CONFIDENTIAL B2B NET RATE DECK (2026 / 2027)

Cushites Expedition — East Africa Ground Handler & DMC

Tanzania Circuit: Safaris, Kilimanjaro & Zanzibar

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Partner Confidentiality Notice: These rates are wholesale Net Rates strictly reserved for authorized travel trade partners (B2B). All prices are in USD ($) and inclusive of applicable government taxes and VAT.

1. Ground Handling & Vehicle Charter Rates (Per Day)

Includes custom 4x4 Safari Land Cruiser, professional English-speaking driver-guide, unlimited game drives, fuel, fridge, charging ports, and passenger insurance.







	Vehicle / Service Type	Low Season (Apr - May)	High Season (Jan-Mar, Jun-Oct, Dec)
	4x4 Safari Land Cruiser (Max 7 pax)	$280 / day	$330 / day
	Private Airport Transfer (JRO / ARK)	$60 / vehicle	$70 / vehicle
	Professional Multi-lingual Guide Surcharge	$30 / day	$30 / day

2. Sample B2B Package Net Rates (Per Person, Sharing)

Note: Rates vary based on accommodation tier (Comfort 3★/ Premium 4★/ Luxury 5★).

A. The Big Five Safari (4 Days / 3 Nights)

Tarangire - Ngorongoro Crater - Lake Manyara / Serengeti

	Group Size (Pax)	Comfort (3★)	Premium (4★)	Luxury (5★)
	2 Pax	$1,250	$1,680	$2,450
	4 Pax	$980	$1,410	$2,180
	6 Pax	$890	$1,320	$2,090
	Single Supplement	$180	$320	$550



C. Conquer Roof of Africa — Mt. Kilimanjaro (Machame Route 7 Days)

Includes: Park fees, WFR guides, porters, cooks, high-quality camping gear, rescue fees.

Group Size (Pax)	Net Rate Per Person
1 Pax (Solo)	$2,250
2 - 3 Pax	$1,850
4 - 6 Pax	$1,680
7+ Pax	$1,550





D. Zanzibar Bliss Add-On (4 Days / 3 Nights)
IIncludes: Airport transfers, Stone Town tour, Spice Farm visit, Sunset Dhow Cruise.

Hotel Category	Net Rate Per Person (Sharing)
3★ Beach Resort (e.g., Kendwa/Paje)	$420
4★ Boutique Resort	$680
5★ Luxury Beach Villa	$1,250

3. Terms & B2B Booking Conditions

- **Validity**: Valid for bookings made for travel between January 1, 2026 – December 31, 2027.

- **Inclusions**: All park entrance fees, transit fees, crater fees, conservation levies, government taxes, private 4x4 transport, AMREF Flying Doctors emergency evacuation insurance, full-board accommodation on safari.

- **Exclusions:** International flights, visas, tips/gratuities for guides/porters, personal travel insurance, alcoholic beverages (unless specified by lodge).

- **Payment Terms:**

a. 30% deposit upon booking confirmation.
b. 70% balance due 30 days prior to arrival.

- **Cancellation Policy:**

a. >60 days prior: Full refund minus bank processing fees.
b. 30–59 days prior: 25% cancellation charge.
c. o <30 days prior: 100% cancellation charge.