

# explora and The Mantis Group form strategic partnership

explora and The Mantis Group have entered into a partnership to expand their boutique portfolio to South American territories. explora specialises in experiential travel to South America's most remote areas.

Sprung out of a collective consciousness towards offering unique travel experiences and of the careful preservation of its destinations, The Mantis Group and explora share a similar business ethos and client demographic and look forward to a fruitful partnership together.

"The Mantis Group is thrilled to welcome three very special properties into our family with explora," said the group's founder Adrian Gardiner. "This is the Mantis Group's first foray into South America and to enter with such a prestigious collection | explora is an honour. Together we will welcome guests from around the world to explore this amazing continent with three very different experiences in Chilean Patagonia, the Atacama desert and the Easter Islands. This will be a fantastic journey for both groups. Mantis is committed to working with like-minded people who share our vision for once-in-a-lifetime experiences, which are in keeping with the Mantis credo: Conserving a vanishing way of life.

## In-depth exploration

Since its inception in 1989, explora has established itself as a revolutionary way of travelling to the remote regions in South America where the focus is on in-depth exploration of the surroundings and the luxury of the essential. Its three lodges - in the Chilean regions of Atacama (Hotel de Larache), Patagonia (Hotel Salto Chico) and Easter Island (the LEED-certified Posada de Mike Rapu) - and Travesia Expeditions perfectly complement The Mantis Collection's specialist collection of African game reserves, boutique hotels and luxury adventure and yachting experiences across Africa and Europe. Together they form a collection of some of the world's finest retreats; each selected and inspired by remote and distinctive locations that recognise the importance of wildlife, natural beauty and individuality, as well as exploration and discovery.

## Family-run companies

With similar philosophies, explora and The Mantis Group are family-run companies that invest heavily in the preservation of unique cultural heritage and the natural environment. This new partnership will allow collaborative sales and marketing efforts to a like-minded client base to raise global awareness and increase sales.

"We believe our new partnership with Mantis will yield positive results for explora's market penetration in key social niches, while broadening our client base and promotion capacity," said Jesús Parrilla, commercial vice-president of explora. "We are impressed with Mantis' management team, high standards, expertise and connections within its preferred regions, and look forward to a smooth and expanded sales operation as a result."

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