

**Stejos Tours
& Travels**



Experience, Relive, Remember

STEJOS TOURS AND TRAVEL LIMITED

INTRODUCTION

Stejos is a tour and travel company specializing in intimate and unforgettable tours with a passion for tourism and an urge to positively impact the society. For the past three years we have taken up the challenge of demystifying the tourism industry and we have so far been successful in creating a lifetime of experiences and memories for all our clients.

We are one-stop source for travel advice you can trust, travel news you can use, and inspiration to get you started on or just dreaming about your next trip. Stejos Tours has been venturing into new geographic arena and unexploited destinations, while equipping you with the essential know how's for getting you there with the least amount of hassle, knowledge to help you maximize every cent you spend and making utmost effort to make the best deal available to its clients.

We pride ourselves on working closely with our clients to plan events that they are proud to be hosting. Our customized services and packages are based on each clients needs hence no event is the same as the other. Through this we have had referrals from our clients with a client retention of over 60%.

We plan events of all nature with a special focus on destination events.

What exactly do we do?

Stejos brings you in comfort to the spirit of adventure.

Kenya has the most spectacular settings, rich in dramatic scenery and natural beauty,

Our Safari packages ensure that you travel through stunning landscapes, challenge yourself with adrenalin- fueled adventures at Mount Kenya, Mt longonot ,TableMountain; to the wild expanses of the Masai Mara and Amboseli to witness the drama of the bush unfolding around you and sun-bathe as you relax at the beach in the coastal waters

We work with you to create a tailor-made trip to fit the interests of your group, booking whatever combination of travel services to fit your plans and budget. Including this

- A relaxing vacation with elegant natural scenery.
- Enjoy the quiet countryside life with romantic aromas.
- Exciting bicycle ride on the major kenya national park i.e hellsgate.
- Appreciating treasures of the most popular towns in kenya.
- Teambuilding/Conferencing/Roadtrips/camping in the wild.
- The African safari experience
- Offer Transport
- Hotel Booking/Ticketing

Why We Do What We Do

- **Passion:** We are passionate about travel hence our Core objective is to grow and sell brand Kenya through the 'Tembea Kenya Initiative'. This campaign sensitizes Kenyan citizens to support domestic tourism.
- **Opportunity :**We tap into the growing youth middle class that knows little about what the country has to offer in terms of destinations and activities.
- **Fitness :** We realize the importance of fitness hence we incorporate zumba in most of our events . We have a professional zumba fitness instructor which makes us stand out with how we carry out the zumba activities
- **We are a movement with a purpose:** We focus on leaving an impact in every society that we visit, leaving the place better than we found it this can generate into economic growth.
- **Oneness:** Travelling brings people from all walks of life and this enhances cohesion and peace

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OUR PORTFOLIO

Our portfolio show cases some of the events that we have undertaken the past 3 years. We have treated our clients to amazing experiences leaving them yearning for more.



Portfolio Cont...

All White Beach Zumba at Chale Island in Diani

Chale Island, a magical fusion of nature and comfort with elegance. Our clients were the first ever big local group of domestic tourists to be hosted at this private island. To top it all off we had the first ever beach zumba on the island that has three cascading pools with the third pool touching the indian ocean



Hype Alive Portfolio Cont:

A visit to Hells gate National Park and first inaugural Aqua Zumba at Olkaria hot spa

Clients were treated to a detailed tour of the Hells Gate National Park, visiting the Devil's Kitchen that has hot water springs and the Devil's Bedroom which is a gorge that is designed like a standard bedroom. This visit was then followed with the first ever Aqua Zumba to be held at the Olkaria hot spa. Where clients got to relax and take part in an intense Aqua Zumba class.





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Muthaiga Golf Club End of Year Party



Our Clients enjoying our services.



Why Does It Matter

- Kenya is one of the heavens in the world. The vast variety of flora, fauna and landscapes has attracted people from all over the world. This makes tourism a major backbone to the economy.
- Studies have shown that one of the major factors slowing uptake of domestic tourism in Kenya is lack of awareness of the existing tourist facilities. Studies have also shown, that contrary to dominant opinion, tourism facilities in Kenya are many and affordable to Kenyans. We exist to bridge the gap between Kenya's undiscovered gems and Kenyans keen on exploring these gems but have limited info about them. We just don't tell you about it, we take you there and let you be one with nature.



