Abercrombie & Kent

MICE



MICE **DIGITAL EDITION 1**

MEETINGS, INCENTIVES AND EVENTS BY ABERCROMBIE AND KENT

At Abercrombie & Kent we have been delivering inspiring travel experiences for over 50 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 50 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





HOLYROOD HOUSE, SCOTLAND

EUROPE

A&K Europe 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 Europe, with a major focus on the UK and Ireland. Europe remains

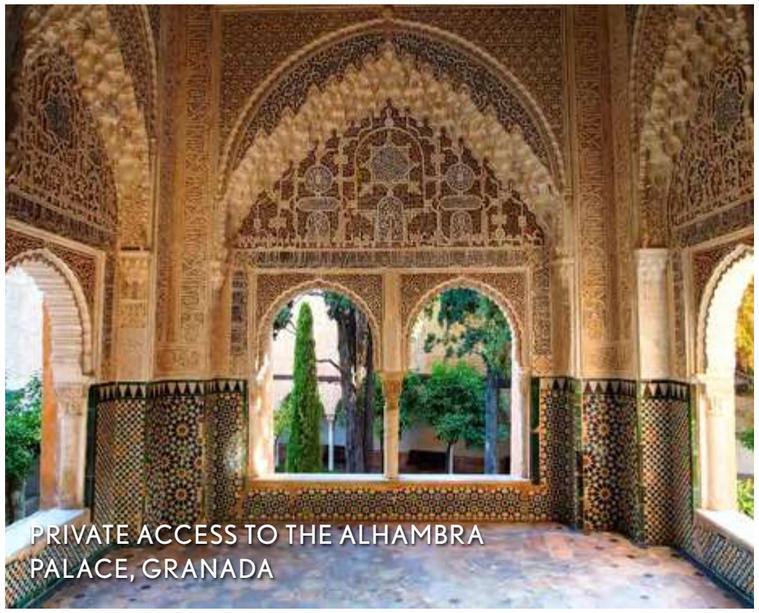




a travel epicentre, offering thousands of years of fascinating history, world-class architecture and a diverse range of activities. Our knowledge of the European travel infrastructure, our creativity and our operational expertise allow us to seamlessly arrange group and incentive tours. Our aim is always to maximise your time and leave the client feeling their event with us has surpassed KPI 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 hand-pick 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 Europe, giving confidence, both to us and you, in every aspect of our arrangements. With strong relationships with Europe's best hotels, you can rest assured that your clients will reside in style during their incentive trip to Europe with A&K.



PRIVATE ACCESS TO THE ALHAMBRA PALACE, GRANADA

Technology such as state-of-the-art event management apps are a part of our standard offering. We also provide a personal insider's touch, from knowing about the hottest new restaurants to the greatest entertainment offerings. Our in-depth knowledge of Europe allows us to provide imaginative solutions to meet and often exceed client expectations. All offerings are executed to the very highest standards and at a competitive price.

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 intimacy with the local culture and chosen destination. Play golf with a former Ryder Cup captain, enjoy a private tour of the Palau de la Musica Catalana and the Prado Museum, or embrace Scottish tradition with a mini Highland Games (a perfect team building activity). We can create tailor-made itineraries, based on themes such as gastronomy, art, architecture and history. And we can also arrange exclusive entry to world-class attractions.

Our presence on the ground affords us the local knowledge and connections to make your clients' journeys truly unique. The high-quality service of our incentives has previously been experienced by the likes of Coca Cola, Sasol and the National Geographic Society.

Key contact details

For a sample itinerary, quote or to simply find out more please contact:

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EXCLUSIVE BACKSTAGE ACCESS AT THE BOLSHOI THEATRE







RUSSIA

Our Russian DMC has been operating since 2008, with two offices in Moscow and St Petersburg and a team of hand-picked, multilingual travel consultants, guides and tour directors. Our incentive experts are constantly researching the latest events and locations in Moscow and St Petersburg and will share their local knowledge with you to create the optimum MICE solutions for your client. We ensure that our incentive groups experience the opulence of décor and highest quality of service in Russia, through our hotel and event locations.



