



# Expo 2020 – Incentive Program



# CONNECTING MINDS, CREATING THE FUTURE

## MOBILITY

Creating smarter and more productive movement of goods, people and ideas

## OPPORTUNITY

Unlocking the potential within individuals and communities to shape the future

## SUSTAINABILITY

Respecting and living in balance with the world we inhabit



Expo 2020 – Site Map  
4.38 Sq.km



Route 2020  
Metro Station

Opportunity  
District

Dubai  
Exhibition Centre

Al Wasl Plaza

UAE Pavilion

Al Forsan Park

Mobility  
District

Sustainability  
District

Jubilee Park



## Opportunity District Pavilions - A journey from Ocean Conservation to Artificial Intelligence

### OPPORTUNITY PAVILION



**Architect**  
Cox Architecture

### Experiences

Shaped like desert dunes, and built with only natural material including 111km of woven rope, this pavilion uses gaming technology to encourage visitors to make a positive change in the world.

Experiences are based on a series of gameplay moments trying to change views on issues related to basic needs of water, food and energy.



#### Austria Pavilion

**Theme:** Every Good Idea Begins with the Right Question  
**Architect:** Querkraft

Austria is a nation reimagining ideas. This is reflected in its decision to use 9,000-year-old soil to build its pavilion, which comprises 47 truncated cones.



#### Belarus Pavilion

**Theme:** Forest of Future Technology  
**Architect:** NÜSSLI AdunicAG

Belarus is exploring the themes of innovation, investment and the individual at its pavilion, which recreates the look and feel of the nation's primeval forests.



#### Monaco Pavilion

**Theme:** Monaco 360° - a World of Opportunities  
**Architect:** AODA

Inspired by the Rock of Monaco, this gem-like, polygonal pavilion will take visitors on a multi-sensory journey through mirrored exhibition spaces, replicating the sights and smells of the French Riviera.



#### Morocco Pavilion

**Architect:** OUALALOU + CHOI

The pavilion architecture combines modernity and tradition with a building that, while being at the forefront of construction techniques, is inspired by ancestral methods using earth, like in some Moroccan villages.



#### China Pavilion

**Theme:** Building a Community with a Shared Future for Mankind - Innovation and Opportunity  
**Architect:** Construction Engineering Design Group Corporation Limited

The China Pavilion will be one of the largest at Expo 2020 Dubai. It will symbolise hope and a bright future.



#### Italy Pavilion

**Theme:** Beauty Connects People  
**Architect:** Carlo Ratti, Italo Rota, Matteo Gatto, F & M Engineering

Celebrating beauty as the connecting element between creativity and knowledge.



#### Norway Pavilion

**Theme:** Norway as a world-leading ocean nation  
**Architect:** Rintala Eggertsson Architects, Expomobilia, FiveCurrents

The Norway Pavilion will allow you to explore the deep blue sea and learn about the importance of ocean conservation - all without changing into a wetsuit.



#### Saudi Arabia Pavilion

**Theme:** The Sky is the Limit  
**Architect:** Boris Micka Associates

The pavilion, resembling a huge window opening up from the ground and soaring into the sky, will offer visitors an immersive journey showcasing Saudi Arabia's transformation.



#### Japan Pavilion

**Theme:** Join. Sync. Act.  
**Architect:** Yuko Nagayama and NTT Facilities

Get inspired to put the 'Join.Sync.Act.' message into action, and discover the vibrant art, culture and technology of the Far Eastern nation, which will host Expo 2025 in the city of Osaka.



#### Luxembourg Pavilion

**Theme:** Resourceful Luxembourg  
**Architect:** Metaform

Discover the nation's efforts to connect human, natural, technical, industrial and financial resources. Enjoy a slide and a gift shop selling designed products and gifts.



#### UK Pavilion

**Theme:** Innovating for a Shared Future  
**Architect:** Es Devlin Studio, Avantgarde, Veretec

The pavilion will offer an awe-inspiring glimpse into the future, exploring everything from the commercialisation of space to creating exoskeletons for the disabled.



#### Ukraine Pavilion

**Theme:** Smart Ukraine: Connecting Dots

Smart living, smart thinking and smart feelings will come together at the Ukraine Pavilion, as the nation demonstrates how bright ideas and the latest innovations can help create a better future.