HIDDEN GEMS IN KENYA

- Some of the destinations not known to many:
 - Chale Island in Diani
 - Nthenge Njeru falls in Embu
 - Olkaria Spa in Naivasha
 - Eliye Springs in Turkana
 - Elephant Maternity in Laikipia and Gaketha in Tharaka Nithi.
 - Ngare Ndare Forest in Mt Kenya



How did i start the company?

In my 2nd year(2012) in Campus, I needed something to distract me from my programming career ,being a great lover of life, nature, with my travel and exploratory character I embarked on a travel project, I had a quite big list of places(my dream travel itinerary) I wanted to visit ,so I started planning events for my friends in campus, I didn't have a vehicle to facilitate my transport so by bringing my friends together the cost would go down. Fast forward to 2013 I was broke and I needed money to facilitate my travels since my family was already complaining that am spending a lot of cash on my travels,so my mum told me to rely on my allowances.So I really needed a plan B.I shared the idea of starting a business to get cash to facilitate our travels to my friend who was at Kenyatta University, at that point I knew we were good to go since I used to do all the dirty work when planning those events,shop around for transport ,meals,guides etc she liked the idea and she proposed we use our names as the Business name,thats why the name (Stejos Tours and Travel)Stellamaris/Jossy.

All along no one could point out what we were upto,our idea was we plan this events and be part of them without using our allowances we were not interested in profit making. Later we realized this was a business opportunity since we had so many young people willing to join our events....so we launched domestic packages to undiscovered tourist destinations targeting the youth,who have traditionally been shunned by the industry, we set out to market the country through low cost packages to entice the young people.Kenyans were not keen on exploring their country but that is fast changing.

When MKU Enterprise Academy opportunity came, whose motto is “transforming job seekers to job creators” with the ultimate aim of aiding the Kenyan youth participate in job and wealth creation through nurturing innovative business ideas as well as commercialization of innovations to address socio-economic challenges of our society. I pounced on it and was among the first 9 Apprentices.

With the training in the MKU Enterprise Academy coming in at the right time, I changed my ways of operation. By that time my partner chose to take a different career path so we parted ways.

The company is fully registered under company act(Cap486), And am now making the Kenyan dream true by giving livelihoods to young people! By creating employment.

We are Located at Kenya Cinema Plaza, Moi Avenue 5th floor Suite G-1

SUCCESS STORIES

- We have managed to handle over 6,000 clients locally since inception.
- We have managed to plan and organize trips for 546 clients to Tanzania, 70 clients to Rwanda, 60 clients to Dubai just to mention a few.
- Our largest group of client was 120 pax to Mombasa.
- We have managed to handle over 20 team buildings and travel Logistics for reputable companies **i.e Faulu Bank, Kenya National highway Authority, Muthaiga Country Club, Fida Kenya, Nithi Water and Sanitation, Jubilee Insurance, I Choose Life Africa among others**
- We were recognized by Kenya Tourism Board for exemplary work in Marketing Kenya this Year.
- We have created employment to 5 young Kenyans ,and indirectly created employment to over 30 drivers and tour guides who handle our clients

What are the challenges you have faced so far?

- Stiff competition from established players in the industry.
- A limited financial base compared to the major players in the industry.
- Lack of a reputation in comparison to our competitors.



IMPACT OF GEA

The 600,000 funding helped me setup the company that includes having a physical location and the office setup.

The Mentors I was priviledged to meet gave me an oversight of what to expect in the business world.

The programme prepared me wholly to face the world that is with the help of the trainers my business plan was ready when I was leaving the incubation, I had a better view of how best to run a company, was aware of the expectations and had a rough idea of the challenges I might face.

FUTURE PLANS

On progress, we are broadening our coverage by expanding into additional markets. One of the main service we aim at providing; is to become a destination management company that brings alive the magnificence of this country to the traveller. This will be done by co-coordinating the traveler's entire experience from hotel bookings, safaris and tours, greeting and porter services and to tour packages and incentives. However in doing so we will strive to ensure that it is compatible with the existing products and company personnel. As time progresses the intention will to provide a world tour package covering the whole world.



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