arabian explorers

A Boutique Destination Management Company


OBSERVE
LET US TRANSPORT YOU ON A JOURNEY


EXPERIENCE
A DIVERSE TEAM WITH DIVERSE THOUGHTS


LIVE
TO TRAVEL IS TO LIVE

THE ABOUT

THE AGENDA.

Arabian Explorers is a Destination Management Company (DMC) in the United Arab Emirates, Oman, Bahrain & Qatar offering services & solutions for a wide range of clients (T/Os, T/As, dealing with FIT, groups and business travelers.



INTRODUCTION

- About Yasser Noman
- About Arabian Explorers
- Who we are
- Our Products and services
- Our Reach



OVERVIEW

- Our expansion plans
- Team Information
- Overall Numbers
- Value Proposition



INTRODUCTION

ABOUT YASSER NOMAN

A travel industry veteran of Swiss nationality.

Having started his career in the Travel Industry in 1993 in Italy with a prominent Italian Tour operator. He moved to Switzerland after an offer from Kuoni Travel Group - A publicly listed Swiss travel group. Having had a robust career spanning across 20years within the group. He went on to several managerial positions within various departments of the group. Mostly notably from 2006 - 2014 as the CEO of Kuoni Destination Management.

He was instrumental in building up the Kuoni Destination Management network across the globe, bringing in a revenue over USD 1Billion along with 150+ offices globally and 6000+ employees. He was also one of the key personnel behind the automation and I.T infrastructure for the DMC group of companies that led to improving customer service and generating a growth of 25% YoY. It was on 2015 that he decided to leave Kuoni group and take the entrepreneurial route that resulted in acquiring Arabian Explorers a DMC for UAE, Oman, Bahrain and Qatar founded in 1991.

Fluent in English, Arabic, German, Italian and Swiss German

Last position: CEO of Kuoni Destination Management with responsibility for Africa, Americas, Asia, Australia, India and Middle East

20 years spent at the Swiss- listed travel group Kuoni



WHO WE ARE

Arabian Explorers is a Destination Management Company (DMC) in the United Arab Emirates, Oman, Qatar & Bahrain offering services & solutions for a wide range of clients (T/Os, T/As, dealing with FIT, groups and business travelers.

NEXT

WE ARE INNOVATIVE.

Since its inception in 1991, Arabian Explorers has gained its reputation with a unique consultative approach, warm personalized service and, above all, the innovative and creative ideas that tell the destination's authentic character.

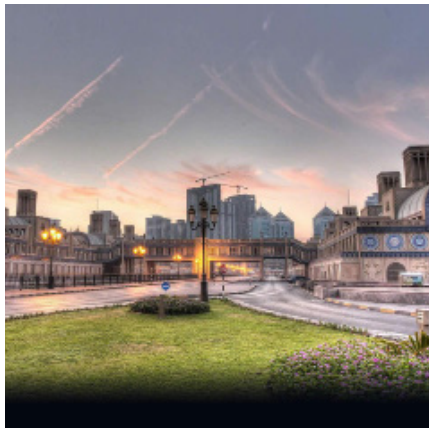
We, have established our individuality as a leading DMC to create value for our clients by combining our energy and enthusiasm with our years of experience and the latest technology.









ABOUT US

WE BELIEVE IN TECHNOLOGY.

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VISION

To be internationally recognized as specialists and innovative leaders in the Travel & Tourism industry, across markets

PEOPLE

Over 25 multilingual and multicultural team members, fantastic work ethic and team spirit.

LATEST TECHNOLOGY

Substantial investment in technology, resulting in continuous improvement in its proprietary IT system (Dotato) featuring XML connectivity.


