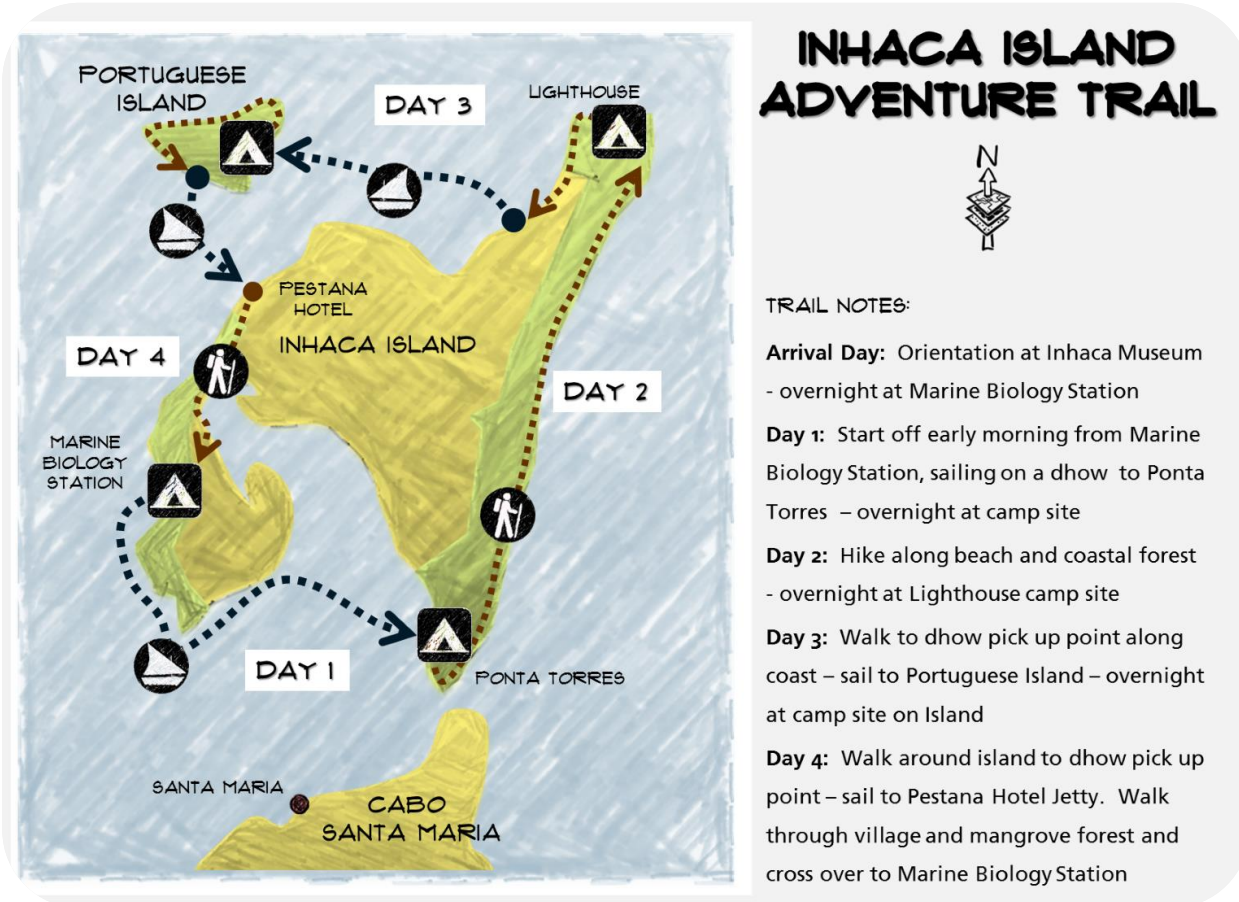


Figure 3: Inhaca Island Adventure Trail



## Maputaland Marine Seafari

As a unique 4 day guided boat-based experience based out of Ponta Milibangalala, the Maputaland Marine Seafari, offers participants the opportunity to experience the full spectrum of habitats within the PPMR (refer Figure 4). The route starts at Milibangala and depending on the tide guests will be able to snorkle and dive at points like Chemucane before travelling up to the overnight camp close to Ponta Abril. From here the route continues up to the camp site at the Marine Biology Station.

At the Marine Biology Station, guests are briefed on the unique habitats of the Island, the formation of the Island, and the current conservation initiatives. The museum can play an important part within this briefing.

Guests would be required to provide their own basic foodstuffs, yet would be encouraged to support the local farmers and artisanal fishermen by buying local produce when available. The guides would play the role of facilitators to enhance the experience of guests by providing an interactive, participatory and enlightening experience. This would be focused on the natural and cultural heritage of the Island, as well as the people living, and their current activities, on Inhaca Island.

The concept of the Seafari is based on conventional mobile safaris, except that this one uses boats and not 4x4 vehicles. The route aims to provide guests the opportunity to experience both the beach, in shore, and offshore components of the marine protected area, as well as the various elements of the Maputo Bay component of the reserve.

### Route Description:

**Day 1:** Starting off early morning from Ponta Milibangalala the route follows the coast to Ponta Chemucane to dive or snorkle before continuing to the overnight camp at Ponta Abril.

**Day 2:** Travel to Marine Biology Station, settle into the camp, visit the museum and receive a briefing on the importance, significance of Inhaca Island as a protected area.

