

Unrushed. By Nature.

Four reasons to sell Ilora.

A private safari camp in the heart of the Masai Mara · For our travel partners

WHY THIS DECK EXISTS

You already sell the Mara. This is about which camp.

Most of what follows is verifiable before you send anyone, and all of it is the sort of thing a client asks about after they have booked.

4.9

Tripadvisor, 134 reviews

50

staff for 35 guests

14

suites. Never more.

0

gate transfers. We are inside.

Everything in this deck is written so that it can be repeated to a client, word for word.

Four things. Nothing else you need to remember.

- | | | |
|----|---------------------------------------|---|
| 01 | Where we are | Central part of the reserve. North of the Talek. |
| 02 | How we are built | Ninety-five per cent untouched. Solar. Our own farm. |
| 03 | How we look after people | Seven hundred square feet, fifty staff, six cuisines. |
| 04 | What there is beyond the drive | Observatory, cinema, photography, the farm, the children. |

O N E

The richest game in the Mara.
And almost nobody watching it.

The central part of the reserve, north of the Talek, five kilometres from the main Mara River crossing.

The location does the selling.

A TYPICAL MORNING

AT ILORA

OUTSIDE THE RESERVE

Transfer to the park gate

None. We are inside.

40–90 min

Then driving to find game

Minutes

A further 40 min

Time with a single leopard

An hour, engine off

Whatever is left

Back in camp by

Mid-morning

Lunchtime

No park gate to reach, because the camp is inside. The drive begins where your client wakes up.

Conservancy quiet. Reserve game.

Agents are used to a trade-off: the reserve for the wildlife, a conservancy for the space. North of the Talek you do not have to choose.

The game

Prime Mara. No conservancy and no corner of the reserve carries this density of resident lion, leopard and cheetah. Five kilometres from the main river crossing.

The traffic

Day trippers and tour groups come up from the south and the gates. They do not reach here. Four or five vehicles at a good sighting, not twenty.

Resident, not seasonal

Prides hold this ground year-round. A leopard lives in the woodland behind camp. Your client is not depending on the migration to have a week worth talking about.

What that means for you

The wildlife of the reserve with the space of a conservancy — which is the trade-off your client is usually asked to make, and does not have to here.

T W O

Thirty acres.
Barely on the land.

Ninety-five per cent of it left exactly as it was.

The part your client will ask about.

95%	Left as forest	Less than five per cent of thirty acres carries any structure. Suites sit on raised decks; no suite looks onto another.
100%	Solar	The camp runs entirely on solar. No generator noise at dawn.
Every tap	RO-purified water	Drinkable throughout the camp. No plastic bottles.
2 acres	A working farm	Half of what a guest eats is picked that morning, thirty acres away.
Ongoing	Conservation & community	A share of every stay supports the Mara-Meru Cheetah Project and the Mara Predator Conservation Programme. Maasai employment and sourcing throughout.

T H R E E

Fifty staff.
Thirty-five guests.

Roughly one and a half people looking after every guest in camp.

Seven hundred square feet, and nobody overlooking it.

The suite

700 sq ft. Private veranda, bathtub and ensuite, outdoor shower. Raised deck. No suite sees another.

The camp

Pool immersed in bushland. Spa in-tent or open-air. Gym. Sky deck with star bed. Photo lounge with editing stations. Library.

Access

Wheelchair accessible throughout — rare in the Mara, and a real answer when an agent has a client who needs it.

The vehicle

One guide and one vehicle to a party. A sighting lasts as long as your client wants it to.

Six hundred dishes. Six cuisines. No set menu.

Most camps serve one chef's idea of dinner. We asked guests instead, and rebuilt around what they actually eat at home.

600+ dishes across six cuisines — Indian, Italian, Continental, Chinese, Middle Eastern, African

8 chefs and ten helpers, in a fifteen-hundred square foot kitchen

Half of the fruit and vegetables picked that morning from our own farm

4 days the oldest any meat in the kitchen has ever been

Anywhere at the table, on your veranda, by the fire, or out in the bush — at the hour you choose

Jain, halal, vegan, gluten-free and allergy requirements are cooked here daily, not accommodated grudgingly.

F O U R

A great deal here
that is not a game drive.

Which is what turns three nights into four, and a good trip into the one they talk about.

What your client will actually talk about.

Celestial observatory

Two telescopes and a smart scope resolving nebulae in real time, under some of the darkest sky on earth.