TRAVELING.
IT LEAVES YOU
SPEECHLESS,
THEN TURNS YOU
INTO A
STORYTELLER.
IBN BATTUTA

2016 REVENUE DISTRIBUTION BY REGION.

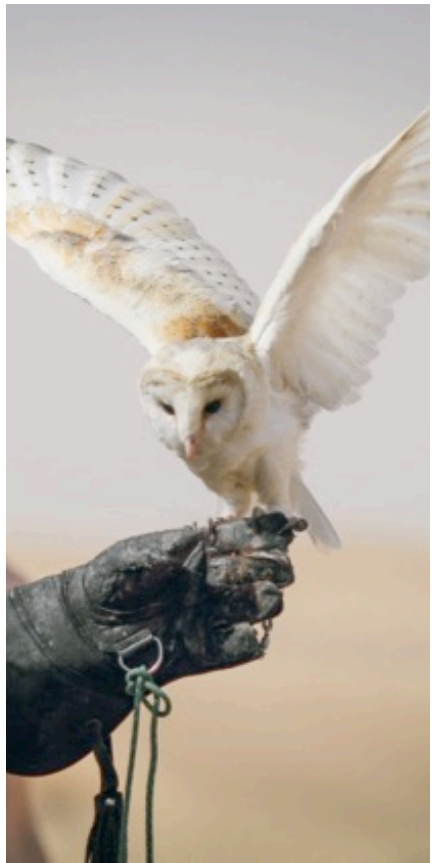
Arabian Explorers revenue is fairly well spread across its key source markets: CIS countries, German-speaking countries and the rest of the world (Australia, Latin America, France, Spain, Italy, UK mainly), Asia & Africa.

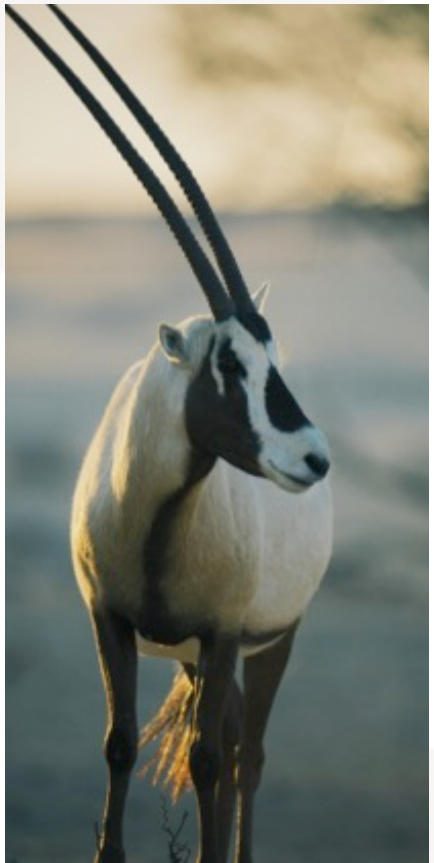


- Established and strongly producing
- Established with strong representation
- Upcoming and promising
- DMC Operations
- Representation Partner

OUR PRODUCTS & SERVICES.

We offer themed packages and ideas based on the purpose of travel as well as tailor-made solutions developed by our highly experienced in-house team.







OUR SERVICES

FOUR ELEMENTS CONSIDER.

THEMED TRAVEL PACKAGES

We offer packages and ideas based on the purpose of travel – cultural experiences, romantic holidays, family getaways, shopping breaks, sports travel and stopover packages

TAILOR-MADE SERVICES

Our in-house team of travel consultants also specialise in developing and implementing highly customised end-to-end solutions for our clients

CITY TOURS & EXCURSIONS

We offer SIC and private city tours, excursions and tickets to all attractions in the region

GROUP TRAVEL & MICE

We have a specialized team dedicated to handle group travel – for leisure and business. Our experts can source excellent group rates for hotel stay and excursions, develop incentive programmes, organize conferences and seminars, and manage exhibitions and other large-scale events

WEBSITE

OUR AWARD WINNING DIGITAL FOOTPRINT.

