



RUNWAY TO RAILWAYS 2026

CONNECTED
GROUP

The Captain's Lounge

A private branded hospitality suite, strengthened by Connected Intelligence.

Host the relationships that already matter to your organisation, and discover the connections that could move your business forward.

PER LOUNGE

R100 000

PER LOUNGE, EXCLUDING VAT

CAPACITY

One Captain + up to 10 guests

24 OF 30 LOUNGES REMAIN AVAILABLE.

One product. Three layers of value.

Three layers, delivered as one experience: a branded environment, a hosted guest journey, and the intelligence that makes the room commercially useful.

The Lounge

A dedicated, branded environment from which your organisation can host clients, partners, prospects and strategic stakeholders.

The Hospitality

A professionally managed guest experience designed to create comfort, attention and the right conditions for meaningful conversation.

Connected Intelligence

A strategic profiling and connection layer that helps your guests understand who else in the room may be relevant, and why the conversation could matter.

The lounge creates the setting. Hospitality creates the trust. Intelligence creates the opportunity.

Your place in the room

The Captain's Lounge gives your organisation a visible, defined place within Runway to Railways.

A dedicated environment for hosting and conversation.

- A base for hosting important clients and stakeholders
- A meeting point for new and existing relationships
- A comfortable setting for more focused conversations
- A physical expression of your organisation's brand
- A destination to which relevant guests can be directed

Rather than moving through the event without a clear base, your team has a space from which to receive people, hold conversations and manage its presence throughout the evening.



Your brand receives more than visibility. It receives a physical address inside the event.

A lounge shaped around your brand

Each Captain's Lounge is professionally designed, installed and personalised within the Runway to Railways event environment.

- One private Bedouin-style hospitality lounge
- Professional lounge design and set-up
- One planning consultation with the event stylist
- A customised branding treatment within the standard production scope
- Branded guest touchpoints
- One exclusive Captain's Wings credential for the lounge host
- Capacity for one Captain and up to ten guests
- One lounge hostess allocated to the ten guests
- In-flight-inspired guest gift packs
- World-class canapés and refreshments
- Access to the confirmed event programme and entertainment

The wider event environment combines aviation-inspired design, rich midnight-blue and gold tones, considered lighting and premium guest service.

The result is a lounge that feels fully integrated into the Runway to Railways experience while remaining recognisably yours.

Bespoke fabrication, expanded branding, additional guests and hospitality upgrades fall outside the standard package and will be quoted separately.

04 — THE ENVIRONMENT

Aviation-inspired, Cape Town waterfront

The wider event environment combines aviation-inspired design, rich midnight-blue and gold tones, considered lighting and premium guest service.



Hospitality with a business purpose

Hospitality is not included merely as an event amenity. It performs an important commercial role.

A well-hosted environment encourages guests to:

- Stay longer
- Give the conversation their attention
- Engage more openly
- Spend meaningful time with your organisation
- Move beyond the limitations of a brief introduction

The people you already know

Clients, partners and stakeholders whose relationships you want to protect or deepen.

The people you should know

Relevant individuals identified through the wider Runway to Railways network.

Hospitality creates the space for a conversation. Connected Intelligence helps determine which conversations are worth creating.

Access alone is not enough

Runway to Railways is intended to bring together stakeholders from business, investment, infrastructure, aviation, rail, property, technology and government.

That creates access.

But access does not automatically create value.

A conventional guest list tells you

- Who is attending
- Their organisation
- Their title
- Their industry

Connected Intelligence helps establish

- What they are responsible for advancing
- What challenge is preventing progress
- What opportunity they are actively pursuing
- What authority, capability or market access they possess
- Why they may be relevant to your organisation now

A room can be impressive without being useful. Relevance is what turns access into opportunity.

07 — THE PLATFORM

The Connected Intelligence Platform

COMMERCIAL INTELLIGENCE COMBINED WITH STRATEGIC CONNECTION.

Before the event, participating guests complete a confidential strategic commercial profile.

It is a structured commercial brief designed to establish the guest's position within the broader business ecosystem.

THE SIX SIGNALS

01

Mandate

What is the person responsible for delivering, approving or influencing?

02

Need

What challenge, gap or priority are they trying to address?

03

Capability

What expertise, service, infrastructure, capital, access or solution can they contribute?

04

Influence

What can they approve, fund, procure, sponsor, introduce or facilitate?

05

Intent

What type of organisation, person, relationship or opportunity are they seeking?

06

Timing

Is the requirement exploratory, active or moving towards execution?

These signals create a more informed view of the room and help identify where a commercially relevant conversation may exist.

08 ——— WHAT YOU LEAVE WITH

What the product does for your organisation

The lounge is not measured only by attendance, brand visibility or hospitality consumed. Its greater value lies in whether your organisation leaves with:

01 Protect

Strengthen an existing relationship by hosting an important client, partner or stakeholder in a considered environment.

02 Open

Create a credible route to a new decision-maker, investor, client, specialist, delivery partner or strategic relationship.