For gala dinners, we can arrange a number of spectacular venues; your clients can enjoy an elegant dinner in one of St Petersburg's most exclusive private palaces, dine like a Tsar in the historic interiors of a famous Russian restaurant featuring traditional Russian cuisine and Cossack entertainment, or enjoy a candlelit dinner cruise on the Neva River and admire the principal sites of St Petersburg, wonderfully illuminated. As local experts with an extensive network, our team are on hand to make local restaurant suggestions, recommend the best shows in town and also conjure up unique incentive moments that cannot be googled, using our 'insider access'. Our past incentives have included a visit to a Cold War bunker escorted by an ex-KGB spy, backstage access to the Bolshoi Theatre and a Russian classical ballet evening in a private palace. Past clients who have experienced the service of Abercrombie & Kent Russia include Harvard University, Stanford University and Berkeley College.

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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 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.

Key contact details

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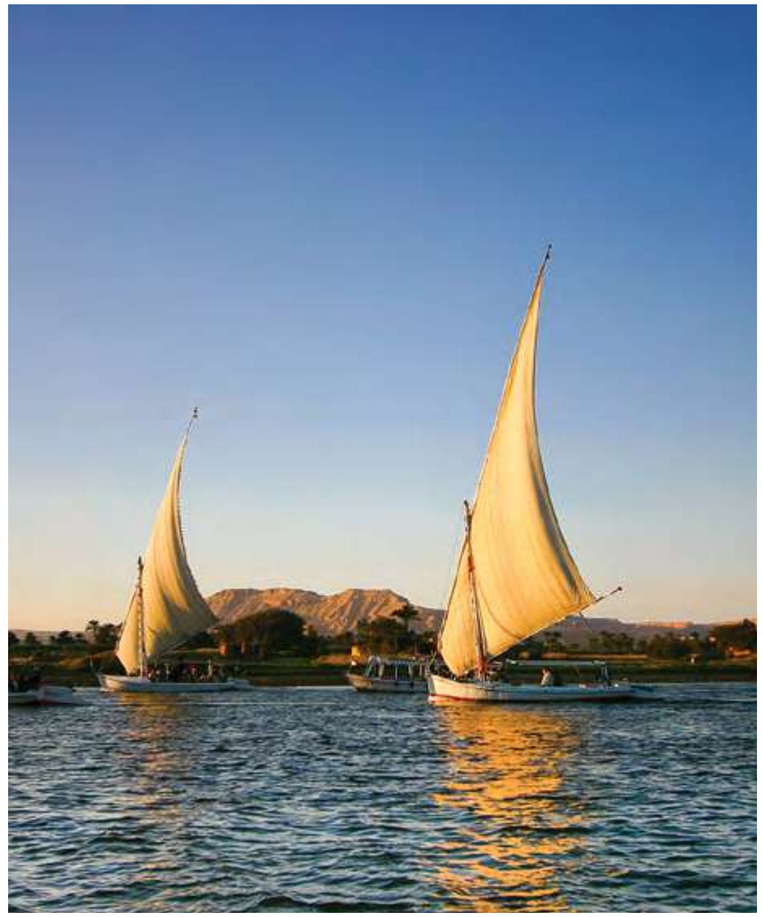
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DINE IN STYLE WITH ONE OF THE WONDERS OF THE WORLD AS YOUR BACKDROP



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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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.



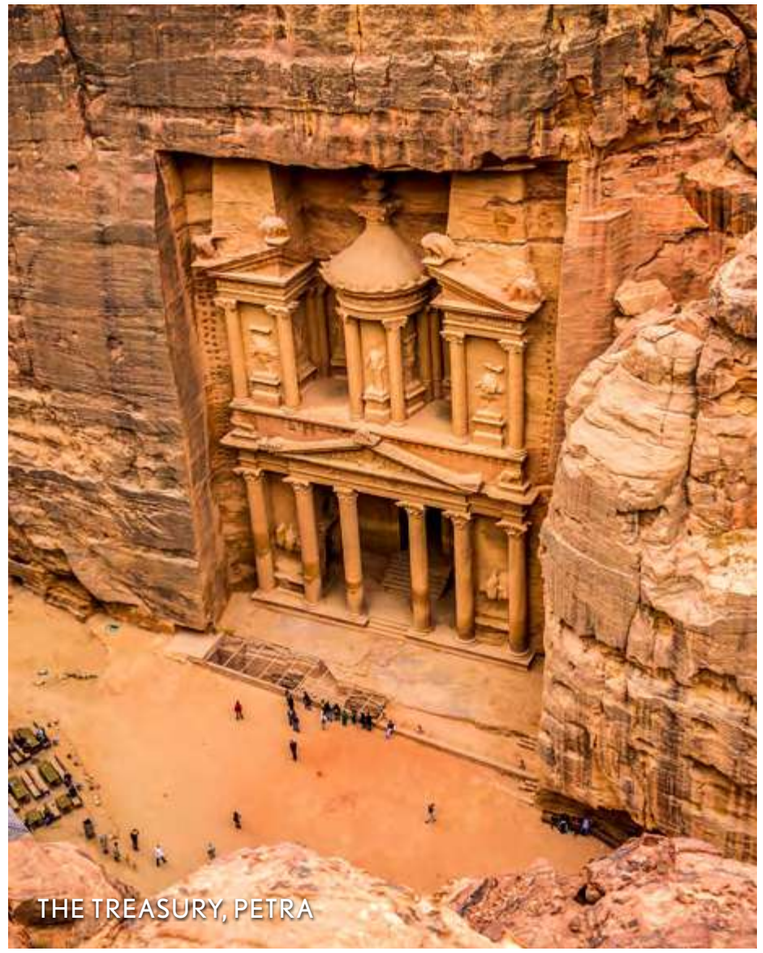
We can arrange local activities such as belly dancing, spice tasting and pottery making. We can even arrange a special encounter of tea with local Berbers, an experience that clients find particularly memorable.