**Day 3:** Departing from the Marine Biology Station the exact routing will depend on the tide and wind. The day will be spent in the bay area – travelling to Portuguese Island, snorkling on reefs, exploring the sea grass beds, visiting the mangroves, visiting villages such as Santa Maria, and overnighiting once again at Marine Biology Station

**Day 4:** Depending on the tide, either an early or late return to Ponta Milibangalala.



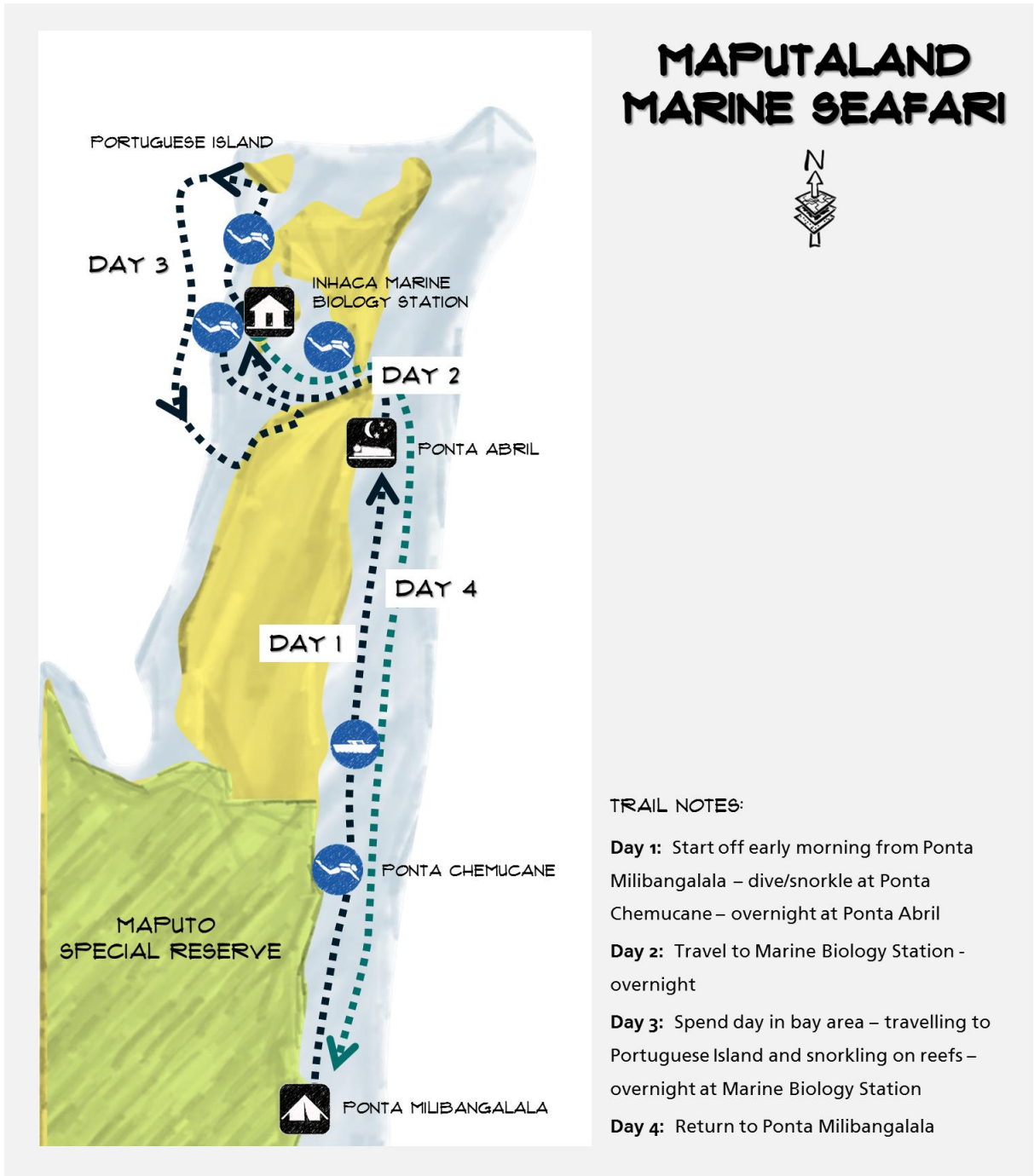
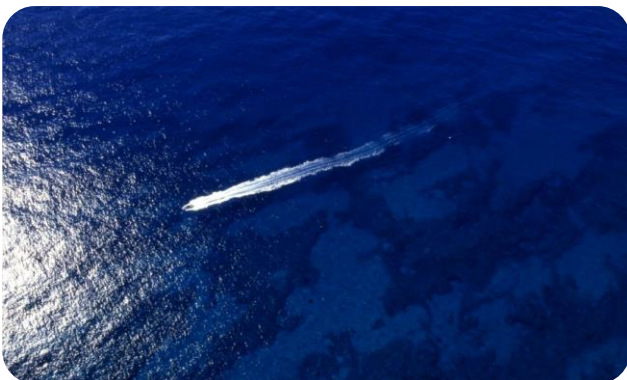


Figure 4: Maputaland Marine Seafari



## Coastal Kayaking Experience

Based on the assumption that a close working relationship can be established between the PPMR Administration and the iSimangaliso Wetland Park Management Authority for the successful development of tourism products within the Ponta do Ouro TFCA, the following tourism product has been proposed (refer Figure 5).

The Maputaland Coastal Kayaking Experience, a 4 day guided kayak-based experience based out of Ponta do Ouro, is based on the current kayaking experience offered within the Kosi Bay section of the Coastal Forest Reserve. The biggest difference is the starting point being at Ponta do Ouro and that guests cross the border at a point other than a designated Port of Entry.

The route would require a short open ocean kayak section before the tranquility of the Kosi bay Lake System can be enjoyed, followed by a return trip at the end.

In this manner the guests of the Mozambique component of the TFCA can experience elements of the South African component in a seamless manner.

The camps would be linked to the current facilities utilised within the Kosi Bay area, while the catering would be offered by the operator as per current design.

