

Abercrombie & Kent  
MICE





## MEETINGS, INCENTIVES AND EVENTS BY ABERCROMBIE AND KENT

At Abercrombie & Kent we have been delivering inspiring travel experiences for over 60 years. We've come a long way since pioneering the luxury safari in Kenya, equipped with nothing but a safari vehicle, a silver ice bucket and a thirst for adventure. Today we are the world's largest network of destination management companies, with over 55 offices in more than 30 countries.

As destination management specialists for meetings, incentives and events, we are committed to partnering with companies who strive to provide their clients with high quality travel experiences. That's why we have dedicated incentive specialists who invest time in researching new and innovative ideas, and tailor bespoke itineraries for groups of all sizes.

Intimate knowledge of our destinations, alongside our 'insider access' to the most sought-after events, are a standard for any A&K incentive trip. This, combined with the art of listening to our clients' needs and our understanding that no two events are the same, is what sets us apart in the world of incentives.

Here is a sneak preview of what we can do for you and your clients...



Geoffrey Kent  
Founder, Chairman and CEO

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 KEY OPERATING OFFICES

## WHY A&K DMCs

- Over 55 offices in more than 30 countries
- Operating for over 60 years
- Insider access: we can open closed doors that others simply can't
- Dedicated quality control staff throughout our DMCs
- Security and reassurance: our 24 hour contact lines enable you or your clients to pick up the phone at any hour and speak to our operating teams on the ground
- A robust infrastructure in place in each country, including our own vehicle fleets and guides in many destinations
- The ability to white label our product and operate entirely under our client's brand if requested
- Dedicated teams dealing in FIT, groups, MICE and special interest travel to ensure your clients are handled correctly





# UK AND IRELAND

A&K UK & Ireland offers more than 30 years of combined operational experience from our UK office, based in the heart of the Cotswolds, in the field of delivering exceptional Meetings, Incentives and Events. We have honed our MICE expertise whilst maintaining versatility by offering solutions throughout the UK & Ireland, offering thousands of years of



fascinating history, cultural experiences and a diverse range of outdoor activities. Our specialist knowledge allows us to seamlessly arrange group and incentive tours with the A&K exclusivity.

Our aim is always to maximise your time and leave the client feeling their event with us has surpassed expectations. We cover all aspects of the event, from the transport logistics to the finer details, such as flower arrangements and corporate gifts, while ensuring the brand of the client and/or incentive house is always at the forefront. We operate incentives for groups of any size, from VIP retreats to complex tiered incentive programs involving several hundred guests. We select all venues and activities to match the group size, aims and demographic, all of which have been experienced first-hand by a member of A&K UK & Ireland, imparting that extra confidence in every aspect of our arrangements. We are proud to have an inspiring collection of exclusive 'insider access' experiences - those special moments and unique interactions that offer our guests a greater level of connection with the local culture and chosen destination.

Charter the Royal Scotsman for an unparalleled journey through the Highlands, embrace Scottish tradition with a mini Highland Games, explore London in a classic Mini Cooper convoy, or design your own gin in a private masterclass set in the Cotswolds. We can create tailor-made itineraries, based on themes such as gastronomy, art, architecture and history. Our presence on the ground affords us the local knowledge and connections to make your clients' journeys truly memorable.



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from an immersive Renaissance party, complete with street artists, entertainers and traditional food, to recreating the famous party scene from the film *The Godfather*.

With our excellent local insight A&K Italy can tailor activities according to clients' interests, such as orientation days around Mount Etna, perfectly designed for motivational team-building, or a drive along the stunning Amalfi coast in vintage cars. Our unique 'insider access' moments include organising the exclusive opening of some of Italy's most impressive cultural sites, such as the Sistine Chapel and many notable palaces, and the private opening of art collections led by the

curator. Our impressive network of connections allows us to arrange a meeting with a famous Italian soccer player or a member of an esteemed Italian family. Whatever your client's passion or purpose for travel we can tailor every aspect of their trip accordingly.

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# ITALY

A&K Italy has more than 25 years of experience and knowledge of Italy as a destination for MICE, creating personalised events in which luxury is incorporated into every detail. From our office based in Florence we provide MICE services across every region of Italy including the key cultural destinations of Florence, Rome and Venice. With its great cuisine and hospitality, fascinating history and abundant culture Italy has a varied offering that is perfect for your MICE clients.

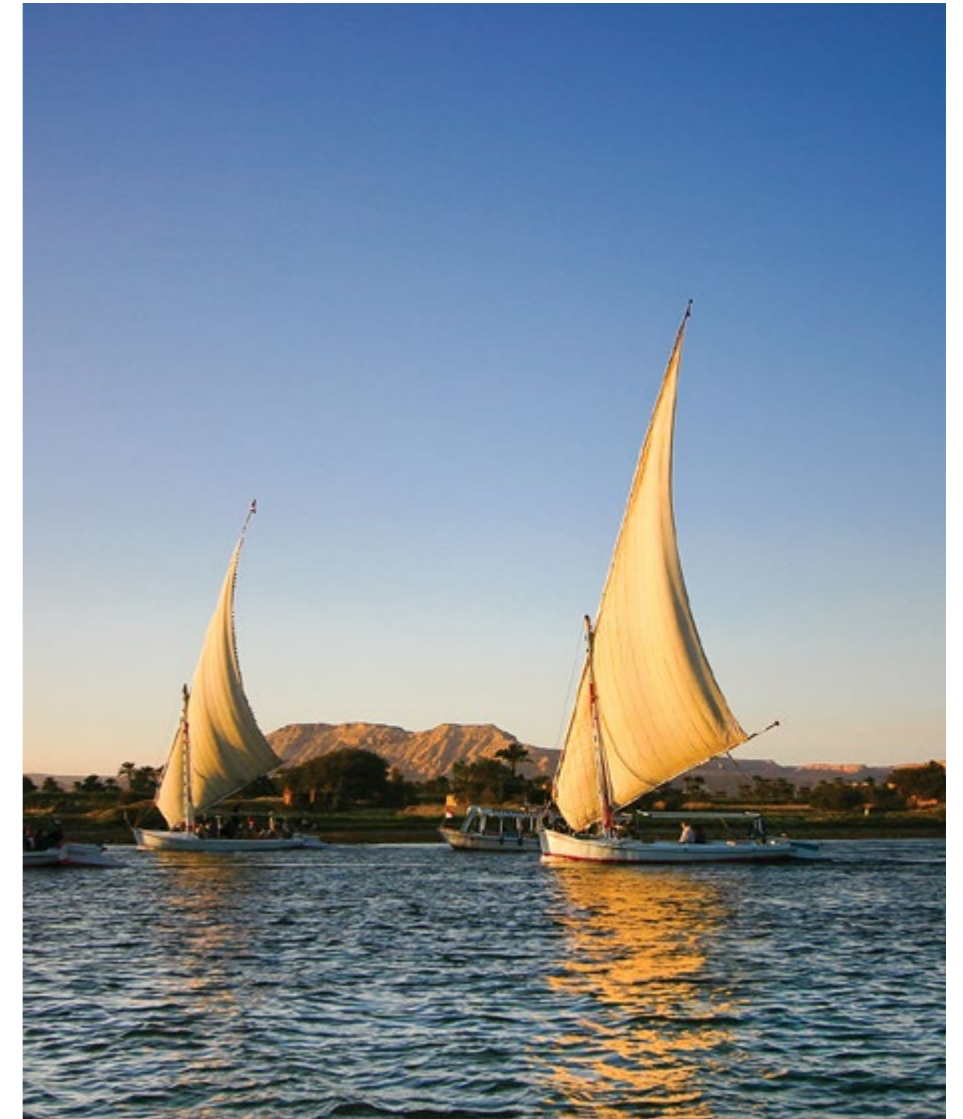
Our operational expertise ensures we coordinate every aspect of your client's experience, whatever the size of the group, from the inspection of venues, organisation of services, set ups and meeting rooms. We can also arrange bespoke branded material, such as luggage tags and welcome packs, and events can be documented through photography and video recordings.