## Mobility District Pavilions - A journey from Ancient Exploration to the City of the Future

### MOBILITY PAVILION



#### Architect

Foster + Partners

#### Experiences

Visitors explore the movement of people, goods, ideas and data throughout time. Take a journey from the House of Wisdom in ninth-century Baghdad to futuristic space missions.

Visitors can take a ride in the world's largest elevator, meet ancient Giants of Mobility before leaping forward in time in the City Of Tomorrow.



#### Belgium Pavilion

**Theme:** Smart and Green Belgium 2050  
**Architect:** Assar Architects & Vincent Callebaut Architectures

The Belgium Pavilion will draw on renewable resources to feed its energy needs, smart technologies to feed its plants and the country's world-class cuisine to feed its guests.



#### Finland Pavilion

**Theme:** Sharing Innovative Competences  
**Architect:** JKMM

Finland will showcase its many areas of excellence, from education and sustainable technologies to health and wellbeing, as well as the natural beauty that attracts travellers from around the world.



#### Russia Pavilion

**Architect:** Tchoban SPEECH, Simpateka Entertainment Group

Showcasing Russia's extensive knowledge in various fields, the pavilion will take visitors to the next level, where they will be able to experience the possibilities of tomorrow.



#### Thailand Pavilion

**Theme:** Mobility for the Future  
**Architect:** Index Creative Village

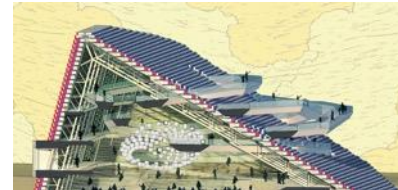
Covered on the outside by a curtain of over 500 woven artificial flowers, the Thailand Pavilion will present the nation's warm hospitality and its capabilities in digital innovation and technology.



#### France Pavilion

**Theme:** Light, Lights  
**Architect:** Atelier du Prado Architectes and Celnikier & Grabli

Titled 'Light, Lights', the pavilion's theme explores light as an enabler of progress, a vehicle for connections and a source of heat and creativity.



#### Republic of Korea Pavilion

**Theme:** Smart Korea, Moving the World to You  
**Architect:** Mooyuki Architects

The structure will explore the ways that mobility is set to change our lives, featuring the best of Korean art, style and technology. The nation's modern culture including its world-famous K-pop music, will also be shown.



#### Turkmenistan Pavilion

**Theme:** Power of Five  
**Architect:** Tekmil

Native to Turkmenistan and symbolising national pride, horses will play a prominent role in this pavilion experience that promises to immerse the senses.



#### Peru Pavilion

**Theme:** Timeless, Always Peru  
**Architect:** Habitare

A sensory experience through one of the cradles of mankind and one of the most biodiverse countries in the world. The Pavilion features real-time construction of the last Incan bridge and experiential gastronomy with Peruvian superfoods.



#### Oman Pavilion

**Theme:** Oman - Opportunities over Time  
**Architect:** Adi Architecture

Reflecting the country's rich past, five zones within the pavilion will explore how frankincense has been playing an important role in Omani life for over 5,000 years.



#### Poland Pavilion

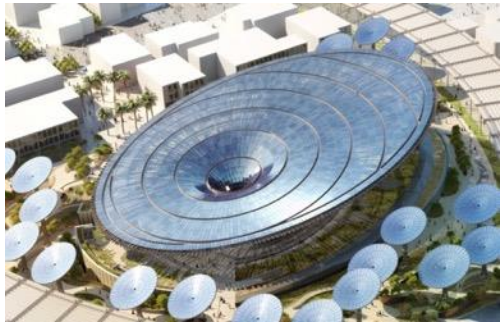
**Theme:** Kinetic Flocks of Birds Floating over Visitors' Heads  
**Architect:** WXCA

The tree-like structure, which references the large-scale migration of birds from Poland to the Arab world, explores the nation's diverse global connections, as well as its role as a leading producer of goods.



## Sustainability District Pavilions - A journey through Vertical Farms to the Amazon Basin

### SUSTAINABILITY PAVILION - TERRA



**Architect**  
Grimshaw Architects

### Experiences

Creating its own electricity and water, this pavilion features global projects that are creating new paths for sustainability.

Visitors tiptoe underneath a dense forest as the roots communicate with one another and dive into ocean depths to meet a Giant Fish disturbed by ocean pollution.



