

Corporate Fact Sheet

Overview

Kuoni Destination Management is a Strategic Business Division (SBD) of Kuoni Travel Holding Ltd., one of Europe's leading travel corporations, which is active in the Leisure Travel and Destination Management segments.

In 2006, Kuoni Destination Management contributed 20% to the Group turnover. Its services are focused on organising and advising on land arrangements for groups, individual travellers, meetings, incentives, congresses, special interest tours, and sports events. The services are offered to international tour operators, wholesalers, meeting planners, incentive houses and congress organisers.

Structure

The SBD consists of the following Destinations & Sales Organisations:

- Destination Management Europe (Kuoni)
- Destination Management Africa (Private Safaris)
- Destination Management North America (AlliedTPro)
- Destination Management India (Kuoni)
- Destination Management Asia (Asian Trails)
- Destination Management China (Kuoni)
- Destination Management United Arab Emirates (Kuoni)
- Sales Organisations globally

There are 24 offices in Europe, 20 in Asia, 8 in North America, 5 in Africa, 11 in India and 1 in the Middle East.

Europe focuses on assisting clients from Asia, Europe, India, the Middle East and North America; North America is largely geared towards customers from Europe, Asia and South America; India, Asia and Africa deal mainly with European guests.

Milestones

- 1906: Alfred Kuoni opens a Travel Bureau in Zurich
- 1907: First escorted group tour to Egypt
- 1948: Kuoni expands abroad to Italy and France
- 1963: Branch office is opened in Japan
- 1978: Kuoni expands in Asia and opens an office in Hong Kong
- 1990: Kuoni acquires Private Safaris
- 1991: Kuoni opens a branch office in Atlanta, USA
- 2000: Kuoni acquires SITA India and the US incoming operator T-Pro
- 2002: Kuoni acquires Allied Tours in the USA and after the merger with T-Pro it becomes AlliedTPro
- 2004: Launch of on-line booking platform "KOBRA" for FIT reservations
- 2006: Incoming Europe, AlliedTPro, Private Safaris and SITA become «Kuoni Destination Management» (CEO, Rolf Schafroth)
- 2006: Destination Management acquires Distant Frontiers in India
- 2006: Destination Management acquires Asian Trails in Asia
- 2007: Destination Management acquires Kuoni Events UK and launches Kuoni Events US
- 2007: Destination Management opens new offices in Innsbruck, Lyon, Milan and Namibia
- 2007: Destination Management becomes operational in Beijing, Guangzhou and Shanghai, China
- 2007: Destination Management acquires Kuoni Events CH in Switzerland
- 2007: Destination Management acquires CONFERENCE & TOURING in Germany

Key Figures

Kuoni Group:

- Ranked among Europe's leading travel groups
- 2006: Turnover of Kuoni Group - CHF 4.082 billion
- The Group employs almost 7,500 employees worldwide
- 2007: Winner of the World Travel Award "Best Tour Operator" for the 9th time

Kuoni Destination Management:

- Ranked as the biggest Destination Management Service provider in USA and India and as a leading Inbound Operator in Europe, Africa and Asia.
- 2006: Destination Management achieved 20% of the Group's turnover
- Destination Management employs some 2,000 employees worldwide

Executive Management

Rolf Schafroth
CEO Destination Management

Thomas Peyer
VP Finance & IT

Miroslav Bauer
VP Sales MICE Europe & USA

Stefan Egli
VP Procurement Europe

Olivier Moeschler
VP Sales Asia Pacific

Jane Rossmango
CEO Destination Management USA

Thomas Goosmann
MD Destination Management Africa

Dipak Deva
COO Destination Management India

Luzi Matzig
CEO Destination Management Asia

Locations of SBD

Head Office: Kuoni Travel Ltd. Destination Management, Ueberland-strasse 360, CH-8051 Zurich

DM Africa: Arusha, Cape Town, Mombasa, Nairobi, Windhoek

DM Asia: Bangkok, Denpasar, Ho Chin Minh City, Kuala Lumpur, Phnom Penh, Vientiane, Yangon

DM China: Beijing, Guangzhou, Shanghai

DM Europe: Amsterdam, Athens, Barcelona, Berlin, Budapest, Cologne, Copenhagen, Edinburgh, Frankfurt, Geneva, Hamburg, Innsbruck, London, Lyon, Madrid, Milan, Munich, Nice, Nyon, Paris, Prague, Rome, Vienna, Zurich

DM India: Agra, Bangalore, Chennai, Cochin, Colombo, Goa, Jaipur, Kathmandu, Mumbai, New Delhi, Trivandrum

DM UAE: Dubai

DM USA: Honolulu, Las Vegas, Los Angeles, Miami, New York, Orlando

Sales Organisations: Atlanta, Bangkok, Beijing, Dorking, Fukuoka, Geneva, Hong Kong, Moscow, Nagoya, Osaka, Sapporo, Sendai, Seoul, Shanghai, Singapore, St. Louis, Taipei, Tokyo, Zurich

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