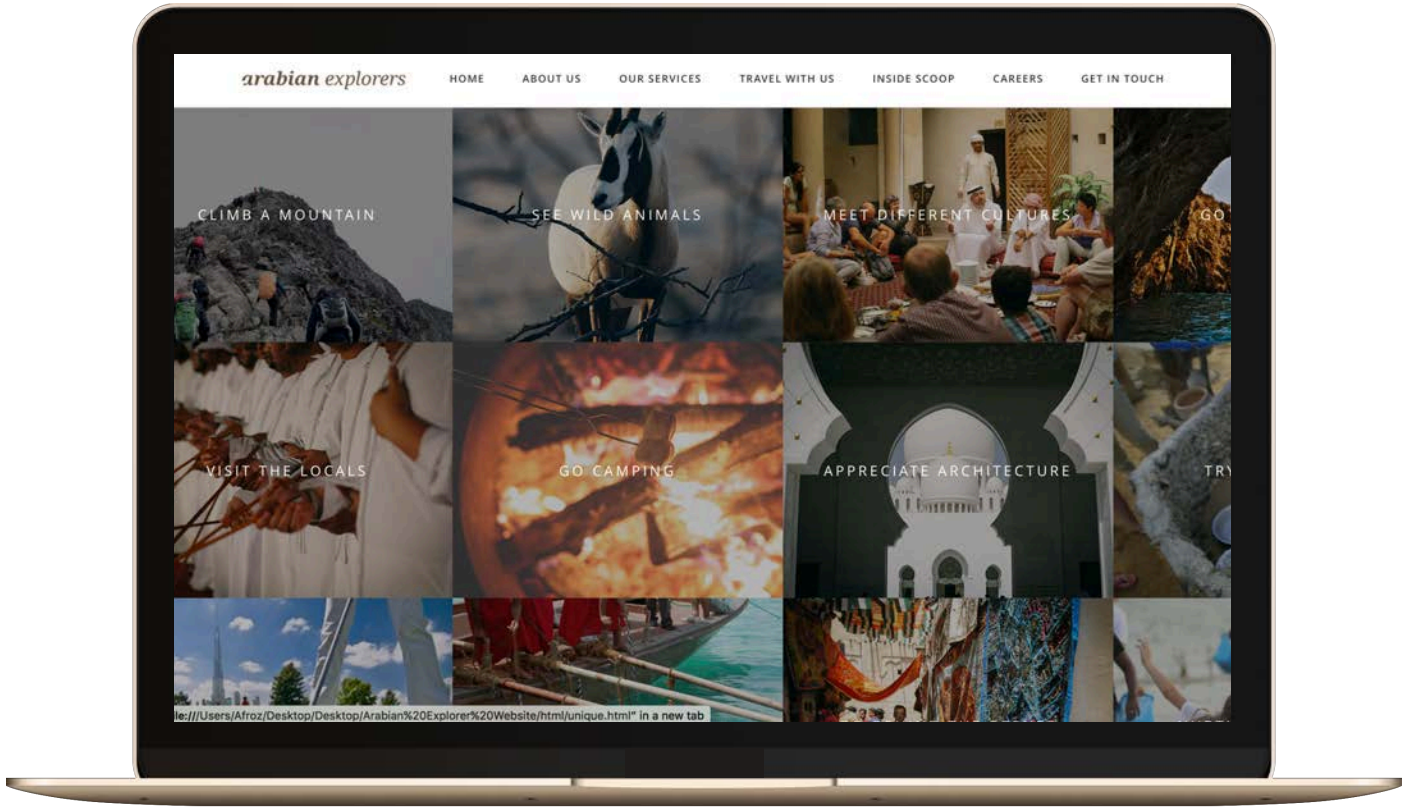
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AWWWARDS®

World Wide Web Excellence

ARABIAN TRAVEL AWARDS

Most Innovative Technology



PRODUCTS & SERVICES

OUR SISTER COMPANIES.

Continental link

OUR DNA

Some of our services are provided by our sister companies, Continental Link Tourism and Transportation Solution Centre.

TSC
Transportation Solution Center

CONTINENTAL LINK TOURISM.

Highly qualified, knowledgeable and passionate Tour Guides, with hands on experience in the industry. Excursions operations with SIC and private tours & In-house team of dedicated Hotel Representatives.

TOP TOURS



CLASSICAL DUBAI CITY TOUR



DUBAI TOP 5



ABU DHABI CITY TOUR

TRANSPORT SOLUTIONS CENTER.

Uses the latest models of vehicles and luxury coaches, cars, SUVs and 4x4s Efficient and accurate tracking system allowing management of a high volume of business Over 8 years experience in the events and exhibitions industry Reliable and safe chauffeurs.

FLEET



STANDARD LUXURY COACHES



VANS & MINIVANS



STANDARD & LUXURY CARS

OUR USPS.

We pride ourselves to offer a wide portfolio of creative products and services, priced competitively to the benefit of our Clients, who can benefit from our state-of-the-art booking system developed in-house.



TECHNOLOGY

- Our state of the art system Dotato, is browser-based and built on MS.net and MS SQL Server technologies.
- Allows Partners to get complete access to our tariff via XML.
- Access real-time availability from our inventory pools, make bookings directly into our system, amendments within a booking and cancel (elements within a booking as well as entire bookings).
- Available for both hotels as well as services (arrival and departure transfers, tours and sight-seeing excursions, car hire, visas, etc.



COMPETITIVENESS

- We have contracts with over 400 hotels in the region and our 14 years of relationship with our suppliers has equipped us to negotiate exclusive rates.
- Our in-house contracting team re-negotiates the rates on a regular basis with the suppliers and hotels.
- We have access to a pool of multilingual tour guides as well as hotel representation services through our sister company, Continental Link Tourism.
- We offer transportation services (luxury and standard minivans, coaches, cars, SUVs and 4x4s) through our sister company, Transportation Solution Centre.