Our professional knowledge and familiarity with properties enable us to select the right hotels for each group. Our dedicated production team design product launches, themed parties and gala evenings in modern and classic venues, taking care of every detail to create a truly unique and successful event. Dinners in spectacular locations include the Vatican Museum or amongst Roman ruins. Themed events can range





DINE IN STYLE WITH ONE OF THE WONDERS OF THE WORLD AS YOUR BACKDROP



# EGYPT

A&K Egypt has been looking after clients from all over the globe for over 30 years. Across Egypt we have nine offices with over 400 highly skilled and experienced staff, including our own multilingual guides, drivers and Egyptologists.

Our strength of infrastructure means we are equipped for handling conferences, incentives and events, whether it's for the top dozen directors of an organisation or a large scale meeting for over 800 guests. Our wide portfolio of former clients includes Xerox, BMW, Novartis, Coca Cola and Google.

Egypt is a country rich in history and home to a selection of the world's most famous

monuments, injecting culture into any trip. The versatility of Egypt today also means there is something for everyone; from golfing retreats to beach excursions and Red Sea snorkelling to desert safaris. On top of this, A&K's connections will give your clients exclusive access to places and events, including archaeological digs and themed dinners under the stars at the Pyramids in Cairo, by the Nile or at the sites of ancient temples.



Through our extensive network and longevity in Egypt, we have close relationships with the top hoteliers and conference facilities, providing us with excellent buying power for our clients.

Our incentives team are on hand to create an itinerary with the perfect balance of history, activities and insider access for your clients.

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RETIRE TO YOUR UNIQUE A&K MOBILE CAMP AFTER A CAMEL RIDE AND A SUNDOWNER ON THE HIGHEST DUNE, FOR AN EVENING OF AUTHENTIC MOROCCAN CUISINE AND ENTERTAINMENT



along with adventurous group activities such as desert 4x4 driving, camel trekking, zip wires and sand dune 'sundowners'. In our opinion, no incentive trip is complete without a 'wow' moment. Our Palm Grove gala dinner and exclusive mobile desert camp never fail to leave clients speechless. In the past we have seamlessly blended these qualities together to provide the likes of VW, Bosch and World Economic Forum with holistic Moroccan experiences.

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# MOROCCO

With offices in Marrakech and Casablanca, we have been operating in Morocco since 2008. We deliver incentives, meetings and events across Morocco, from activities in the Atlas Mountains, a cultural journey in Marrakech to an off-road adventure in the Agafay Desert. Our knowledge of the Moroccan product combined with our relationships with local partners means we can provide

logistics for small incentive groups of 10 guests to conferences and meetings for 1,000 guests. We cover every aspect of your client's requirements including accommodation, transport, charter flights and activities.

We start by listening to the needs of your clients to fully understand what is required. As local experts we then tailor