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





PRIVATE DINNER IN THE ROYAL AUTOMOBILE MUSEUM



THE TREASURY, PETRA

JORDAN

A&K Jordan has more than 15 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

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 seven world heritage 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

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 run around 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.

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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 and Beckman Coulter.





INDIA

Our India DMC was established in 1985 and now has four offices in Delhi, Agra, Jaipur and Bharatpur. We offer value-driven ground operations for meetings and conferences, event planners, and incentives and event organisers throughout India, Nepal, Bhutan, and the Maldives. Our team is made up of multilingual account managers, MICE specialists, cruise specialists, airport representatives, and drivers. We have a fleet of modern coaches and cars, so that your clients can travel in comfort and style. Our guides are handpicked – meaning they are not only highly knowledgeable in Indian history and culture, but also have the experience of handling the most discerning travellers with utmost ease. Whether you are organising a board meeting for 20 in Mumbai, designing an active team-building programme for 300 guests in Jaipur, planning an adventure extravaganza in the Himalayas, or arranging a relaxing get-together in Goa, our specialists will ensure that your client's trip is nothing short of perfect. Our most popular incentive programme, the 'Golden Triangle', offers your clients a taste of Delhi, Agra, and Jaipur. On this journey, they will take in the sights of the Taj Mahal, participate in an Indian wedding or enjoy a Mughal themed evening, and culminate the tour with a Bollywood inspired party! Of course, all our programmes are tailor-made and we will customise an itinerary to suit your client's tastes and preferences. Other interesting itineraries previously executed include Royal Bengal tiger sightings in the wilds of India's national parks, desert safaris aboard 4x4s and camels, and lavish dune dinners.

We have had the privilege to work with global companies and associations on their conferences, meetings and incentives. Our list of illustrious clients includes the American Urological Association, Bose Corporation, Canon, Coke, Credit Suisse, GeHe Pharma, Gloria Jean's Coffees, IBM, L'Oreal, McKinsey & Co, Nestle, Novartis, Repsol, Tony Robbins, Veuve Clicquot, WPO and YPO.

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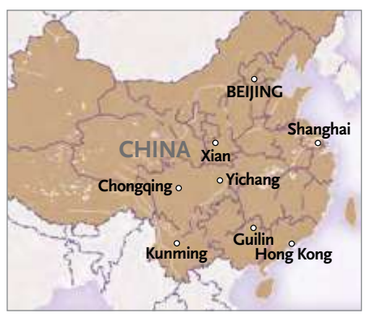


CHINA

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, 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.



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 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.

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TERRACOTTA WARRIORS, XIAN



EAST AFRICA

Over 50 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 handle 12-15 incentive groups per year, each with a bespoke itinerary that fits any budget. We can comfortably handle groups from 15 to 180 guests on safari and up to 300 participants for conferences in Mombasa or Zanzibar.