### Trail Description:

**Day 1:** Start off early morning from Ponta do Ouro, depending on the tide and wind, paddling to the Kosi Bay Mouth, visit the fish traps, and continuing paddling to an overnight camp site on Lake Nhlange

**Day 2:** Paddle along shore, doing bird watching, looking at the unique trees within the riparian forest and interacting with the local villages. Overnight at hiking hut on Amanzimnyama

**Day 3:** Overnight at Community Camp Site on southern shore of Lake Nhlange

**Day 4:** Return to Ponta do Ouro

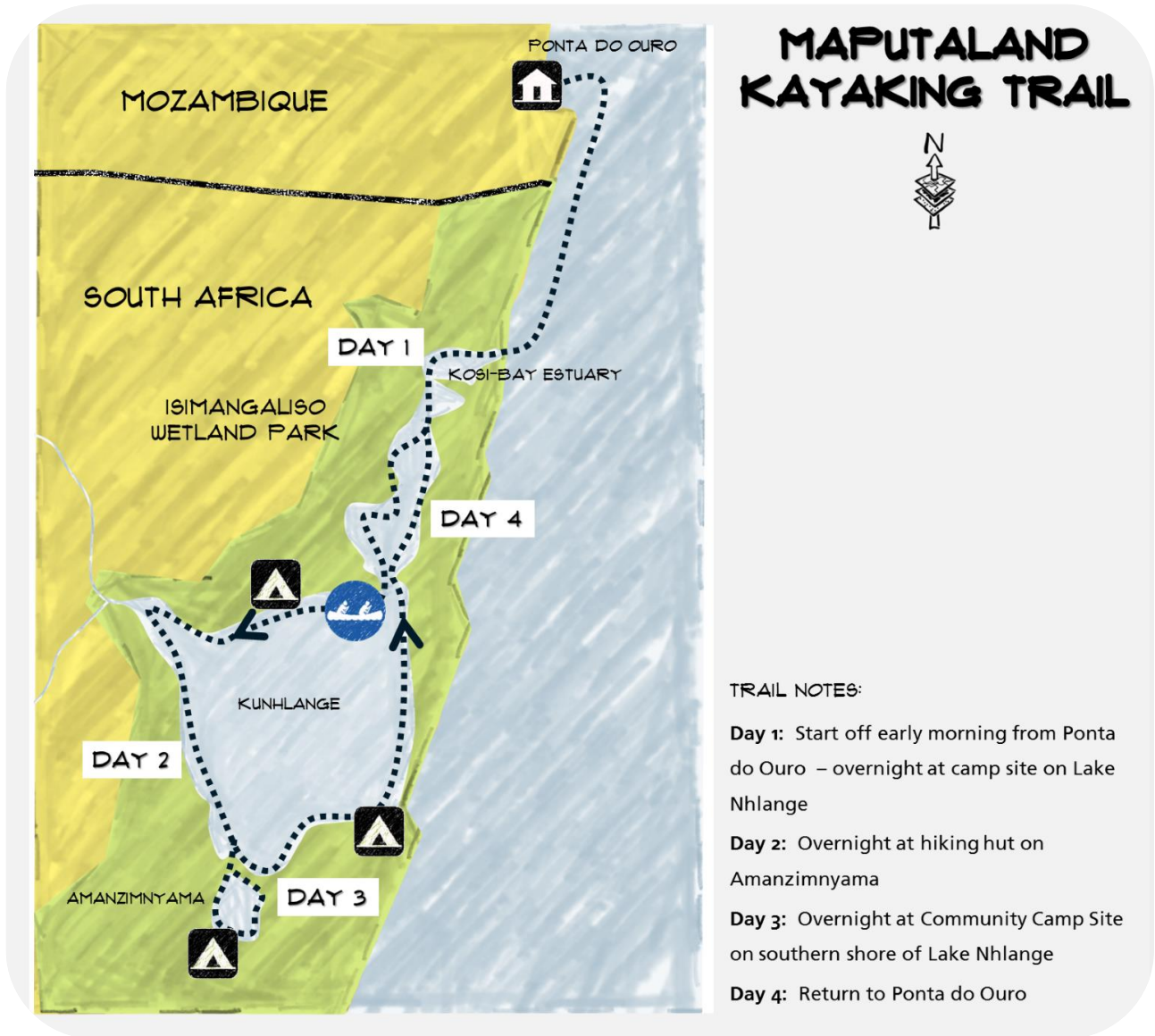


Figure 5: TFCA Product – Kayaking Trail



**Table 2: Summary of Allowable Operations**

Activities	Location	Number of Operations / Events	Procurement Measure	Duration (Licence Period)
<b>Medium Term Licences</b>				
<b>Turtle Trail:</b>				
<i>Guided</i>	Ponta Membene	1	Tender	5 year
<b>Beach Trail:</b>				
<i>Hiking</i>	Santa Maria – Ponta do Ouro	1	Tender	5 year
<i>Slack-packing</i>	Santa Maria – Ponta do Ouro	1	Tender	5 year
<b>Inhaca Adventure Trail</b>	Inhaca and Portuguese Islands	1	Tender	5 year
<b>Marine Based Mobile Seafari</b>	Ponta Milibangalala–Chemucane–Abril-Inhaca	1	Tender	5 year
<b>TFCA Product - Coastal Kayaking Experience</b>	Ponta do Ouro – Kosi Bay Lake System	1	Tender	5 year
<b>Turtle Walks</b>	Ponta do Ouro	2	Tender	5 year
	Ponta Malongane	1	Tender	5 year
	Ponta Maderjanine	1	Tender	5 year
	Ponta Mamoli	1	Tender	5 year
	Ponta Techobanine	1	Tender	5 year
	Ponta Dobela	1	Tender	5 year
	Ponta Milibangala	1	Tender	5 year
	Ponta Chemucane	1	Tender	5 year
	Ponta Mucombo	1	Tender	5 year
	Machangulo	1	Tender	5 year
	Santa Maria	1	Tender	5 year
	Inhaca	1	Tender	5 year
<b>Marine Mammal Encounters</b>	Ponta do Ouro	2	Regularisation	5 year
	Ponta Malongane	1	Regularisation	5 year
	Ponta Techobanine	1	Regularisation	5 year
	Machangulo	1	Tender	5 year
	Inhaca Island	1	Tender	5 year
<b>Diving Charters</b>	Ponta do Ouro	8	Regularisation	5 year
	Ponta Malongane	2	Regularisation (1) Tender (1)	5 year
	Ponta Mamoli	1	Regularisation	5 year
	Ponta Techobanine	2	Tender	5 year
	Ponta Dobela	1	Tender	5 year
	Ponta Milibangalala	1	Tender	5 year
	Ponta Chemucane	1	Tender	5 year
	Ponta Mucombu	1	Tender	5 year
	Ponta Abril	1	Tender	5 year
	Santa Maria	1	Tender	5 year
	Inhaca Island	2	Tender	5 year