#### Azerbaijan Pavilion

**Theme:** Seeds for the Future  
**Architect:** Simmetrico

The nature-inspired pavilion, which has a leaf-shaped roof, will encourage visitors to consider the impact of their individual choices and invest in the future to restore balance to our natural world.



#### Brazil Pavilion

**Theme:** Together for Diversity  
**Architect:** JPG.ARQ, MMBB and Ben-Avid

Recreating the Amazon Basin, the pavilion will have a water feature that visitors can walk through (or around) as they take in the sights, sounds and scents of Brazil's riverside areas.



#### Netherlands Pavilion

**Theme:** Uniting Water, Energy and Food  
**Architect:** V8 architects

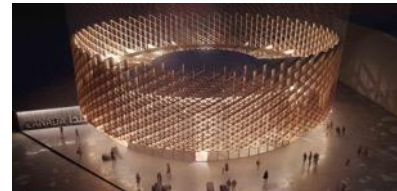
Brimming with sustainable solutions, the Netherlands Pavilion will harvest water, energy and food through innovations including a cone-shaped vertical farm.



#### Philippines Pavilion

**Theme:** Bangkóta: Philippine Coral Reef  
**Architect:** Budji + Royal Architecture + Design

The natural, organic shape of the coral reef, or Bangkóta, will draw visitors to the Philippines Pavilion into defined, free-flowing, open spaces, reflecting how Filipino culture embraces openness and meaningful encounters.



#### Canada Pavilion

**Theme:** The Future in Mind  
**Architect:** Moriyama & Teshima

Admire the wooden structure surrounding the pavilion and a 360\* immersive theatre showcasing Canada's story. This pavilion has stunning night-time views.



#### Czech Republic Pavilion

**Theme:** Czech Spring  
**Architect:** Formosa AA

View new technology that promises to transform a desert into an oasis. The pavilion will also boast a large-scale installation that shows the nation's long history of glassmaking.



#### Singapore Pavilion

**Theme:** Nature. Nurture. Future.  
**Architect:** WOHA

Showcasing Singapore's urban innovations, the net-zero energy pavilion explores our journey towards livability and resilience.



#### Spain Pavilion

**Theme:** People and Places  
**Architect:** Amann-Canovas-Maruri

Exploring everything from historical innovation and adventure to biodiversity and organ transplants, the Spain Pavilion offers a diverse experience with a town square atmosphere.



#### Germany Pavilion

**Theme:** Campus Germany  
**Architect:** LAVA, facts and fiction

Visitors can wear cutting-edge connected devices as they venture through themed areas featuring a wonderful array of creative environmental ideas with real-life results.



#### Montenegro Pavilion

**Theme:** Montenegro - Blessed by Nature  
**Architect:** Matija Vukovic

Immerse yourself in Montenegro's rich cultural history, explore its sustainability-driven future and admire its wild beauty.



#### Sweden Pavilion

**Theme:** Co-Creation for Innovation  
**Architect:** Alessandro Ripellino Arkitekter, Studio Adrien Gardère, Luigi Pardo Architeti

Learn how Sweden is building smart cities, developing the next generation of travel, innovating life sciences and developing a bio-circular economy.



#### Switzerland Pavilion

**Theme:** Belles Vues  
**Architect:** OOS

Visitors can 'hike' through this pavilion, which will show the country's cultural values and progressive ideas in a structure inspired by Bedouin tents. Experience a theatre emerging from a sea of fog, evoking the Swiss mountains.



From Thought Leadership Forums to Exhibitions

**BUSINESS  
EVENTS &  
ENTERTAINMENT**



**60+ LIVE EVENTS A DAY**



Ted Talks



Leadership Forums



Networking Events



Exhibitions



Panel Discussions



Experiential Learning



Seminars



Workshops



## Day 1:

**BRONZE Meet and assist** Service can be booked for arrival or departure at the Dubai Airport. You will be met by a friendly Marhaba staff member who will guide and assist you through the formalities, making your journey much easier and more relaxing.

### ARRIVALS MEETING POINT

You will be met at the arrivals area before immigration – look for your name on the Marhaba plasma screens located at different points along your journey.