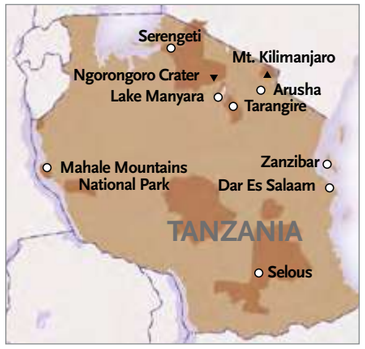


A&K operates exclusive mobile camps in Kenya, an experience that is unique in a location specially selected and privately set up for your client. This product symbolises the African dream that everyone imagines, organised by A&K to the luxury standards that are only found in 5 star lodges.

Our Kenya operation has two offices in Nairobi and Mombasa with 300 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 Olololoo 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.

More than 30 years old, our Tanzania operation is based in Arusha. Over 230 staff, including our own guides and drivers for our fleet of 70 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 take care of every detail.

Our long-standing presence in Thailand means our team have 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.

Strewn 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.

Now the second largest city in Thailand, Chiang Mai 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.

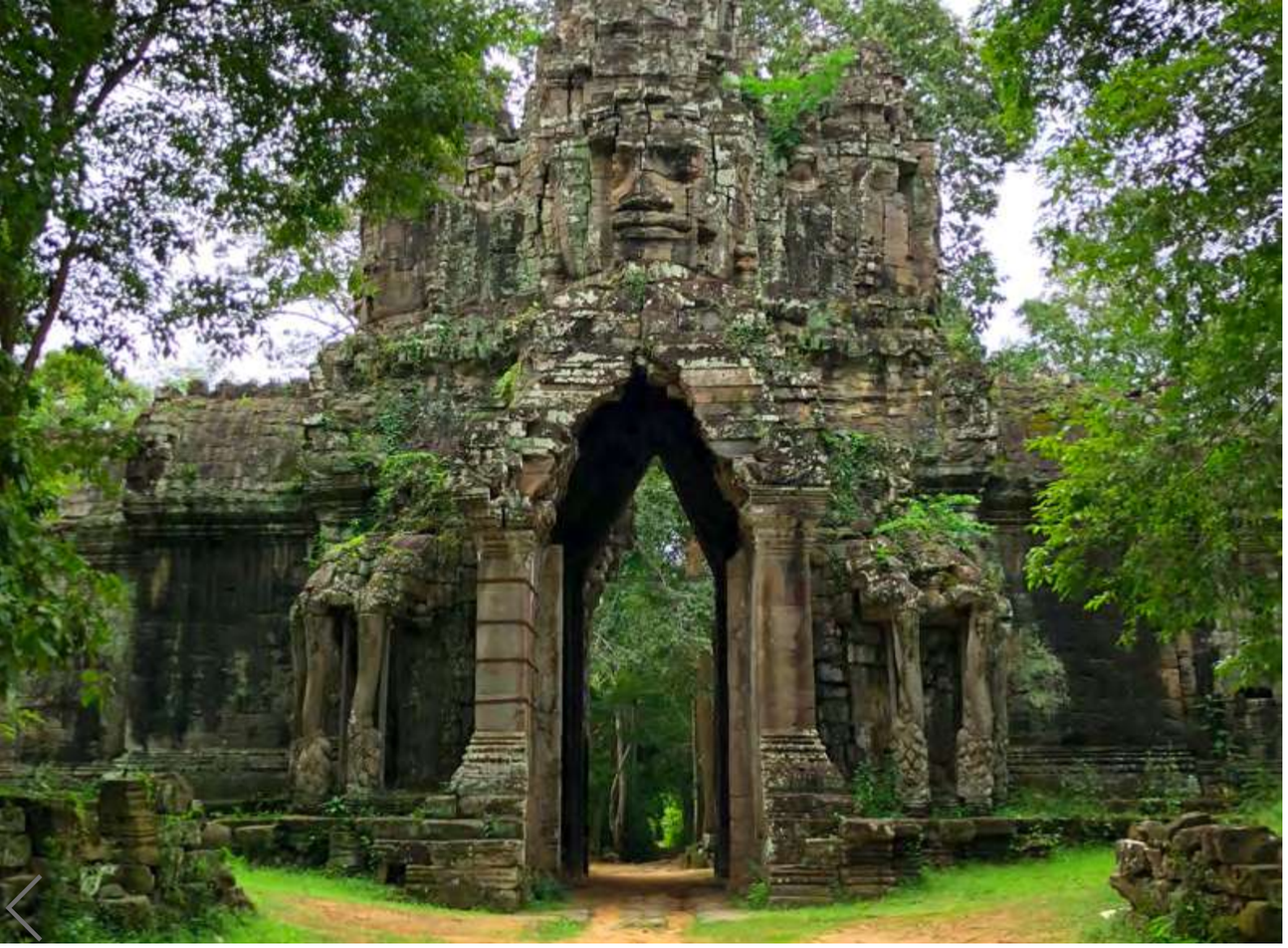
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CAMBODIA