# TOURISM DEVELOPMENT PLAN [23]

Activities	Location	Number of Operations / Events	Procurement Measure	Duration (Licence Period)
Fishing Charters	Ponta do Ouro	3	Regularisation	5 year
	Ad hoc	N/A	Request for Proposals	5 year
Kite Surfing/Surfing	Ponta do Ouro	1	Regularisation	5 year
	Ad hoc	N/A	Request for Proposals	5 year
Horseback Trails	Ad hoc	N/A	Request for Proposals	5 year
Snorkeling Charters	Ad hoc	N/A	Request for Proposals	5 year
Cruise Mooring	Portuguese Island	1	Regularisation	5 year
<b>Event Licences</b>				
Fishing Competitions	Ad hoc	Per application	Event Licence	Per event
Bonfires	Ad hoc	Per application	Event Licence	Per event
Weddings	Ad hoc	Per application	Event Licence	Per event
Music Festivals	Ad hoc	Per application	Event Licence	Per event
Expeditions	Ad hoc	Per application	Event Licence	Per event
Filming	Ad hoc	Per application	Event Licence	Per event
Photography	Ad hoc	Per application	Event Licence	Per event

# CHAPTER 4. MANAGEMENT AND ADMINISTRATION OF ACTIVITIES

## 4.1 INSTITUTIONAL ARRANGEMENTS

The institutional arrangements that will govern the management and administration of the proposed activities within the PPMR is illustrated in Figure 7.

The PPMR Steering Committee will be responsible for strategic decisions regarding marketing and procurement of the various opportunities.

Advertisements for availing the various opportunities will be placed through MITUR. The PPMR Manager will be responsible for coordinating adjudication, awarding and management of licences and agreements (compliance oversight etc.) as well as relevant communication with the various Forums and Committees established for the PPMR.

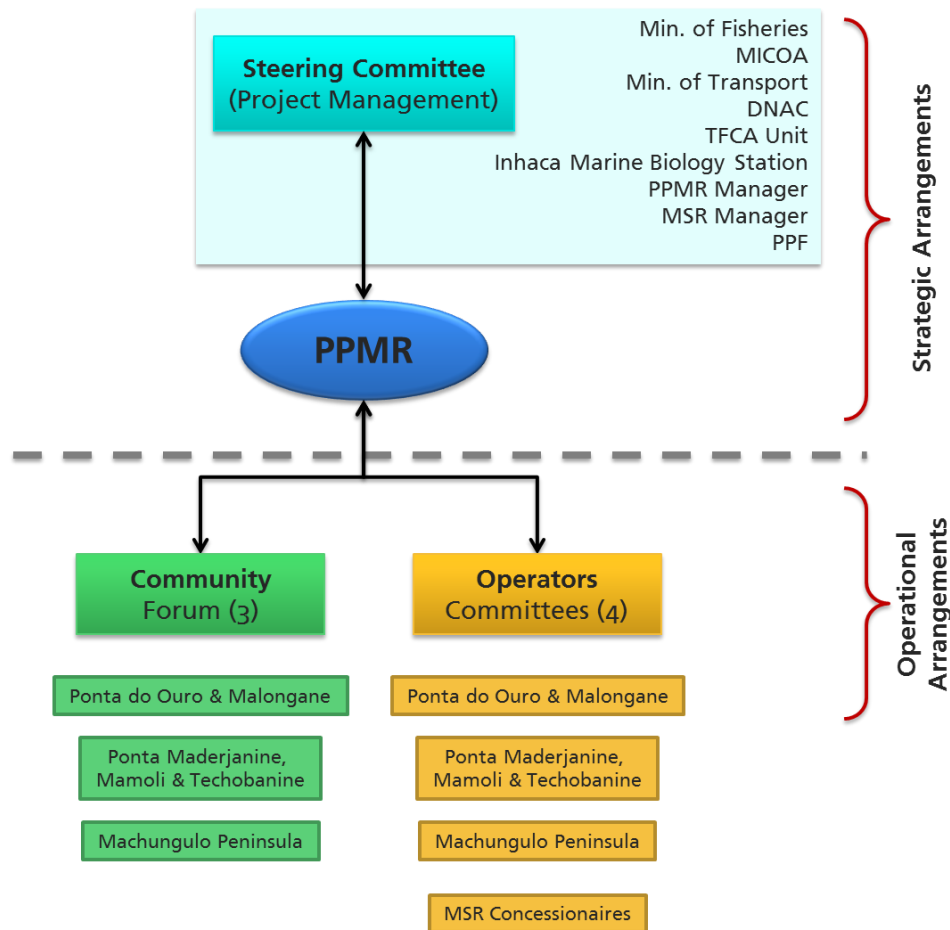


Figure 6: Institutional Arrangements

## 4.2 PROCUREMENT APPROACHES

All activity operators will be authorised through a “Special Licence” issued by MITUR (refer section 2.1) noting that other permissions will still apply (i.e. Fisheries and INAMAR licences etc.).

