

Largest and most  
efficient platform  
for Middle East  
and North Africa!

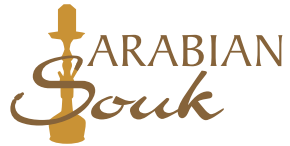
# ARABIAN SOUK 2024

Tuesday, 12th March 2024, Volkshaus Zurich

Wednesday, 13th March 2024, Lausanne



[exhibitor.arabiansouk.ch](https://exhibitor.arabiansouk.ch)



## DEAR VALUED PARTNERS

Since it took place for the first time in 2010, the one-day event has established itself as the largest and very successful B2B platform for the Arab region on the Swiss market.

Every year, more than 300 representatives of the best Swiss travel agencies take part at the Arabian Souk as well as the Roadshow to improve their knowledge and their expertise. It's a matter of fact that a participation at the Arabian Souk will give the travel agents better skills to sell the destinations in the Middle East and North Africa.

In the last years, most of these destinations were showing a very high increase of visitors out of the Swiss market and it's well known that travellers from Switzerland are spending more money at the destinations per day than visitors from other countries.

We are convinced that the Arabian Souk is an optimal and goal orientated marketing tool for you in order to present yourself successfully and at an attractive price in the Swiss market.

We are looking forward to your participation and a successful Arabian Souk 2024.

Sincerely yours, **Oliver Howald**  
Chairman Arabian Souk Committee



# ARABIAN SOUK SWITZERLAND THE COMMITTEE

The Committee of the Arabian Souk consists of branch-specific professionals from different fields of expertise. The explicit intention is that the interests of all groups are represented.



**Oliver Howald**

Chairman  
Arabian Souk  
Committee



**Claudia Monterosa Pino**

Emirates Airline  
Vice-Chairwoman  
Arabian Souk Committee



**Reto Amin**

Amin Travel



**Marcel Gehring**

Let's go Tours



**Sebastian Kickmaier**

travelhouse



**Uwe Schwaderer**

Dubai Tourism



**Corinna Volante**

Jumeirah Group



**Sarah Wettstein**

Der Touristik Suisse AG



**Heinz Zimmermann**

Top Line Marketing



## THE ORGANIZATION

Top Line Marketing, a company which has extensive experience in communication, PR and event management, is responsible for the organization.

**Carla Viceconte**, Projekt Manager, Top Line Marketing  
Heinrichstrasse 239, 8005 Zurich, Switzerland  
Phone: +41 (0)44 749 25 25, Email: info@arabiansouk.ch

# WHY IS THE SWISS MARKET WORTH YOUR TIME & MONEY?



The Middle East and North Africa are one of the most popular vacation destinations of the Swiss.



## Positive economic development in the Swiss market

Thanks to a currently **low unemployment rate of only 2 %**, and Europe's highest per capita income. Lowest rate of inflation in Europe: Switzerland 2.6 % average, inflation rate in Europe: 8.3 %



## Willingness to travel

According to studies, the **Swiss take a vacation 3.2 times** per year – unique in Europe!



## Profitable market

People living in Switzerland enjoy one of the world's highest per capita incomes. A strong Swiss Franc combined with **high incomes provide for a high purchasing power.**



## Less price sensitive market

Travellers **willing to pay for quality & service.**

# YOUR BENEFITS AT A GLANCE

- 250 – 300 attendees from around the country
- **Good mix of attendees** including «mature» visitors as well as younger people at the start of their professional career who are in need of relevant education/training
- Visit and **attention of each participant** guaranteed
- **The short presentation** at your stand gives you the opportunity to inform the visitors about your product / destination on a **very personal level**
- **Qualitative interviews** with the travel agents
- **Stands are fully equipped** and standardized
- **Workshop presentations** will be uploaded on [www.arabiansouk.ch](http://www.arabiansouk.ch) for later use in clients counselling and for educational purpose
- **F&B** for 2 people per stand is included



# CONCEPT & MARKETPLACE

Not only exhibitors from the Middle East but also from the entire Arab region, including North Africa, are represented at the Arabian Souk. In order to give you the opportunity to use your time efficiently for personal talks and networking with the travel agency representatives, the event will last one full day.



## Added value for you as exhibitor

We offer you an additional added value without any extra cost. Having the aim to offer you, as a valued partner, an attractive package with top price / performance ratio, the concept was adapted – to your advantage: All participants will be divided into small groups of about 8 people, **visiting your stand and listening to you with great interest for 5 minutes** before moving on. Thanks to this rotation system, we can **guarantee** that all travel agents learn about your product / your destination and its benefits!