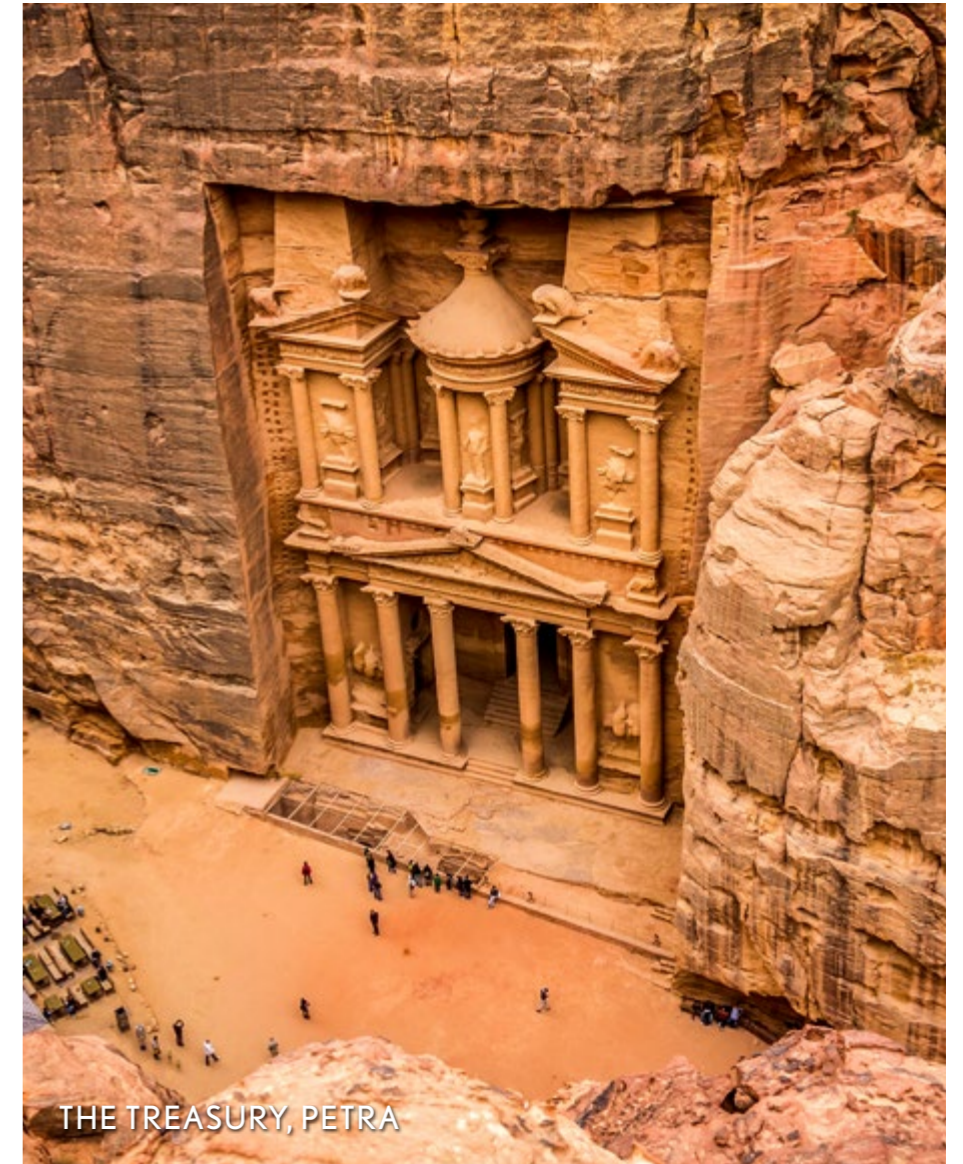


the Moroccan landscape to fulfil, and often exceed, your client's expectations. We believe luxury travel doesn't end outside the walls of a high end hotel and aim to immerse your clients in authentic cultural experiences.

We can arrange local activities such as belly dancing, spice tasting and pottery making. We can even arrange a special encounter of tea with local Berbers, an experience that clients find particularly memorable.

The Sahara desert and Atlas Mountains provide an idyllic landscape for team building





THE TREASURY, PETRA

# JORDAN

A&K Jordan has more than 20 years of destination management experience with an operations office based in Amman and over 20 employees. Our incentives specialists can organise the entirety of your client's trip, from the initial proposal right through to the minute details of the trip. Jordan, as a region, provides a versatile platform for all incentive and special interest groups. For those looking to discover the cultural history of Jordan, we can arrange lunch or dinner in traditional Bedouin tents in the Wadi Rum or private excavation tours in the Ancient Nabatean City of Petra.

For the more adventurous groups, mobile camping or adrenalin sports such as quad biking and horse riding are perfect activities for an incentive trip. Our insider access and extensive network in the region also mean we can arrange an array of exclusive activities that others simply can't; from an exclusive visit with a five-star breakfast at the Royal Stables to a tour with the Royal Photographer himself, from a meeting with a Jordanian wine producer to a special dinner under the starry sky of the Nabatean Little Petra, ideal for both small and large groups.



PRIVATE DINING AT THE ROYAL STABLES

From our experience, we know that our guides' local knowledge combined with exemplary service is a winning formula for the smooth running of an incentive. That's why we use only the best multilingual drivers and guides meaning we can ensure high quality control standards for our clients, who have previously included BUPA, American Express, Volvo, Porsche, Allianz Insurance and Generali Insurance.

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Sri Lanka's wealth of history, culture and nature enables us to conduct a range of imaginative incentive ideas from a cookery class with a renowned chef to a tea plucking competition in the Hill Country where your clients can make their own blend of Ceylon tea.

We will even label the winner's tea with their company name to take home as a keepsake. Let your clients explore the Dutch built Galle Fort on a treasure hunt or leave them to relax on the golden beaches of the Indian Ocean whilst witnessing whales and leopards in their natural habitats.

We combine our expert knowledge of Sri Lanka with our customers' thoughts and vision to plan the dream event. Our creative team can coordinate bespoke, themed events such as a fishing village themed beach barbecue complete with traditional fire walking ceremony and palm readers. We turn the beach into their very own fishing village for the night for a taste of the 'real' Sri Lanka.



For the ultimate 'wow' factor, we can arrange a private dinner on top of the Galle Ramparts. We have operated incentives for groups of 20 to 200 and in the past have handled

incentives for Schwarzkopf professional, Cofisanté, Thalgo, BF Goodrich, Beckman Coulter and BCN.

# SRI LANKA

Sri Lanka, historically known as "Ceylon", is called the pearl of the Indian Ocean by everyone who visits and for good reason. It truly is a paradise island boasting eight world heritage and nature sites, miles of golden sandy beaches, wildlife and game parks, and mountainous tea plantations.

## WHY A&K SRI LANKA?

- › A team of 25 with over 35 years of experience between them
- › Excellent relationships with suppliers to ensure competitive pricing
- › VIP treatment: from fast track service at the airport to the ceremonial welcome dance on arrival at the hotel

**&**

Treasure hunt by Tuk Tuk branded with your client's company name

Kandy Perahera Pageant recreated as your own private show

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creative expertise and flawless execution are the hallmarks of A&K's event management abilities. A highly skilled and experienced team of consultants complemented by a superb infrastructure network works towards designing impeccable conferences, summits, and events, tailor-made to clients' specific needs. Besides India, our services extend to Bhutan, Nepal & Maldives where we have equally strong operations.

Whether you are planning a conference, or an incentive program, a Himalayan odyssey to Mt. Everest, or would like to witness a Bhutanese Tshechu festival, or just a relaxing get-together in Maldives, our specialists will ensure that the design and execution of your client's trip is nothing short of perfect. Abercrombie & Kent has access to ancient forts, royal palaces, and other unique locations where we create an event of a lifetime!