### ON ARRIVAL

- Handover of your visas and/or other essential documents
- Escort through immigration formalities and the security screening
- Assistance at the baggage belt area\*
- Escort to the receiving party at the meeting point outside arrivals
- \* Porter service available at an extra charge

**SILVER Meet and assist** Service Silver service (previously known as Diamond Service) offers a full meet and greet service from the minute you arrive at the airport or into the terminal. This service includes a complimentary porter service and is recommended for passengers with special needs as well as young and first-time passengers.

Meet and assist by Desert Gate Airport representative, Guests are met, welcomed and in the arrival meeting and then escorted to the transfer vehicle.

Check in at the hotel private area delegated to the group.

Overnight at the hotel





# Day 2 : Expo Sample Itinerary

This sample general itinerary attempts to combine the highlights of Expo 2020 in one day by combining the most informative signature pavilions with a glimpse of the F&B offers and a taste of what Expo has to offer on the entertainment side of the world's greatest show.

STOP 1 | 15 MINS

## Welcome Parade



STOP 2 | 40 MINS

## Mobility Pavilion

**Looking at the future of the movement of goods, people, knowledge and data.**

The pavilion features the largest elevator platform in the world, Artificial Intelligence and a virtual world. Guests can stop by different venues in this pavilion to explore the UAE mission to Mars initiative, reaching for space and experience the Emirates A380 simulator. Step into the city of the future with robots, drones and technological advances and take advantage of the many shopping facilities and photography stops.



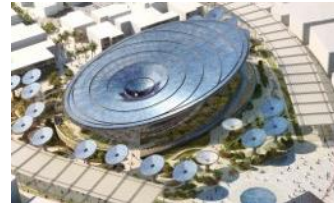
STOP 5 | 30 MINS

## AI Wasl Plaza

Take pictures of the 360 degree dome and enjoy its vegetation and sheer scale.

STOP 6 | LUNCH

## Enjoy lunch at one of the many restaurants



STOP 7 | 35 MINS

## Terra - The Sustainability Pavilion

Wander through forest roots, dive into ocean depths see earth's wonders corrupted and then discover the innovative global projects that are creating new paths of sustainability.

STOP 8 | 40 MINS

## Sustainability Themed Pavilions

Guests are free to choose a pavilion to visit while enjoying retail and photo opportunities. Pavilions include Azerbaijan (discover their rainwater harvesting,) Brazil (walk through the Amazon Basin), Czech Republic (learn about using water vapour for irrigation), France (witness a solar-powered version of Monet's Water Lilies), Germany (attend a variety of labs), Malaysia (explore the 'Butterfly Effect') New Zealand, Philippines, Spain and Sweden.



STOP 4 | 40 MINS

## Live Performance:

Watch a live performance while having tea and a snack. Be enthralled by one of 60 live performances of the day.



STOP 10 | 30 MINS

## Opportunity Pavilion

Start with a fun and immersive journey as guests build their own robot, understand how their choices impact the world via interactive gaming and explore solutions.



STOP 11 | 1 HOUR

## One Country Pavilion from the Opportunity Themed Pavilions & Tea

Guests can choose the pavilion of their choice in this thematic area and stop at a café of their choice for some refreshments. Pavilion options include Austria, Hayyakum for disabled guests, India, Indonesia, China, Belarus, Italy, Japan, Luxembourg, Norway, Monaco, Saudi Arabia, Ukraine and the United Kingdom.

STOP 12 | 1 HOUR

## Live Performance:

Watch a live show or concert, while having a beverage and a snack. Be enthralled by one of 60 live performances of the day.



STOP 9 | 30 MINS

## UAE Pavilion

Be immersed in the culture and traditions of the Emirates at this pavilion designed in the shape of a falcon in flight.



STOP 9 | 30 MINS

## UAE Pavilion

Be immersed in the culture and traditions of the Emirates at this pavilion designed in the shape of a falcon in flight.



STOP 13 | EVENING

## Host an Award Ceremony or Gala Dinner at the Dubai Exhibition Center

Wow your guests by hosting a once-in-a-lifetime event at the Dubai Exhibition Center.



Evening we proceed to Al Habtoor City

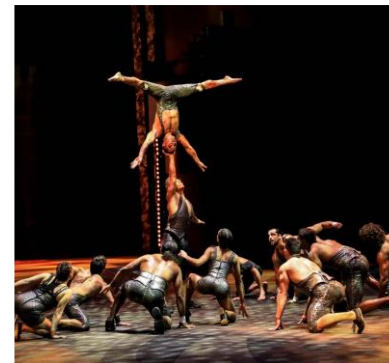
### LA PERLE SHOW DUBAI

La Perle is an unforgettable experience that you do not want to miss out on. Creating an unprecedented immersive production that can only be delivered in a purpose-built theatre, the show marks an iconic milestone for live entertainment in Dubai and the region.