03 Advance

Move a current priority, project, challenge or opportunity into a better-informed next conversation.

——— A stronger existing relationship

——— A newly relevant connection

——— A clearer commercial next step

The outcome is movement, from presence to relevance, and from relevance to action.

Your investment

The Captain's Lounge

One Captain + up to 10 guests

R100 000

PER LOUNGE, EXCLUDING VAT

CAPACITY

- One Captain
- Up to ten invited guests
- Maximum capacity: eleven people

HOSPITALITY

- One lounge hostess allocated to the ten guests
- In-flight-inspired guest gift packs
- World-class canapés
- Premium refreshments
- Access to the confirmed event programme and entertainment

LOUNGE AND BRAND

- One private Bedouin-style hospitality lounge
- Professional lounge design and set-up
- One lounge styling consultation
- Customised branding within the standard production scope
- Branded guest touchpoints
- One exclusive Captain's Wings host credential

CONNECTED INTELLIGENCE

- One strategic commercial profile for every registered participating guest
- Access to the Runway to Railways web app
- Analysis through the Connected Intelligence Platform
- Connection recommendations based on commercial relevance
- A commercial rationale behind recommended matches
- Suggested context for beginning relevant conversations

24 of 30 lounges remain available.

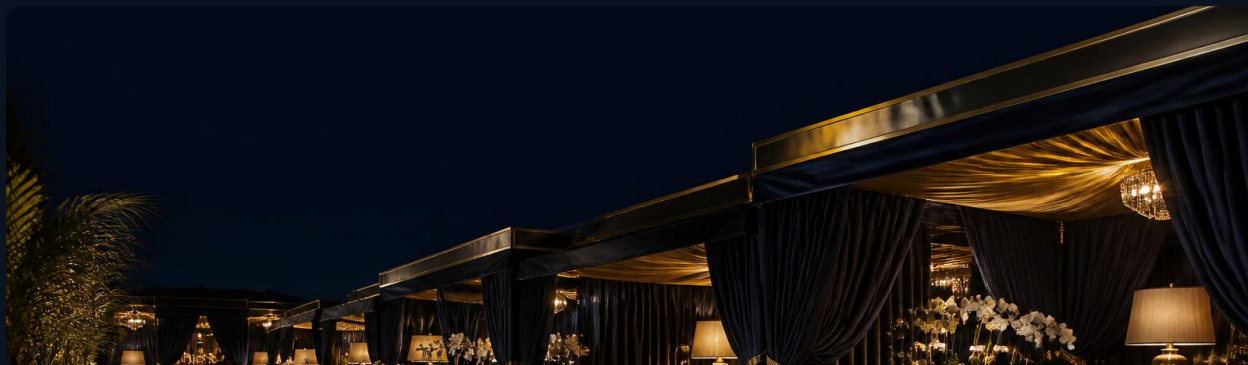
Reserve my interest

Submit your interest and a member of the Runway to Railways team will contact you to confirm availability and discuss the next step.

AVAILABILITY



24 of 30 LOUNGES REMAIN



How to reserve

Visit the microsite and submit the interest form. No payment is taken online. A member of the team will contact you personally.

Web: captains-lounge-hub.lovable.app/captains-lounge (<https://captains-lounge-hub.lovable.app/captains-lounge>)

Submitting interest does not constitute a confirmed booking or automatically place a lounge on hold.

Frequently asked

What is included in the R100 000?

One private Bedouin-style hospitality lounge with professional design and set-up, a styling consultation, a customised branding treatment within the standard production scope and branded guest touchpoints; hospitality for one Captain and up to ten guests including a lounge hostess, in-flight-inspired gift packs, world-class canapés, premium refreshments and access to the confirmed event programme and entertainment; and Connected Intelligence, including a strategic commercial profile for every registered participating guest, access to the Runway to Railways web app and connection recommendations based on commercial relevance.

Does the price include VAT?

No. The price is R100 000 per lounge, excluding VAT.

How many people does a lounge accommodate?

One Captain and up to ten invited guests.

Does submitting interest confirm my lounge?

No. It records your interest. The team will contact you to confirm availability and complete the booking process.

Can we customise our lounge?

A standard customised branding treatment is included. Bespoke fabrication, expanded branding and other special requirements are quoted separately.

Can we reserve more than one lounge?

Yes, subject to availability.

What is Connected Intelligence?

Connected Intelligence uses strategic commercial profiles to help participating guests identify people in the room who may be relevant to their mandates, priorities, needs, capabilities and opportunities.

Are commercial outcomes guaranteed?

No. The platform provides context and commercially relevant recommendations. The outcome of any conversation depends on the relevance, participation and decisions of the parties involved.



More than a place to sit. A better way to use the room.

The Captain's Lounge gives your organisation a dedicated place to host the people who already matter, a premium environment in which relationships can deepen, and greater context for beginning commercially relevant conversations.

Legacy in Motion.



Runway to Railways 2026

The Captain's Lounge

Contact details to be confirmed

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