Delivering successful incentives, meetings and conferences in Cambodia since 2001, our experienced team offer 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 anthropologist, linguist and Cambodia specialist, Dr. Jean-Michel Filippi. At the end of the day, your group can unwind with a cocktail and dinner cruise at sunset, drifting serenely along the Mekong and Tonle Sap rivers while enjoying a traditional Cambodian apsara dance performance.




ROYAL PALACE

In Siem Reap, with our destination knowledge, 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' Organisation and Fuji Xerox.

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DISCOVER THE COLORS OF HOI AN OLD TOWN

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. Our Vietnam office was established in 2012 and is based in Ho Chi Minh City with operational offices in Hanoi and Da Nang. Our incentive team are 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 hotels across Vietnam to taking care of small details such as personalized welcome letters for each group on arrival.





EXPLORE COLONIAL HERITAGE IN HO CHI MINH CITY

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 and the stunning Botanical Gardens of Hanoi. Working closely with local organizations, we offer a range of rewarding activities that support disadvantaged communities and help protect the nation's traditional arts, culture and traditions. For example, in Ho Chi Minh City or 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.



IMMERSE IN TRADITIONAL VIETNAMESE DANCE AND MUSIC



To impress your clients, our team can arrange a spectacular gala dinner in a tranquil rice paddy or a sunset floating bar in Ha Long Bay. Dine in spectacular surroundings in a candlelit limestone cave or along the Asian coastline while enjoying authentic Vietnamese food accompanied by a violin player or live music.

Our list of high-profile clients in Vietnam includes HSBC, Wella and Heineken.

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RIDE A BALLOON OVER THE ANCIENT CITY OF BAGAN

MYANMAR

With an abundance of ancient temples, rich cultural diversity and stunning natural landscapes, Myanmar is an up and coming destination for incentive travel. Our on-the-ground team offers some of the best and most exclusive opportunities for groups to discover this beautiful, mostly untouched land. Based in Yangon, our office has over 20 years of destination management experience in Myanmar and our knowledgeable guides, supported by expert event managers, are well equipped to deliver exceptional events and memorable moments to meet your client's needs.

Our dynamic and flexible team can cater for groups of any size and will work with you to create a fully personalized and tailor-made itinerary full of rich and rewarding experiences. Our relationships with local partners allows us to provide creative logistical solutions to meet your client's requirements in terms of accommodation, transportation, venues and activities, while our destination specialists will impress your group with a rare opportunity to experience all the classic sights of Myanmar as well as many of its lesser-known and off-the-beaten-track gems. Your groups can discover Myanmar's many hidden secrets or meet the locals while exploring rural markets where they may stumble across authentic trinkets such as lacquerware, jewelry, parasols and exotic fruits that they have never seen before.





U BEIN BRIDGE, MANDALAY

Our exclusive access to unique venues means that your group has a range of enticing dining and entertainment options where the choices include a private dinner in a scenic spot overlooking an ancient pagoda in Bagan, an exclusive dining experience in an atmospheric stone quarry near Inle Lake or a relaxing meal in a picturesque vineyard surrounded by the Shan mountains. We can also arrange a scenic cruise on the elegant Sanctuary Ananda where your group can sip cocktails and indulge in local snacks while watching the magical sunset along the Ayeyarwady River.

We have delivered successful events in Myanmar for high-profile clients such as BMW, DTour and Youth Presidents' Organisation.



MAGICAL TEMPLE LANDSCAPE IN BAGAN

Key contact details

For a sample itinerary, quote or to simply find out more please contact:

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Key contact details

For a sample itinerary, quote or to simply find out more please contact:

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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.











As South America's largest country and with the highest number of UNESCO 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

The newest member of the A&K South America family, 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.





Key contact details

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TORRES DEL PAINE

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 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.









Key contact details

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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.

Key contact details

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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



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 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.

Key contact details

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Argentina

Brazil

Cambodia

Chile

China

East Africa

Ecuador

Egypt

Europe

India

Italy

Jordan

Morocco

Myanmar

Peru

Russia

Sri Lanka

Thailand

Vietnam