The content of Special Licences is to be carefully drafted to suite the various procurement options and should address *inter alia*:

- Area of operation
- Allowable operations
- Period
- Fees and revision of fees.

The procurement scenarios for obtaining Special Licences for the various activities and products are described the below sections and include the following:

- Regularisation
- Tenders
- Requests for Proposals (RFP)
- Event Licences.

It is favorable that the goods/services are appropriate and that they are procured at the best possible cost to meet the needs of the purchaser in terms of quality and quantity, time, and location.

### 4.2.1 Regularisations

A process of requesting fair market related offers from current acceptable operators will be followed. Offers will be tested against the projected licence fees set out in Chapter 5 (an internal benchmark calculated based on a fee per passenger and records kept during 2010-2012).

### 4.2.2 Tenders

The remaining opportunities based on the PPMR Management Plan limits (refer Table 2) will be availed through an open and transparent advertised process following MITUR protocols.

### 4.2.3 RFPs

A bi-annual (to limit administrative load) Requests for Proposals (RFP) will be advertised to accommodate ad hoc commercial operations that are not limited by PPMR Management Plan.

### 4.2.4 Event Licences

Permission for events based activities can be applied for on an ad hoc basis through the PPMR Head Office.

## CHAPTER 5. FINANCIAL PROJECTIONS AND CONSIDERATIONS

This section covers the projected income per year to be generated from licence fees payable by the various activity operators.

The calculations consider the passenger data collected over the past 2 years based on the proposed fees to be charged within conservation areas (refer Conservation Areas Annual Meeting of April 2012) set out below:

- Diving and snorkelling: MT400/pax/dive
- Fishing: MT1,000/fisherman/stay plus an additional amount of MT600 for Trophy fishing
- Photography: MT16,000/day
- Filming: MT24,000/day
- Guided walks: MT600/day.

The foregoing and further assumptions and considerations are set out in Table 3.

Licence fees in all cases but for Event Licences are to be paid at the end of June and end of December of every year, in other words a six (6) monthly fee of half of the total amount as stipulated in the Special Licence. Event fees are payable within one (1) week of issuing of a licence.

It is assumed that all the opportunities will be availed over a two year period.





# FINANCIAL PROJECTIONS AND CONSIDERATIONS [27]

**Table 3: Income Projections**

Activities	Location	Number of Operations	Name	Unit	Number	Gazetted Fee (MT/pax)	Projected Licence Fees (MT Annual)	Projected Licence Fees (R Annual)	Specific Assumptions
<b>Regularised Activities</b>									
<b>Marine Mammal Encounters</b>	Ponta do Ouro	2	Dolphin Encountours	Pax	3000	400.00	1 200 000.00	324 000.00	
			Somente Serviços, Ida	Pax	2600	400.00	1 040 000.00	280 800.00	
	Ponta Malongane	1	Sociedade de Gestão Malongane, Ida	Pax	1250	400.00	500 000.00	135 000.00	Data not available - applied 50% of average number of passengers at Ponta do Ouro
	Ponta Techobanine	1	Fomento Turístico S.A.R.L.	Pax	1250	400.00	500 000.00	135 000.00	
<b>Fishing Charters</b>	Ponta do Ouro	3	Gozo Azul, Ida	Pax	380	1600.00	608 000.00	164 160.00	Difficult to determine length of stay of total pax per year - thus used half of total. Fee/pax includes trophy fee
			Go Fishing – Fishing Accommodation	Pax	200	1600.00	320 000.00	86 400.00	
			Some More Fishing Charter	Pax	330	1600.00	528 000.00	142 560.00	
<b>Diving Charters</b>	Ponta do Ouro	8	Devocean, Ida	Pax	700	400.00	280 000.00	75 600.00	
			Gozo Azul, Ida	Pax	1800	400.00	720 000.00	194 400.00	
			Mbombomela	Pax	2300	400.00	920 000.00	248 400.00	
			Oceana, Ida	Pax	2700	400.00	1 080 000.00	291 600.00	
			Phambuka, Ida	Pax	2000	400.00	800 000.00	216 000.00	
			Scuba Adventures	Pax	4700	400.00	1 880 000.00	507 600.00	
			Simply Scuba, Ida	Pax	4800	400.00	1 920 000.00	518 400.00	
	The Whaler	Pax	2000	400.00	800 000.00	216 000.00			
	Ponta Malongane	1	Sociedade de Gestão Malongane, Ida	Pax	1250	400.00	500 000.00	135 000.00	Data not available - applied 50% of average number of passengers at Ponta do Ouro
Ponta Mamoli	1	Fomento Turístico S.A.R.L.	Pax	1250	400.00	500 000.00	135 000.00		
<b>Kite Surfing/Surfing</b>	Ponta do Ouro	1	???	Pax	200	600.00	120 000.00	32 400.00	Dec, Jan 2pax/day, rest of year 10 pax/month - fee to be determined, applied guiding fee/day
<b>Cruise Mooring</b>	Portuguese Island	1	MSC	Mooring	24	16 000.00	384 000.00	103 680.00	Assumed boats moor twice a month - fee