Your photographs

A resident photographer shoots your client's safari and their portrait, edited in-stay. No session fee.

For children

Junior Rangers, bead making with Maasai women, a naming ceremony, and childminding from six until ten.

Cinema under canvas

A thirty-foot open-air screen beside the fire. The bush making its own soundtrack.

Farm to table

Walk down with the chef, pull it out of the ground, watch it cooked at the pool. It is lunch, not a demonstration.

After dark

Fireside tales, a bush sound bath, sundowners wherever the light is best, and a star bed with no roof.

THE COMMERCIAL POINT

Twenty-three experiences. None of them extra.

Your client is never handed a bill in camp. They are never asked to decide whether something is worth the money while they are on holiday.

The only separate charges: the balloon safari, the spa, the star bed and a private bush dinner.

At most camps at our rate, walking safaris, photography, bush breakfast, children's programmes and evening childminding are all line items. Here they are not — which means your client's final bill is the one you quoted.

Who to put on this camp.

Families & multigenerational

Short mornings that end in camp. Childminding, Junior Rangers, sole use for the whole family. A camp that works for a nine-year-old and a seventy-year-old on the same drive.

Photographers & enthusiasts

A resident photographer, a photo lounge, vehicles fitted for it, and time on subject instead of time in transit.

Discerning first-timers

Three nights that have to deliver, close to the game, and a founder often in camp. The safe choice that still feels special.

Clients who ask about sustainability

Ninety-five per cent untouched, fully solar, no plastic, own farm, named conservation partners. Answers rather than adjectives.

WHEN TO SEND THEM

Strong game, every season.

Jun – Oct

PEAK · COOLER & DRIER

Open plains, dry conditions, the migration crossings may occur. Busiest and most sought after.

Nov – Mar

WARM · SHORT RAINS

Calving Nov–Dec, superb birdlife, cats with cubs, quieter camp. Our honest pick for families.

Apr – May

GREEN · LONG RAINS

Lush, fewest vehicles, preferential rates. Value and solitude.

Resident game is strong year-round. The seasons change the light and the price, not the wildlife.

WHEN YOUR CLIENT PUSHES BACK

Answers you can give with confidence.

“Isn’t the Mara crowded?”

South of the Talek, near the gates, yes. We are north of the Talek, in the central part of the reserve. Day trippers and tour groups do not come this far. Four or five vehicles at a sighting, not twenty.

“Is it right for our children?”

It is built for them. Short mornings, childminding, Junior Rangers, a naming ceremony. Families are the heart of the camp.

“Will we see the Big Five?”

Lion, leopard, elephant and buffalo are close to routine here. Rhino are scarce and nobody should promise them.

“Can you guarantee the migration?”

No — and anyone who does will embarrass you. We place them where the odds are best and say honestly what those odds are.

We would rather lose a booking than have you defend a promise we made.

WHY THIS CAMP HAS A FACE

Built by a wildlife photographer.

Alankar Chandra spent twenty years photographing this landscape before building anything on it. A National Geographic Your Shot award and a BBC Wildlife Photographer of the Year shortlisting. Every photograph in Ilora's collateral is his own.

“I came to know the Mara as a student, not a visitor. Ilora is what I learned.”

A founder often in camp — and, for the right client, founder-led photographic expeditions.

STANDING

Known by the people who matter.

Preferred Hotels & Resorts

HIP Hotels

ATTA

4.9 / 5

Member

Hotels Worth Knowing

African Travel & Tourism Association

Tripadvisor, 134 reviews

AS SEEN IN

Travel + Leisure · Economic Times · Travel Weekly · NDTV

WHAT IS IN IT FOR YOU

Easy to sell. Easy to book.

Trade terms held for everyone

Consistent terms for all partners. We do not undercut you direct, and we do not give a better rate to the agent who shouts loudest.

Ready to forward

Proposals, rate sheets and galleries built to be sent to your client as they are, with no editing.

One named contact

A named reservations team, same working day. We make you look fast.

Come and see it

We host partners as our guests, year-round. Nothing we tell you survives being read the way the camp survives being seen.

A circuit from 2027

Kenya and Tanzania from one relationship, on the two best pieces of ground in the ecosystem.

Let's put your client on the ground.

Send us your dates and we will hold space, build a proposal, and — when you are ready — host you to see it for yourself.

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EVERYTHING IN ONE PLACE

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