A partial list of our clients includes the American Urological Association, Bose Corporation, Canon, Coke, Credit Suisse, Dior, GeHe Pharma, Gloria Jean's Coffees,

IBM, L'Oreal, Mckinsey & Co, Nestle, Novartis, Repsol, Tony Robbins, Total, Veuve Clicquot, WPO, YPO, among others...

# INDIA

If you aspire to create unforgettable memories for your clients that will leave a lasting impression, here are some of the top destinations you should explore! For a rich cultural experience with a vibrant history and culinary delights, India is a must-visit destination. The Eastern Himalayan kingdoms of Bhutan & Nepal offers majestic mountains that are breathtakingly beautiful and are loved by adventure enthusiasts. Maldives, on the other hand is a tropical

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paradise that's perfect for relaxation and water sports.

Abercrombie & Kent's award-winning India office has been at the forefront of creating memorable meetings, incentives, and events for over 35 years. Meticulous planning,





backstage access to the Peking Opera, access to the Emperor's residential palaces inside The Forbidden City and private cooking tutorials with a Michelin-starred chef.

Blanc, Washington University in St. Louis, Walt Disney, Time Warner, the Chicago Council on Foreign Affairs, the Young Presidents' Organization, and the World Presidents' Organization.

Given our more than 35 years of experience and being on-site in China we have built up a rich record of incentive events. We can work with a wide range of client needs from intimate events for small groups of 10 or more persons to larger groups of 300 - past clients include Boeing MacDonnell Douglas, Cartier, Credit Suisse, DreamWorks Pictures, Hugo Boss, JP Morgan, McKinsey, Mont

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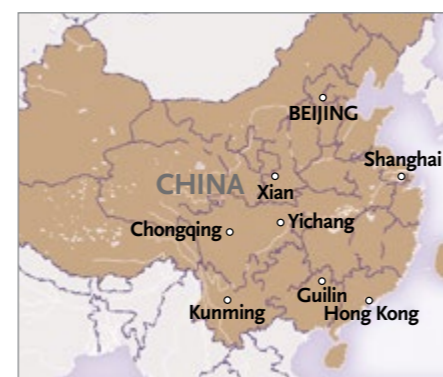
# CHINA

A&K China started its destination management operation in 1983 and now has three offices in Hong Kong, Beijing and Shanghai which support our operations across the region.

We have a dedicated incentives team which specializes in incentive tour programmes, team building and CSR programmes, conferences and themed party planning. Our MICE team will

look after every aspect of your client's trip: from the logistics of staffing solutions, hotel sourcing, conference arrangements and interpretation services to the finer details of corporate gifts and guest speakers. For VIP groups we can also offer elite airport services for both arrival and departure as well as private chartering arrangements.

Our experts will create an itinerary to suit your client's needs and preferences, such as an early



morning Tai-chi lesson in front of the iconic Temple of Heaven, or a soothing foot massage after a long day of sightseeing. For clients who

are looking to team-build we suggest activities with a local theme, such as Dragon Boat training or a sailing session on the Bounty, Hong Kong.

Through our longevity in China we have developed a deep infrastructure which, combined with our strong relationships with top suppliers, guides and hoteliers, enables us to provide our clients with the ultimate in quality and value. With A&K, your clients can make use of our exclusive 'insider access', giving them privileged access to sites usually closed to the general public. Your clients can enjoy sipping champagne on the Great Wall of China,



TERRACOTTA WARRIORS, XIAN



exercises framed against the backdrop of majestic Mount Fuji are some of the options available to interested groups.

The A&K incentive team has established a reputation as a leader in MICE experiences in Japan. Since the late 1980s we've held offices and representation in both Tokyo and Kyoto, bringing 35 years of valuable insight and experience to event planning and execution on the ground throughout the country.

Enjoy VIP seat reservations for sumo tournaments and exclusive visits to sumo training halls. Indulge in the culinary delights of Japan with reservations at world-class, members-only restaurants. Immerse yourself

in the beauty of Japan's famous gardens with guided tours led by top-level horticulturists. Discover the enchanting Kiyomizu-dera Temple in Kyoto with exclusive guided tours during closing hours. Unlock the secrets of art, history, and culture with personalized art gallery and museum tours. A&K aims to provide unparalleled MICE experiences in Japan for clients from all over the world.

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# JAPAN



Japan, steeped in ancient history, rich in cultural traditions that continue to thrive, and blessed with beautiful landscapes and iconic sites lends itself to memorable MICE experiences. Japan's rich history, from ancient traditions to modern innovations, provides a captivating backdrop for any event. The juxtaposition of historic temples, tea ceremonies, and traditional arts against the backdrop of futuristic cities like Tokyo offers a unique experience. This is supported by a strong infrastructure of hotels, transportation, restaurants, and sites that are used for MICE events - the variety is seemingly endless. Dinner held on the grounds of an ancient shogun's castle, a private sumo experience, or team building





hotels, restaurants, and event activities, guides, translators, simultaneous interpretation services, gala events, team building activities, and pre and post travel arrangements.

Explore the DMZ and JSA with expert historians, attend special lunch or dinner events with North Korean defectors, immerse yourself in traditional Korean arts at Gyeongbokgung Palace, get behind-the-scenes access to Korean drama productions, enjoy live performances by popular K-pop groups, and delve into

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Korean cuisine with a hands-on cooking experience led by a Michelin-starred chef. These are just a few examples of the exceptional experiences A&K offers in Korea.

# SOUTH KOREA

South Korea is the newest member of A&K's growing family of destinations where we provide MICE services. The country, over the past decade, has captured the hearts and minds of music and movie fans across the globe with its dynamic "K" culture.

Seoul is your gateway to the "K" experience - a city of 25 million called, "the world's most connected and wired" urban experience. In 1953 at the end of the Korean War Seoul was almost razed to the ground; today, just 70 years on Seoul is the "pop" culture capital of Asia and one of the global entertainment giants. Music, movies, television, fashion, and food - this is the Seoul of the 21st century. In addition to its many entertaining assets Seoul

has the infrastructure to make it all work for meetings, incentives, and travel experiences - five-star accommodation, major event space, state of the art transportation and communications, an international airport rated as among the best on earth, and wonderful food choices.