## FINANCIAL PROJECTIONS AND CONSIDERATIONS [28]

Activities	Location	Number of Operations	Name	Unit	Number	Gazetted Fee (MT/pax)	Projected Licence Fees (MT Annual)	Projected Licence Fees (R Annual)	Specific Assumptions
									needs to be set though, applied gazetted fee for photography
<b>Sub-total Regularised Activities</b>							<b>14 600 000.00</b>	<b>3 942 000.00</b>	
<b>Tenders</b>									
<b>Turtle Trail - Guided</b>	Ponta Membene	1	Successful Bidder	Pax	192	600.00	460 800.00	124 416.00	8 pax/group twice a month (low occupancy rate) for a 4-5 day trail
<b>Beach Trail - Hiking</b>	Santa Maria – Ponta do Ouro	1	Successful Bidder	Pax	192	600.00	576 000.00	155 520.00	
<b>Beach Trail - Slack-packing</b>	Santa Maria – Ponta do Ouro	1	Successful Bidder	Pax	192	600.00	460 800.00	124 416.00	
<b>Inhaca Adventure Trail</b>	Inhaca and Portuguese Islands	1	Successful Bidder	Pax	192	600.00	460 800.00	124 416.00	
<b>Marine Based Mobile Seafari</b>	Ponta Milibangala–Chemucane–Abril–Inhaca	1	Successful Bidder	Pax	192	600.00	460 800.00	124 416.00	
<b>TFCA Product - Coastal Kayaking Experience</b>	Ponta do Ouro – Kosi Bay Lake System	1	Successful Bidder	Pax	192	600.00	138 240.00	37 324.80	30:70 fee sharing with South Africa
<b>Turtle Walks</b>	Ponta do Ouro	2	Successful Bidder	Pax	640	600.00	768 000.00	207 360.00	4 months of year x 20 days x 8 pax/group/night
	Ponta Malongane	1	Successful Bidder	Pax	640	600.00	384 000.00	103 680.00	
	Ponta Maderjanine	1	Successful Bidder	Pax	640	600.00	384 000.00	103 680.00	
	Ponta Mamoli	1	Successful Bidder	Pax	640	600.00	384 000.00	103 680.00	
	Ponta Techobanine	1	Successful Bidder	Pax	640	600.00	384 000.00	103 680.00	
	Ponta Dobela	1	Successful Bidder	Pax	640	600.00	384 000.00	103 680.00	
	Ponta Milibangala	1	Successful Bidder	Pax	640	600.00	384 000.00	103 680.00	
	Ponta Chemucane	1	Successful Bidder	Pax	640	600.00	384 000.00	103 680.00	
	Ponta Mucombo	1	Successful Bidder	Pax	640	600.00	384 000.00	103 680.00	
	Machangulo	1	Successful Bidder	Pax	640	600.00	384 000.00	103 680.00	
	Santa Maria	1	Successful Bidder	Pax	640	600.00	384 000.00	103 680.00	
Inhaca	1	Successful Bidder	Pax	640	600.00	384 000.00	103 680.00		

## FINANCIAL PROJECTIONS AND CONSIDERATIONS [29]

Activities	Location	Number of Operations	Name	Unit	Number	Gazetted Fee (MT/pax)	Projected Licence Fees (MT Annual)	Projected Licence Fees (R Annual)	Specific Assumptions
Marine Mammal Encounters	Machangulo	1	Successful Bidder	Pax	1400	400.00	840 000.00	226 800.00	No data available - used 50% of average of current passenger data
	Inhaca Island	1	Successful Bidder	Pax	1400	400.00	840 000.00	226 800.00	
Diving Charters	Ponta Malongane	1	Successful Bidder	Pax	1300	400.00	780 000.00	210 600.00	No data available - used 50% of average of current passenger data
	Ponta Techobanine	2	Successful Bidder	Pax	1300	400.00	1 560 000.00	421 200.00	
	Ponta Dobela	1	Successful Bidder	Pax	1300	400.00	780 000.00	210 600.00	
	Ponta Milibangalala	1	Successful Bidder	Pax	1300	400.00	780 000.00	210 600.00	
	Ponta Chemucane	1	Successful Bidder	Pax	1300	400.00	780 000.00	210 600.00	
	Ponta Mucombu	1	Successful Bidder	Pax	1300	400.00	780 000.00	210 600.00	
	Ponta Abril	1	Successful Bidder	Pax	1300	400.00	780 000.00	210 600.00	
	Santa Maria	1	Successful Bidder	Pax	1300	400.00	780 000.00	210 600.00	
Inhaca Island	2	Successful Bidder	Pax	1300	400.00	1 560 000.00	421 200.00		
<b>Sub-total Tenders</b>							<b>17 809 440.00</b>	<b>4 808 548.80</b>	
<b>Request for Proposals</b>									
Fishing Charters	Ad hoc	5	Successful Bidder	Pax	250	1600.00	2 000 000.00	540 000.00	250 pax/year (average of existing numbers/operation)
Kite Surfing/Surfing	Ad hoc	3	Successful Bidder	Pax	200	600.00	270 000.00	72 900.00	
Horseback Trails	Ad hoc	2	Successful Bidder	Pax	1020	600.00	1 224 000.00	330 480.00	30% occupancy, 8 pax/group, 1 trip/day
Snorkeling Charters	Ad hoc	3	Successful Bidder	Pax	2000	400.00	2 400 000.00	648 000.00	30% occupancy, 8 pax/group, 2 trips/day
<b>Sub-total RFPs</b>							<b>5 894 000.00</b>	<b>1 591 380.00</b>	
<b>Event Licences</b>									
Fishing Competitions ~ Boats	Ponta do Ouro	2	Successful Licencee	Pax	50	1600.00	160 000.00	43 200.00	
	Ponta Malongane	1	Successful Licencee	Pax	25	1600.00	40 000.00	10 800.00	
	Maputo-based	4	Successful Licencee	Pax	25	1600.00	160 000.00	43 200.00	
Fishing Competitions ~ Jetskis	Ad hoc	2	Successful Licencee	Pax	20	1600.00	64 000.00	17 280.00	