SERVICE QUALITY

- As part of a large group that specializes in the tourism sector, the majority of services are provided by us in-house, allowing us greater control over the quality delivered.
- From airport representatives who greet our guests at their arrival to the hotel representatives who meet the guests within 24 hours of their check-in, we have access to quality staff within our organizations.
- Our B2B reservation system is real time and provides instant booking confirmations
- Our team is available 24 x 7 for any assistance required by our clients or guests.



MEET THE TEAM, MEMBERS.

NEXT

OUR SENIOR TEAM.

Our Senior Team is dedicated to the success of Arabian Explorers and cumulates over 120+ years of local and international experience in the Travel & Tourism sector



SUSAN JOEHRI
EXECUTIVE DIRECTOR - ROW
25 years experience in travel and tourism
Worked in leisure & destination management in Emirates Group
Former Head of Sales at Desert Adventures Tourism



DAMIEN BALMET - CHIEF STRATEGY OFFICER
20+ years in consulting and investments
Former VP Investments in charge of Tourism at Sovereign Wealth Fund
Worked for leading consulting firms A.T. Kearney, Arthur D. Little



ALAIN RAVELEAU
HEAD OF MICE
25 years experience in Travel & Tourism (destination & leisure management between Europe and Middle East)
Former MD, Concentive (France) & PHIL FOGG (Cultural guide books)

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MUSTAFA ALABSI
EXECUTIVE DIRECTOR - OPERATIONS & CONTRACTING
10+ years of various experience in Tourism and Destination Management in the Middle East, Far East & Europe.



HIKMAT HARMOUCH
EXECUTIVE DIRECTOR - CIS
23 years experience in travel and tourism
Last position: Head of CIS-Middle East-Eastern Europe at Desert Adventures Tourism



AYMAN OMAR - CHIEF FINANCIAL OFFICER
21 years of experience in Accounting and Finance roles within the Tourism industry. Worked for 14 years at the Swiss-listed travel group Kuoni

SOME OF OUR LARGE SCALE EVENTS.

The team at Arabian Explorers has already supported large scale events as the "Official Local Travel Partner" or "Official Accommodation Agency".



VOLVO OCEAN RACE ABUDHABI

"Official Destination Management Company". The yacht race around the world with a global brand (held every 3 years)



DUBAI MARATHON

"Official Travel Partner". The largest single day event in Dubai in terms of attendance partnered with Arabian Explorers for "Dubai Marathon 2016 & 2017"



EURO CUP IN EUROPE

"Official Accommodation Agency". European football favorite



MEDICAL CONGRESS IN GENEVA

"Official Accommodation Agency".
40,000 Participants

EMIRATES RUGBY 7S

An "Official Travel Partner" for one of the biggest sporting and social event of the region wit over 100,000+ people in attendance.





Sensation Dubai

An "Official Travel Partner" for Sensation 2017. Sensation creates a new show every year to dazzle the senses. Committed to innovation and excellence, Sensation has earned the distinction of being The World's Leading Dance Event.

AN EXCLUSIVE AFFAIR.

We never stop innovating and this is evident in everything we do. With specialized teams and branches of business we bring a unique value proposition to our clients.



Wellness Holidays



Destination Weddings



Marathon Holidays



Golf Holidays



Party Holidays

Our Offices.

UAE (HQ):
2014, SIT Tower, Dubai Silicon Oasis
Dubai, UAE
T: +971 4 396 1555

Kenya Sales Office:
2 Nyayo Embakasi HSE# 57
P.O Box: 70081
00400 Nairobi

Oman:
18th Nov.St. , Building 434,
Suite #2, Azaibah North, Muscat. Oman
T: +968 9141 5181

India:
2404 I Surya Kiran Building I
Kasturba Gandhi Marg
New Delhi – 110001 I India
T: +91 11 335 21 300

Egypt Operation Center:
Cornich El Nile,
Ramelt Beaulac, North Tower,
Cairo


EXPLORE
IDEAS THAT ARE UNIQUE AND EXCEPTIONAL

YASSER NOMAN

Chief Executive Officer

yasser.noman@arabian-explorers.com

Office:
2014, SIT Tower, Dubai Silicon Oasis
Dubai, UAE
T: +971 4 396 1555

WWW.ARABIAN-EXPLORERS.COM