A&K in South Korea offers full MICE service - organizing and running meetings, sourcing





# TAIWAN

Once called, "Ila Formosa" (beautiful island) by the Portuguese and "Bao Dao" (Treasure Island) by the Chinese Taiwan is, in any language, one pretty place for a MICE experience. Located in the heart of Northeast Asia between Hong Kong and Japan, Taiwan is a dynamic destination home to 24 million people who lead the world in education (more graduate degrees by percent of population) and who provide the innovation and energy to an economy lead by high-tech and scientific research. For visitors, the island features beautiful landscapes, a favourable climate, a strong infrastructure, and a rich culinary



heritage drawn on more than four thousand years of Chinese tradition.

A&K has worked in Taiwan since the opening of our Hong Kong office in 1983 and over the decades has gained valuable MICE experience in helping organize and run meetings, incentives, and affinity group trips around the island.

While Taipei is typically the main focus of MICE visits to Taiwan, the island also offers exciting event options. Your adventure can include a private reception and after-hours tour at Taipei's National Palace Museum, which is renowned as the finest museum of Chinese art and antiquities in the world. Additionally, you can enjoy an exclusive cultural experience at the

National Performing Arts Center. Beyond Taipei, other cities like Taichung, known for its striking modern architecture, Tainan, the island's first capital with a history dating back 400 years, and Kaohsiung, renowned for its contemporary art and design, offer unique cultural and artistic experiences. Outside the cities, you can explore natural wonders such as Sun Moon Lake, Alishan, and the magnificent Taroko Gorge, which can be fantastic additions to any itinerary.

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multi-destination trip or making Singapore your sole destination, A&K is committed to providing exceptional experiences.

Our unique offers include exclusive guided tours of the National Art Gallery after hours, providing an intimate experience with renowned artworks. We also arrange private dinners and art performances in the gallery's courtyard

or exhibition areas. Collaborating with Singapore PHB, we offer visits to public housing projects, allowing insights into urban planning and the chance to engage with local residents. Additionally, explore Singapore's architectural designs with a feng shui master to understand the concepts behind unique structures.



# SINGAPORE

Singapore is not only a vibrant and cosmopolitan city but also a premier destination for MICE events in Asia. With its modern skyline, efficient infrastructure, and world-class facilities, Singapore offers a perfect setting for hosting successful business events. The city boasts iconic venues like Marina Bay Sands and Gardens by the Bay, providing unique and impressive spaces for conferences and exhibitions. Moreover, Singapore's diverse culinary scene, bustling streets, and rich cultural heritage offer a plethora of experiences for attendees during their leisure time. With its excellent connectivity, top-notch amenities, and a wide range of accommodation options, Singapore stands

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out as a top choice for businesses looking to create memorable MICE experiences.

A&K has been operating in Singapore since the 1990s, offering tailored planning solutions that showcase the diverse and inclusive cultural charm of this international city in Asia. Whether you are planning a





EXPERIENCE THE AFRICAN BUSH IN STYLE WITH A&K'S EXCLUSIVE MOBILE CAMPING

# EAST AFRICA

Over 60 years ago Abercrombie & Kent pioneered the modern day safari. For more than 20 years we have taken that experience and used it to create unbeatable incentive programmes. Our dedicated incentive specialists have an in-depth knowledge of East Africa as well as the recipe for a perfect incentive programme. One incentive specialist will handle your entire file, from initial contact through to the departure of the group. We have been handling incentives from all over the world for more than 25 years, each with a tailor-made itinerary and special touches that FIT clients would find almost impossible to replicate. We can comfortably handle groups from 15 to 180 guests on safari and up to 300 participants for conferences in Mombasa or Zanzibar.

A&K operates exclusive mobile camps in Kenya, an experience that is unique in a location specially selected and privately set up for your client. This product symbolises the African dream that everyone imagines, organised by A&K to the luxury standards that are only found in 5 star lodges.

Our Kenya operation has one office in Nairobi with over 100 staff including multilingual

guides and drivers. In Kenya the 'big five' are easily photographed and the sheer majesty of the high density of game overwhelms most that experience it. Witness the thousands of wildebeest crossing the Mara River from the peaceful sanctuary of a hot air balloon, ending the flight with a champagne breakfast on the savannah; eat fresh seafood aboard a traditional Arab dhow; watch the sunset over the Oloolooloo escarpment

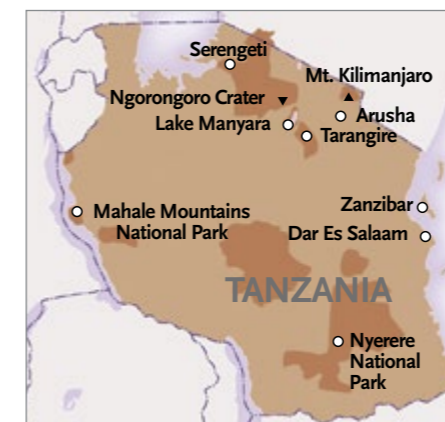


around a camp fire as our A&K guide regales you with stories from the Kenyan bush. These are the unique incentive moments that we can create for your clients.

Close to 40 years old, our Tanzania operation is based in Arusha. Over 100 staff including our own guides and drivers for our fleet of 45 vehicles make us fully equipped to handle incentive groups of up to 200 guests.

Tanzania remains an exclusive destination with top class accommodation and activities perfectly suited to large incentive groups. With some of Africa's oldest and best known tribes, like the elegant and proud Maasai or the Wahadzabe bushmen, authentic interactions are still possible. In addition to the traditional African safari, we can arrange gala dinners on private beaches in Zanzibar or even a James Bond themed night in the middle of the Serengeti.

For those incentive groups looking for a challenge, a Kilimanjaro climb is the ultimate adventure. We are the only international incentive specialist with a wholly owned ground operation on the mountain. Our dedicated management team reviews all aspects of your clients' climb and helps



determine which route is right for them whilst providing the highest standards of safety and service on the mountain.

Uganda, known as the 'Pearl of Africa', is untouched by mass tourism which makes it an amazing incentive destination. Gorilla tracking through the Bwindi rainforest is a captivating and unforgettable journey and the best wildlife experience we can offer for smaller incentive groups. Jinja, at the source of the River Nile, is an adventurer's dream with some of the best grade 5 whitewater rafting in the world. Uganda also offers exceptional game viewing in Murchison Falls and Queen Elizabeth

National Park and interaction with unique local cultures like the Batwa of Bwindi.