## FINANCIAL PROJECTIONS AND CONSIDERATIONS [30]

Activities	Location	Number of Operations	Name	Unit	Number	Gazetted Fee (MT/pax)	Projected Licence Fees (MT Annual)	Projected Licence Fees (R Annual)	Specific Assumptions
Bonfires	Ad hoc	12	Successful Licencee	Event	12	6 000.00	72 000.00	19 440.00	Fees to be determined
Weddings	Ad hoc	12	Successful Licencee	Event	12	16 000.00	192 000.00	51 840.00	
Music Festivals	Ad hoc	1	Successful Licencee	Event	1	24 000.00	24 000.00	6 480.00	
Expeditions	Ad hoc	1	Successful Licencee	Event	1	24 000.00	24 000.00	6 480.00	
Filming	Ad hoc	2	Successful Licencee	Days	2	24 000.00	96 000.00	25 920.00	Twice a year for 2 days a time
Photography	Ad hoc	2	Successful Licencee	Days	2	16 000.00	64 000.00	17 280.00	
<b>Sub-total Event Licences</b>							<b>896 000.00</b>	<b>241 920.00</b>	
<b>TOTAL</b>							<b>39 199 440.00</b>	<b>10 583 848.80</b>	

### General Assumptions and Considerations:

2011 data on passengers utilised where available (rounded)

Licence fee to remain the same for the 5 year period

It has been assumed that none of the diving/snorkling operations have exclusive sites - the annual dive concession therefor does not apply