These often gravity-defying performers will mesmerise as they dive into an on-stage pool or fly through the air, creating a visually captivating experience both below and above stage level.

### DINNER AT BABIOLE RESTAURANT

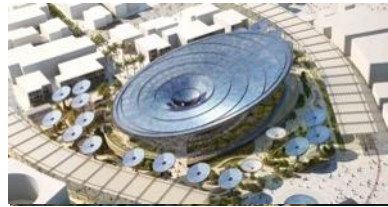
Set on the 44th floor of the Hilton Dubai Al Habtoor City, is Babiole. The chic Mediterranean restaurant. Babiole is by far the most elegant, We arrive early enough for a pre-dinner drink and take a seat on the terrace, which is a delight in cooler months. It has a wide-ranging view across Business Bay and Downtown Dubai, with the Burj Khalifa looming large.





# Day 3 : Expo Sample Itinerary

This sample general itinerary attempts to combine the highlights of Expo 2020 in one day by combining the most informative signature pavilions with a glimpse of the F&B offers and a taste of what Expo has to offer on the entertainment side of the world's greatest show.



STOP 1 | 1 HOUR

## Sustainability Pavilion

Visit the eye-opening Terra -The Sustainability Pavilion, designed by Grimshaw Architects. Creating its own electricity and water, this pavilion features global projects for sustainability.



STOP 5 | 1 HOUR

## UAE Pavilion

This pavilion will be one of Expo 2020 Dubai's greatest icons. Conceptualised by Santiago Calatrava, it has been designed to represent a falcon taking flight.



STOP 2 | 1 HOUR

## Azerbaijan Pavilion

This nature-inspired pavilion features a leaf-shaped roof, solar power, natural ventilation and rainwater harvesting technology.



STOP 6 | 1 HOUR

## Mobility Pavilion

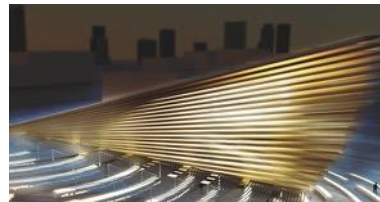
This magnificent building, designed by Foster + Partners has a trefoil-shaped structure and complements the Expo's subtheme of connections and movement.



STOP 3 | 1.5 HOURS

## Austria Pavilion

The pavilion is a combination of traditional materials and modern techniques that involve the innovative use of cone structures for ventilation.



STOP 7 | 1 HOUR

## UK Pavilion

Marvel at the techniques behind cone-shaped, cross-laminated timber on a concrete structure that is made up of small pieces of solar powered video screens.



STOP 4 | 1 HOUR

## Belgium Pavilion

A design that allows the pavilion to produce more energy than it consumes through natural light and ventilation, renewable energies and the smart use of water.



STOP 8 | 1 HOUR

## Al Wasl Plaza

Discover the innovative technology used to piece together the trellis and the mechanism behind enveloping it in the material that makes it one of the world's largest projection canvases.

## SELF-EXPLORATION OPTIONS

Discover the wonders of Expo 2020 Dubai at your own pace, with a selection of entertainment and global culinary options.



### F&B

Savour world cuisines and redeem an F&B voucher in a thematic district.



### LIVE EVENTS

Attend a live concert by a headline artist.



### CULTURAL EXPERIENCE

Attend a cultural performance by one of the many Expo 2020 Dubai participants.



### VIRTUAL EXPERIENCE

Discover Expo 2020 Dubai through a virtual gamified experience.



## Day 3: Heritage Safari – Sustainable Desert Safaris In Dubai

History comes to life with our private collection of museum quality Land Rover vehicles, our Bedouin camp using natural wood and stone, nestled inside the privacy of a royal desert retreat, Emirati recipes prepared using traditional methods, demonstrations of heritage entertainment and the exploration and conservation of the natural habitat.

Guests will be guided by an expert tour guide to discover some of the rare animals that the barren landscape has to offer including the stunning desert monitors, gazelle, Arabian Oryx or the Arabian Wildcat, among other wildlife. The Dubai Desert Conservation Reserve is the largest conservation project in the UAE. In order to assist the conservationists with their important work, we donate proceeds from each guest.