Some of the incentive groups we are privileged to have hosted include: Generali Seguros, MTC Retail, Hyundai, Technomag, Starbucks, Novartis, Swiss Privilege, IBM, Avon, Skoda, BMW, Kyocera and Mitsubishi.



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# THAILAND

Abercrombie & Kent is one of the few companies officially certified to deliver sustainable events in Thailand. With over 30 years of experience, our team of professional event managers, guides and drivers, work tirelessly to deliver inspiring and seamless incentive travel for groups of all sizes and for all occasions. We will work with you to tailor the best, most engaging itineraries for your group, bringing your event to life and ensuring everything runs smoothly on the ground. From the initial planning stages to a VIP greeting on arrival and throughout your entire event, A&K takes care of every detail.

Our long-standing presence in Thailand means our team has impeccable destination knowledge and can deliver unrivaled



experiences for your clients, giving them elite access to the most sought-after venues and services as well as an impressive selection of world-class hotels. Strwn with glittering temples and an abundance of exotic food, Thailand is the perfect choice for the culture-seeking incentive group. More than just ticking off the "must-sees," our journeys reveal the hidden gems and local charms of each destination.

Accompanied by our leading A&K guides, your group will be engaged and inspired as they witness the traditional Thai way of life along Bangkok's sprawling network of canals or stroll through the streets of Chinatown where an array of delicious delicacies as well as local arts and crafts are waiting to be discovered. Chiang Mai, now the second largest city in Thailand, has held onto its traditional, small-town charm and its picturesque mountain allure. Immerse in the culture of the ancient Lanna kingdom in

northern Thailand where you can interact with elephants in the hills, plant a tree in a royal project camp, visit local villages and offer alms to monks at a local temple. To complete the experience, we recommend an excursion to Phuket, where your group can enjoy the tranquility of the Andaman Sea and engage in a range of exhilarating activities such as kayaking, snorkeling and raft building.

Our success in Thailand includes clients such as Abbot Molecular, Paramount Events and Tetra Pak.

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# CAMBODIA

Delivering successful incentives, meetings and conferences in Cambodia since 2001, our experienced team offers a unique range of activities for your group. A country rich in history and heritage as well as warm and welcoming people, Cambodia makes a charming destination for any occasion.

From traditional almsgiving ceremonies with Buddhist monks to learning the art of Cambodian cooking or enjoying a gala dinner under the stars, our professional ground staff are ready to make your event one to remember. Take advantage of our network in Phnom Penh, which opens the door to a host of exclusive services and expands the possibilities for your group's dining and accommodation options. Learn how the French, the Khmer Rouge and other historical influences brought us the Cambodia we know today with a guided



walking tour led by a Cambodia specialist. At the end of the day, your group can unwind with a cocktail and dinner cruise at sunset, drifting serenely along the Mekong River and Tonle Sap Lake while enjoying a traditional Cambodian Apsara Dance performance.

In Siem Reap, with our destination expertise, your group can experience the famous UNESCO World Heritage Site of Angkor Wat at its awe-inspiring best. Watch the sunrise over the temple's iconic spires as the first rays of the sun wash the ancient stones with color and light. Then indulge in a champagne breakfast prepared exclusively for your group in a scenic spot within the archaeological zone.

We can also arrange a special visit to the jungle-enveloped temple of Ta Prohm where the Hollywood blockbuster Tomb

Raider was filmed, or a private helicopter tour over the expansive temples of Angkor and Tonle Sap Lake. More adventurous groups can ride into the countryside of Siem Reap on quad bikes or bicycles to enjoy stunning views of the sunset over paddy fields.

Our previous clients in Cambodia include Asia Society, Youth Presidents' Organization (YPO) and Fuji Xerox.

## Key contact details

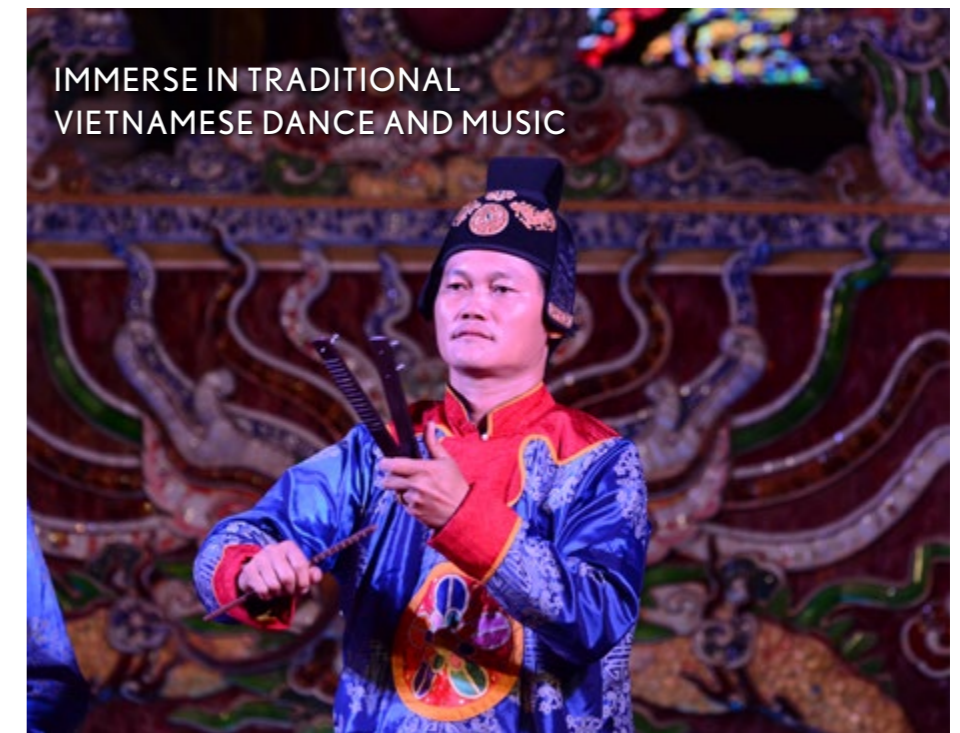
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DISCOVER THE COLORS OF HOI AN OLD TOWN



IMMERSE IN TRADITIONAL VIETNAMESE DANCE AND MUSIC



communities and help protect the nation's traditional arts, culture and traditions. For example, in Hanoi, your group can experience cooking Vietnamese cuisine with the team at KOTO (Know One, Teach One) Foundation, which provides a home as well as hospitality training for underprivileged youths.