## APPENDICES

## APPENDIX 1: LAUNCH AND MOORING SITES AND AREAS



Figure 7: Ponta do Ouro Launch Site



Figure 8: Ponta Malongane Launch Site



Figure 9: Ponta Maderjanine Launch Site

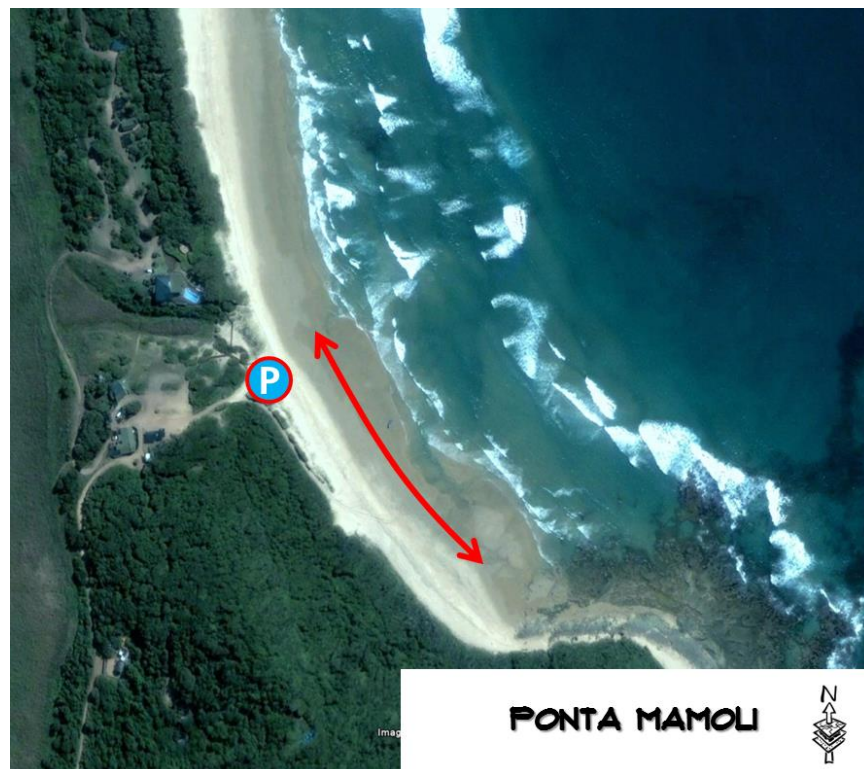


Figure 10: Ponta Mamoli Launch Site



Figure 11: Ponta Techobanine Launch Site



Figure 12: Ponta Dobela Launch Site



Figure 13: Ponta Milibangala Launch Site



Figure 14: Ponta Chemucane Launch Site



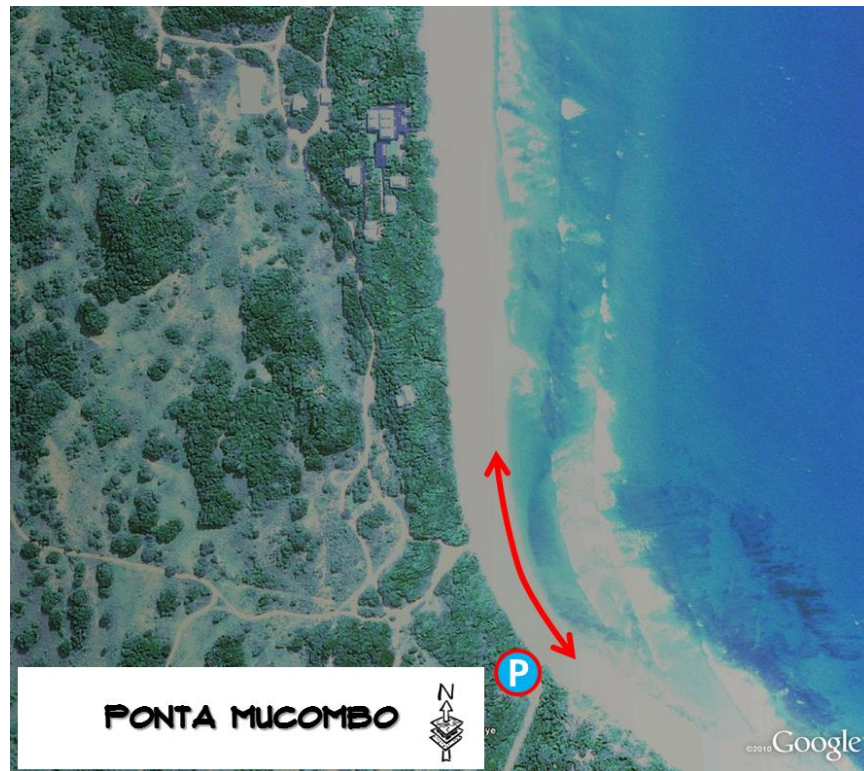


Figure 15: Ponta Mucombo Launch Site



Figure 16: Ponta Abril Launch Site



Figure 17: Santa Maria Launch Site



Figure 18: Bay Area Cabo Santa Maria Mooring Area

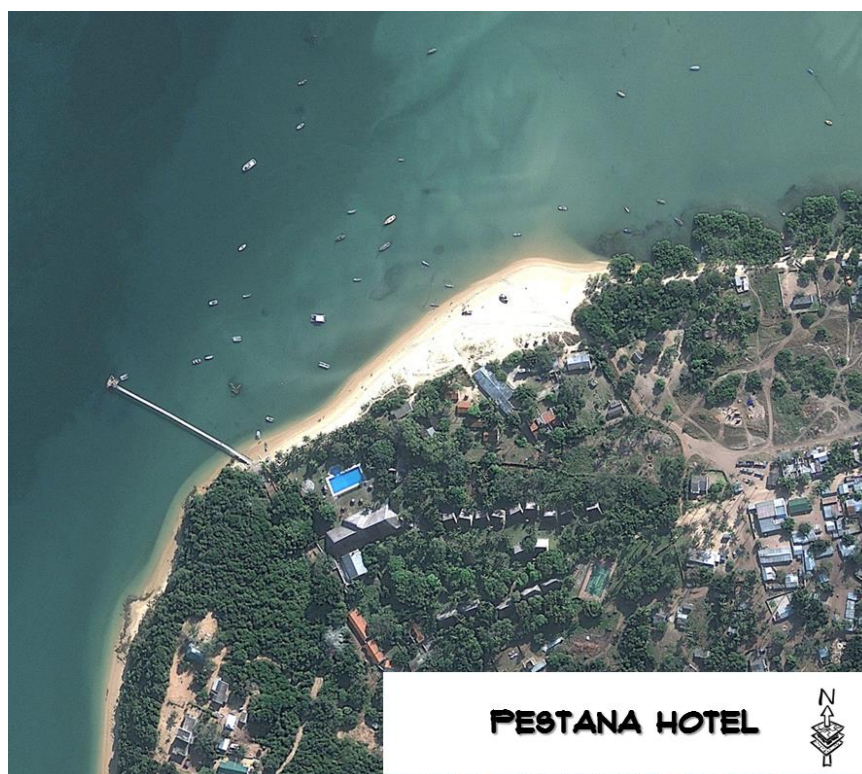


Figure 19: Pestana Hotel Mooring Site

## APPENDIX 2: ACCOMMODATION FACILITIES THAT ADVERTISE BEACH AND SEA-BASED ACTIVITIES

Table 4: Facilities that Advertise Beach and Sea-based Activities

Location	Facilities	Fishing	Scuba	Marine Mam.	Snorkel	Surfing	Jetski	Kite-surf	Wind-surf	Turtles	Horses	Boat	Kayak	Marine Biology Mus.	Water-ski	Sand-board
Ponta do Ouro	Hotel Phaphalati	x	x	x	x											
	Coconut View		x		x											
	Turrigane Self Catering	x	x	x	x											
	Tree Tops Lodges	x	x	x	x					x	x					
	Praia Do Ouro Sul	x	x													
	Tartaruga			x	x											
	Ntsuty Lodge	x	x		x											
	Motel do Mar			x	x											
	Kaya Kweru	x			x	x										
	O Lar do Ouro		x		x											
	Brittlestar	x	x		x	x	x	x			x	x	x			
	Simply Scuba		x				x									
	Casa Madeira	x	x	x							x					
	Turrigane Lodge	x	x	x	x											
	Devocean Dive		x													
	Nkumbe Eco Estate	x		x	x	x		x			x					
	Areia no sapato	x	x	x	x											
	Nons tempos	x	x	x	x											
	Casa Bella	x	x	x	x	x	x	x								
	Casa do cumming	x	x		x	x	x									
Sea views	x	x		x		x	x									
Shady summers	x	x			x	x	x									
Thembe lodge		x	x	x	x		x									
Walkersway	x	x		x	x	x	x									

Location	Facilities	Fishing	Scuba	Marine Mam.	Snorkel	Surfing	Jetski	Kite-surf	Wind-surf	Turtles	Horses	Boat	Kayak	Marine Biology Mus.	Water-ski	Sand-board
	The Whaler		x													
<b>Ponta Malongane</b>	Parque de Malongane			x	x		x					x				
	Hotel Phaphalati		x	x				x								
	Tartaruga Luxury tented camp	x	x	x	x					x						
	Ponta Malongane holiday resort	x	x		x			x								
	Ponta Malongane self catering houses	x	x	x				x								
	Ponta Malongane top tree lodge				x						x					
	Harrita Lodge	x	x	x	x		x	x			x	x				
<b>Ponta Mamoli</b>	Ponta Mamoli resort	x	x		x	x		x	x	x						
	White Pearl Ponta Mamoli	x	x	x	x					x	x		x			
	Tembe Lodge	x	x													
<b>Machangulo</b>	Machangulo Beach Lodge	x	x	x	x	x	x									x
<b>Santa Maria</b>	Ponta Torres-Nhanguane Lodge	x			x		x	x	x				x			
<b>Inhaca Island</b>	Pestana Inhaca Lodge	x			x							x		x	x	
	Inhacazul Lodge	x	x		x							x				
	Manico Camp	x	x	x	x							x	x	x		
	Nahyeeni Private Lodge	x	x	x								x	x	x	x	
	Ross Ramos Camp	x	x		x											