### INTERACTIVE FALCONRY EXPERIENCE

Falconry is an integral part of desert life which has been practiced in the UAE for centuries, originally used for hunting to supplement the Bedouin diet with meat, such as hare or houbara. Set inside the private retreat of a member of the Royal family, on a simple set-up of comfortable cushions on Arabian silk carpets, you will experience falcon training techniques.

### AUTHENTIC BEDOUIN CAMP

PLATINUM HERITAGE is the only company in the UAE operating inside the grounds of a Royal family member's private desert retreat.

Discover our fine-dining experience nestled inside the exclusive grounds, constructed using natural materials like stone, wood and goat hair for an authentic heritage styled camp. We will demonstrate authentic cultural activities such as camel rides, henna tattoos, Khaleeji and Yola dance, Arabic bread and coffee making before enjoying a scrumptious dinner under the stars accompanied by Emirati music. History comes to life in this once in a lifetime heritage event.









# Heritage Dinner Menu

## SOUP

**SHORBAT ADAS** - Lentil soup, a regional favourite, especially during the winter months (lentils, onion, black pepper, cumin, lime, coriander, potato, carrots, garlic, celery)

## STARTERS

**KIBBEH** - With variations from around the Arabian world, kibbeh has been a popular choice for generations (wheat grains, minced beef, onion, spices, pine seeds)

**SAMBOUSEK** - Discovered during the Crusades, this ancient dish is crispy and flavourful (flour, egg, cheese)

**HOUMOUS** - A Middle Eastern favourite popular around the world (Chickpeas, tahini, olive oil, lemon juice, salt)

**JARJEER** - A traditional spring salad from the oasis of UAE, Jarjeer is a fresh addition to any palette (Rocca leaves, tomato, onion, olive oil, lemon juice, salt, sumac)

**FATOUSH** - Salads were rare in the region, however Fatoush from the Levant has become a regional favourite (Mixed with lettuce, tomato, cucumber, radish, onion, capsicum, green thyme, mint, sumac, olive oil and lemon juice, topped with home baked crispy)

## MAIN COURSES

**RICE** - Vegetable rice and lamb rice

**HAREES** - A popular dish served on all occasions and at large gatherings (beef, wheat grains, salt, ghee, spices)

**TRADITIONAL OUZI** - A dish that symbolizes hospitality in the region. Our Arabic spiced Lamb is simmered for 6 hours in an underground pit to ensure tenderness, falling off the bone

**CAMEL MEAT** - A traditional dish for all special occasions (Spiced with mixed vegetables)

**SHEESH TAWOUK** - Grilled cubes of marinated chicken breast (garlic, lemon, yoghurt, salt and Arabic spices)

## GRILLED VEGETABLE KEBAB

Served with mushroom, potato, red and green pepper, aubergine and cherry tomatoes accompanied with a freshly sliced avocado (to be ordered in advance)

## DESSERTS

**LGEIMAT** - Originating from the Arabic word meaning "a small bite that can be eaten in a single mouthful", these small delectable Arabic style donuts are served drizzled with date syrup

## ASSORTED FRESH FRUIT

Mixed seasonal fresh fruit platters

## BEVERAGES

Sparkling date juice, Arabic coffee, mineral water, a selection of two fresh juices, vimto, camel milk, karak chai and a selection of tea and coffee





## Day 4: Masdar City visit + Sheikh Zayed Mosque

### MASDAR CITY

Masdar City is an ecosystem integrating urban planning, knowledge, research and development. Our focus during the tour is livelihood, innovation and sustainability of Masdar City. By pushing the boundaries of design and innovative technology, it offers a innovative ecosystem housing pioneering R&D and pilot facilities that nurture and implement ground-breaking solar energy, energy storage, green building and urban sustainability projects. Masdar City's template for a sustainable city also showcases the effective deployment of passive design that is tailored for arid, desert regions.

During this tour, we emphasize the design of the buildings and the planning of the city: Some time is taken to specifically discuss the absence of cars and how life is organised (neighborhood shops, accessibility of administrations...) as well as the general design of streets, the urban natural cooling, and the buildings architecture.