Our team can arrange impressive F&B experiences including a spectacular gala dinner over a tranquil rice paddy in Hoi An or a floating sunset bar in Ha Long Bay. Dine in spectacular surroundings in a candlelit limestone cave or along the picturesque coastline while enjoying authentic Vietnamese food accompanied by classical, jazz or traditional Vietnamese music.

Our list of high-profile clients in Vietnam includes HSBC, Heineken, YPO and CEO Group.

# VIETNAM

With the beauty of nature, diversity of culture and the highest level of hospitality and service, Vietnam is an inspiring destination where east meets west. Established over a decade ago, our Vietnam office is based in Ho Chi Minh City with additional operational offices in Hanoi and Da Nang. Our incentive team is composed of destination experts who are dedicated and ready to meet your client's needs, no matter the size of the group or the complexity of the request. Our team will ensure all aspects of your client's incentive trip is covered, including securing the best rates with the top



## EXPLORE COLONIAL HERITAGE IN HO CHI MINH CITY



hotels across Vietnam to taking care of small details such as personalized welcome letters for each group on arrival. With an impressive repertoire that includes everything from gala dinners to cocktail receptions, exhibitions, live entertainment, jeep excursions, private cooking classes and traditional dance and fashion shows, our well-connected team has access to the best venues and services for your event. Your clients can experience the best in Vietnamese hospitality, cuisine and architecture with our range of hand-picked venues such as the ornate Temple of Literature, an 11th century building restored by UNESCO, the stunning Botanical Gardens of Hanoi or the Colonial History Museum in Ho Chi Minh City. Working closely with local organizations, we offer a range of rewarding activities that support disadvantaged

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CYCLE THROUGH LUSH RICE PADDIES



Our offerings are tailored to provide your group with a distinctive array of experiences. Whether it's scenic bike rides through East Bali's volcano valleys and tropical rainforests or private yacht charters to world-renowned diving and snorkeling sites, our professional ground staff is dedicated to ensuring your event becomes a cherished memory.

building activities, cycling through picturesque rice fields and discovering hidden waterfalls. Let us curate an unforgettable experience for your group, weaving together the cultural tapestry and natural beauty of Indonesia into every moment.

Our distinguished clientele in Indonesia includes reputable names such as Marcopolo and The Met Art Group USA.

Leverage our extensive network in major Indonesian cities such as Jakarta, Yogyakarta and Bali to unlock exclusive services and broaden your group's dining and accommodation choices. Benefit from Insider access to indulge in unique experiences like a private dinner at the museum accompanied by a Kecak or Barong dance performance and picturesque picnic lunches with breathtaking views.

Immerse your group in unforgettable moments, such as guided tours led by our experts and a walk in the rice terraces with a Balinese priest. Explore the intricacies of Balinese daily life and farming or embark on an adventure with a private catamaran charter to an island paradise. Engage in a hands-on cooking class, participate in corporate social responsibility initiatives like mangrove reforestation and turtle releases and even contribute to building a school. In addition, strengthen your workforce with Balinese team-

# INDONESIA

Indonesia, with its rich history, cultural heritage and warm hospitality, serves as an alluring destination for any occasion. A&K has been orchestrating successful meetings and conferences across the country since 2017.



EXPERIENCE A BUDDHIST BLESSING AT BOROBUDUR TEMPLE



ENGAGE IN COOKING CLASSES

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# ARGENTINA

Our DMC in Argentina opened in Buenos Aires in 2005. From a diverse landscape of desert, jungle and Pampas grasslands, our incentive specialists have a never ending choice of activities to tailor-make the perfect trip for your clients. The Gaucho culture, the art of tango,



the abundant wildlife and the rich food and wine, make for a vibrant incentive trip. Our incentive specialists work tirelessly researching new and underground ideas for you and your clients and have a wealth of knowledge of the newest restaurants, venues and latest must-see sights. We can cater for large groups of up to 500 guests in and around Buenos Aires, and for smaller groups we can venture into the smaller, lesser known areas of Argentina. Our past incentives have included private opera performances and private polo matches. We have also created clients their own winter Olympics, DJ master classes and kayaking on the stunning lakes of Argentina. As with all our South American DMCs, we can white label and brand our chosen hotels under your clients' company name. We have previously operated a number of successful incentive trips for Jaguar, Porsche, Canon, VW and Camel.





natural and cultural heritage sites, we are able to provide our corporate clients with the tailored experience they are looking for. From sophistication and relaxation to culture and adventure, Brazil has it all. And

of course, we combine all of this with the very best venues, hotels, tours and activities allowing for lifelong memories.

Whether we are organising tours for large meetings or smaller incentives, whether our clients need the sophistication of Rio, the wilderness of Manaus or the multicultural Salvador da Bahia, our experienced staff will be delighted to create a memorable incentive trip for your clients.

# BRAZIL

Our Brazil DMC opened in December 2016 in colourful Rio de Janeiro to deliver the best luxury incentive experiences in one of the world's most exotic destinations. Combine stunning beaches, bustling cities and the world's largest rainforest with a well-organised incentive programme, backed by our knowledge and experience as well as the prestige of the world's best-known group of Destination Management Companies. As South America's largest country and with the highest number of UNESCO



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client's incentive trip, be it adventure, flora and fauna or culture that interests your group. For the intrepid explorers we can arrange sand boarding, quad bike races across the Atacama desert, trekking in the Andes and private horse races at one of the best vineyards. For those groups seeking a more traditional way of enjoying their surroundings we can arrange outdoor Patagonian barbecues and Chilean winetasting in the mountains where your clients can even harvest grapes to make their own wine. In our opinion every incentive trip needs a 'wow' moment, and

what better way to do this than a surprise during lunch or dinner, an A&K specialty. In the past we have arranged surprise opera singers, dinner beneath the stars and breakfast at sunrise in the Tatio Geysers.

