



KILIMANJARO: PRICING EXPLAINED

Do not select a company strictly based on price! Price should be only one component in your overall decision. Prices vary significantly between operators, however high prices and low prices should both be viewed with caution. A recommended operator is required to satisfy all park fees, pay real wages to staff, supply good food and equipment, while still providing great service to their clients. Please see a sample breakdown for the Machame Route below:

Kilimanjaro Machame Route Pricing Breakdown:

Kilimanjaro Machame Route trek actual cost:

A 7 day Machame route climb for one person, taking one guide, one cook, and 3 porters (assuming the crew is paid the Kilimanjaro National Park Authority (KINAPA) recommended wages.

Please Note:

- **The ratio of porters to one hiker is 3-4 porters.**
- **Two guides minimum for 2 – 4 hikers.**
- **Crew wages are the standard basic minimum, some operators pay their crew less - this should be observed with caution, as your crew are the major determining factor of whether you have a successful summit or not!**

Kilimanjaro Machame Route Park fees (1 Climber, 5 Crew):

Description	Quantity	Unit Price (USD\$)	Total (USD\$)
Rescue fee	"One-off" payment	20	20
Conservation fee	7 (days)	70	490
Camping fee	6 (nights)	50	300
Crew park entrance fees	5 (crew members)	2	10

TOTAL 7 DAYS KILIMANJARO MACHAME ROUTE PARK FEE FOR 1 CLIMBER & 5 CREW: US\$820.00

**7 DAYS KILIMANJARO MACHAME ROUTE PARK FEE FOR 1 CLIMBER & 5
CREW WITH 18% VAT TOTAL :US\$967.60**

Kilimanjaro Machame Route Crew Wages (5 Crew):

Description	Quantity	Unit Price (USD\$)	Total (USD\$)
Porters	3	US\$70 (for 7 days)	210
Cook	1	US\$105 (for 7 days)	105
Guide	1	US\$140 (for 7 days)	140

**7 DAYS KILIMANJARO MACHAME ROUTE WAGES FOR 5
CREW TOTAL: US\$455.00**

**Kilimanjaro Machame Route Food & Transport Costs (1
Climber, 5 Crew):**

Description	Quantity	Total (USD\$)
Food for 1 person & 5 crew	7 days	150
Transport to/from Kilimanjaro National Park Gate	2 way	80

**7 DAYS KILIMANJARO MACHAME ROUTE FOR 1 CLIMBER AND 5 CREW, FOOD
& TRANSPORT TOTAL: US\$230.00**

GRAND TOTAL:

Description	GRAND TOTAL (USD\$)
7 DAY KILIMANJARO MACHAME ROUTE GRAND TOTAL FOR 1 CLIMBER, 5 CREW (GRAND TOTAL INCLUDES: PARK FEES, CREW WAGES, FOOD AND TRANSPORT)	1,652.00

The grand total above describes all the actual costs to climb Kilimanjaro via the 7 day Machame route for 1 climber with 5 crew members. **Any excess above the grand total is the operator commission.**

KEEP IN MIND: Equipment provided by Exuberant Kilimanjaro Safaris is included in the excess (operator commission) above the grand total. This includes the following: Dining / Mess Tents, Camp Chairs, Camp Tables, Eating Utensils, 4-season Sleeping Tents, Thick Mattress, Emergency Oxygen, Pulse-oximeters, Canvas Stretchers, First-aid - Trauma & Medicine Kits, Mobile Phones &

radio calls.

PLEASE NOTE:

- Obviously if there are more climbers, some costs such as food, wages, and transport can be divided between the group thus making total costs cheaper per individual.

Mind you, all operators have significant running costs such as a US\$2,000 per year Kilimanjaro Operator license, VAT, office costs, website maintenance, office staff etc.