Understanding how Ancient Arab architecture was used in Masdar City is vital in order to understand the importance and richness of UAE culture and history. The Burjeel, the Msharrabiyye, the narrow streets... All these are elements from Arab architecture that were modernised using present technologies and are used in Masdar.

### ABU DHABI CITY TOUR

Abu Dhabi is the capital of the United Arab Emirates and the residence of the Federal National Council. Recognized as one of the world's largest producers of oil, Abu Dhabi is undergoing a massive diversification of its economy and is investing in many different areas such as commerce, tourism and culture. Your journey begins in Abu Dhabi Port, you will be spellbound by the splendor of the new additions to Abu Dhabi's skyline, as well as the grandiose Grand Mosque, which is the 4th largest mosques in the world. (Please refer to the mosque manners on the next slide)

We then drive back to Dubai





# THIPTARA

A jewel adorning the shores of Burj Lake, Thiptara evokes the mystery and intrigue of Thailand like never before. An elegant and intimate space, it serves traditional Royal Thai cuisine with an emphasis on Bangkok-style seafood. The venue lives up to its name, which means magic at the water, by offering enchanting dining experiences, authentic ambience and mesmerising surroundings.

Dress Code	: Smart Casual
Menu Starting from	: USD 90.00 per person
Style	: 3 Course Set Menu
Cuisine	: Thai
Capacity	: 100 Pax maximum

## Day 5: Departure

### DEPARTURE

Breakfast Boxes to take away.

Check out by noon and departure transfer to Dubai Intl. airport.





## **PRICES / RATES**

The price mentioned in this proposal have been calculated based on 20 Pax Group, a reduction or increase in number of participants may result in a re-quote. Rates are subject to change.

## **OFFER VALIDITY**

This offer is valid for 4 week from the date of proposal, and is on request basis.

## **ACCOMMODATION**

All accommodation is on Bed and Breakfast basis. Rooms are subject to availability at the time of firm booking

## **CANCELLATION (Guideline Policy)**

- Cancellations received less than 90 days prior to arrival – 20 % of the total package will be applicable.
- 60 days prior to arrival – 50 % of the total package will be applicable.
- Cancellations received less than 30 days prior - 100% of the total package will be non refundable.
- **Cancellation policy is subject to change based on the final contract**

## **PAYMENT POLICIES**

We require full pre-payment on all confirmed services prior to the arrival of the Group. Schedule will be as per the contact. Our preferred method of payment is however a bank or wire transfer. (with out any banking charges for Insiders Tourism)

## **SITE INSPECTION POLICY**

Once the group is confirmed, we will approach our suppliers for complimentary or reduced rates. If the projected program materializes (for you and us) we absorb 100% of the cost of the site inspection retroactively, by crediting you with a portion of the invoiced costs at << final billing stage >>.

## **INTELLECTUAL PROPERTY RIGHT**

This offer is intellectual property of Desert Gate Tourism and can only be used, changed and operated by the authorization of Desert Gate Tourism. This offer is confidential and can only be viewed by parties that the offer is addressed to. Usage of this complete offer or even part of it, if used unauthorized, will be considered as unlawful.



# Why Desert Gate?

**Desert Gate** Meetings, Incentives & Events delivers fully customizable and cost effective solutions for our clients. Our team of dedicated M&E specialist leverage the full technological and purchasing power of the entire Desert Gate platform to extend full cost control, creative-solutions and peace of mind to our partners.

- Professional design and organisation counsel
- Detailed budgeting for every project
- Multi-lingual staff with 24/48 hour response to requests
- Key Account Management
- Specialised local Destination know-how
- Price advantages due to our global buying power
- Tour Operator's Liability Insurance of USD 5,000,000.00 Any One Occurrence and USD 10,000,000.00 in the Aggregate for up to 55000 Pax a year.

Making your event a great experience with our help & years back of experience. But experience alone does not guarantee success. Only by combining it with our unparalleled attention to details we will start creating an environment that makes the participant feel at ease, from start to finish.

Desert Gate part of the world's largest luxury network **Virtuoso** as an Onsite and a member of the prestigious **ICCA** - International Congress and Convention Association and **SITE** - Society of Incentive Travel Excellence - a global network of incentives, meetings and event professionals dedicated to deliver business results in the MICE industry.



A Proud  
Member of **site**







Desert Gate Tourism

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Web: [www.desertgatemice.com](http://www.desertgatemice.com)

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Travel Marketing Professionals

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