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 Tel: +56 2 2334 5087

# CHILE

Our DMC opened in Chile in 2001, with an office in Santiago. Since then we have been working hard on creating memorable incentives for small groups of 15 guests to large conventions and incentive groups of up to 300 guests. Boasting 91 national parks, nature reserves and natural monuments, five UNESCO World Heritage Sites and 204 volcanoes, Chile is a natural playground of lakes, mountains, forests, desert and glaciers. The diverse landscape makes Chile an ideal location to host your





piano, dine in an 18th century hacienda, straddle the equator or raft through the Ecuadorian cloud forest. For smaller groups of up to 100 we can arrange incentives in the Galapagos Islands. Treat your clients to the most biodiverse islands in the world where they can come face to face with a giant tortoise, snorkel with sea lions and walk in the footsteps of Darwin across the volcanic landscape. From our experience we know that a high level service combined with guides' local knowledge and a network of influential contacts is the perfect combination

for delivering a seamless incentive. That's why we use only the best multilingual drivers and guides meaning we can ensure high quality control standards for our clients.

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# ECUADOR

With an operations office in Quito, we have been delivering inspiring incentives since 2004. Rich in Incan and European history, home to 1,500 bird species and a landscape made up of 29 national parks, eight volcanoes and four World Heritage sites, Ecuador is the perfect incentive destination for culture seekers, wildlife enthusiasts and those in pursuit of an adventure. We can arrange mainland incentives for groups of up to 200 guests where they can enjoy lunch accompanied by a tenor opera singer and his







MACHU PICCHU



over the mysterious Nazca lines or a Dakar 4x4 experience through the sand dunes of Paracas. With A&K your clients can enjoy gala dinners set in Inca grounds or taste Peruvian food with a private cooking demonstration from local celebrity chefs in Lima. For groups looking for adventure we can arrange river rafting through the Andes or mountain biking along the scenic Sacred Valley. For a truly local interaction, guests

can visit a community close to Chinchero town to learn about the daily activities of the native Andean people. Our local connections mean your guests can even meet the local experts, including Andean weaving experts, museum curators or have a private lecture on Inca architecture by renowned archaeologists.

We are committed to providing high levels of service, and our quality control team ensures that our clients are always greeted by the best guides and in the best available vehicles. Our local expertise will be experienced throughout your client's trip, from their suggestions in the initial itinerary planning to the wealth of knowledge that our guide will share with them on their trip.

# PERU

Peru was our first South American DMC opening in 2000, with two offices in Lima and Cusco. We have a specialist multilingual incentive department encompassing a creative team, proposals and pricing specialists, expert file handlers, and a dedicated operations team, to meet the needs of every type of incentive group. We can accommodate groups of up to 300 guests, or create more intimate incentives for your 10 executive board members. Peru offers a vibrant playground of possibilities for incentive groups.

Listed in the world's top ten biodiverse hot spots, Peru is home to 16 national parks, 28 climates, six national sanctuaries and nine World Heritage Sites. We specialize in delving into the true

culture and diversity of Peru. Our local experts will create an itinerary to take your clients off the beaten track, giving them experiences that they can't find elsewhere. The A&K difference can be



experienced throughout your client's stay, from the traditional singing and dancing welcome as they arrive, the turndown pillow gifts they find as they return to their room, the private charter



## Key contact details

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All of this is complemented by our commitment to offering the finest accommodations, whether you prefer international luxury or proudly Colombian properties. Add to that the convenience of excellent international airports, and our unwavering attention to logistics and detail, and you have the recipe for unforgettable incentives and journeys to cherish.



# COLOMBIA

Nestled amidst moorlands and caressed by Caribbean beaches, cradled by majestic mountain ranges, and scented with the aroma of coffee, Colombia is a destination that ignites your senses with its vibrant colors, captivating backdrops, and exquisite flavors. Experience the thirst for Colombian Encanto, where all these wonders converge seamlessly with the expertise of our local team.

At A&K Colombia, our dedicated team of travel professionals are true aficionados of this land, having explored it passionately. They understand how to curate experiences that cater to all interests. Picture yourself exploring the flourishing natural beauty of Los Llanos and the Amazon, wandering the charming squares of Bogota and Medellin, strolling amidst lush gardens and intricate sculptures, or dancing through the lively streets of Cartagena to the infectious rhythm of salsa music.



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# COSTA RICA

As a renowned MICE destination, and home to many venues acknowledged as the world's best for incentive travel, there is only one thing that would bring Costa Rica to an even higher level, organizing your trip with A&K. As the newest A&K DMC in Latin America, our Costa Rica team brings a lot of energy, fresh ideas and passion that, combined with A&K's classic cocoon of

luxury, will make of this trip something to remember for years to come.

With impressive natural beauty, and a wide variety of outstanding travel services, we have all the tools to cater for your MICE experience in Costa Rica. From the best venues in San Jose to team building activities in the Tico forests



or relaxing afternoons in the Caribbean coasts, the gift of this country is something that your clients will be thanking you for years!

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CRYSTAL

# Exceptional Events at Sea



Create your own stories aboard Crystal. Our two ships *Crystal Serenity* and *Crystal Symphony* recently had a top-to-toe refurbishment, and we now have one of the leading space-to-guest ratios in the industry. Nine fully *customizable* dining venues on each ship, including the only Nobu restaurant at sea, offer a broad and *versatile* range of spaces for your events, whether you are looking to host an intimate sit-down meal or a cocktail party on deck. All this is underscored by our *award-winning* warm and intuitive service, which is lauded throughout the cruise world.

Their team can fully customize any excursion, and creative *exclusive* experiences for team-building exercises or private groups.

OUR ONSHORE *EXPERIENCES* ARE CURATED BY ABERCROMBIE & KENT, *RENOWNED* LEADERS IN GLOBAL TRAVEL FOR MORE 60 YEARS.



## WHY BOOK AN EVENT WITH CRYSTAL?

Two beautifully recently refurbished ships

One of the highest space-to-guest ratios at sea

Nine restaurants serving all-inclusive, award-winning food and drink, including the only Nobu restaurant at sea

Large, fully customizable public spaces for infinite opportunities for social gatherings

One of the largest theaters at sea based on guest capacity, with state-of-the-art technology

Customizable itineraries ranging from 5 to 14 nights

Unique, immersive, and fully customizable shore excursions powered by our parent company A&K

Unlimited satellite internet connections, ensuring rapid connectivity for multiple devices per person

A high number of identical suites broken into four categories, plus connecting suites ideal for families

All gratuities included