## Your stand

As an exhibitor, you'll have the opportunity to book a stand on the Marketplace. Your exhibition stand will be decorated with Arabian elements and signed with your company name. All you have to do is bring your brochures, roll-ups etc.



# HOW TO PARTICIPATE

Register now directly through our homepage for one of the following services:

## Standard stand CHF 3'000

- 5 minutes presentation including the mentioned benefits.

## Double stand CHF 5'500

- 5 minutes presentation including the mentioned benefits, for one exhibitor only.
- In addition you profit from comfortable lounge chairs.

## Sub-exhibitor CHF 2'000

- Two exhibitors may share one stand upon payment of a supplement (in addition to stand costs). **Condition:** only bookable when the exhibitors share the 5 minutes presentation at the stand.
- We ensure that each exhibitor will be individually signposted at the stand and mentioned separately ahead of the event. But if, for example, two hotel brands appear under the same parent brand, then no supplement will be charged.

Deadline: 22.12.2023  
**REGISTER NOW!**

### Important

- Only one sublease allowed per stand
- The sublessee must be registered with another exhibitor
- Own promotion material may be placed at the stands only

**Details can be discussed with the organization.**

**Carla Viceconte**  
Project Manager, Top Line Marketing  
Phone: + 41 (0) 44 749 25 25  
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[exhibitor.arabiansouk.ch](http://exhibitor.arabiansouk.ch)

# WORKSHOP PRESENTATION



**Introduce your destination or your product to all visitors in one presentation. With large impressive pictures projected onto a big screen impressions can be conveyed in addition to information.**

## Quality is of the utmost importance

The workshop presentations, together with the Marketplace are the most important elements of the function and aim to bring all visitors up to date. In order to ensure the quality and guarantee a flawless technical operation, **the main rehearsal – which is obligatory for the participants – will take place on Monday, 11<sup>th</sup> March 2024.**

## Costs **CHF 2'500**

- 15 minutes presentation in plenary.
- You will be holding your presentation once on the main stage with everybody's full attention.
- Effective appearance guaranteed.

## Important

- **Workshop presentations can only be booked in combination with a stand.**
- At the registration of a presentation, the following prioritizing will take place:
  1. Tourism boards (possible in conjunction with Home Carrier)
  2. Tour operator
  3. Hotels / Airlines
- Tourism boards may present in conjunction with the Home Carrier. It is compulsory for both companies to be registered.
- The presentations must be sent to the organizers before the event
- The Committee undertakes to check substantial parts of the content of the presentations



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## BE THE CENTER OF ATTENTION! HOST COUNTRY

**Your stand in the limelight of the Arabian Souk!**  
**Each year a destination has the opportunity to present itself as host country for the Arabian Souk. Not only do you get the most attention at the event, you also win the favour of the travel agents.**

### Host Country Package

**as single destination** CHF 12'000  
**together with a 2<sup>nd</sup> partner** CHF 15'000

- **Your appearance:** Large and striking stand on the main stage. In addition: comfortable lounge chairs for an exclusive presentation
- **Presentation:** 30 minutes on the big stage
- **Lunch:** At lunchtime a great buffet with culinary delicacies from your destination is waiting for the Arabian Souk participants. We organize your lunch as well as the adequate decoration. In addition: service staff can wear your company T-shirts
- **Web Advertisement:** An exclusive column reserved on [www.arabiansouk.ch](http://www.arabiansouk.ch) for the host country the whole year (portrait, travel tips, contact) including photos and logo.
- **Partners:** Possibility to include up to 3 further regional partners, on condition that the partner has not yet participated at the Arabian Souk. Details can be discussed with the organisation.

**Please contact us to discuss further details!**

The Committee is open to various suggestions from the host country. Be creative and make your performance an unforgettable experience for the visitors.

**Carla Viceconte**  
 Project Manager, Top Line Marketing  
 Email: [info@arabiansouk.ch](mailto:info@arabiansouk.ch)



# ROADSHOW ARABIAN SOUK

Lausanne: Wednesday, 13.03.2024

Don't miss this opportunity and take part in the Arabian Souk Lausanne! Because only with a thorough knowledge of the destinations you can gain the trust of your customers! The participation is limited. The program consists of workshops at tables in small groups allowing a close contact. You share a table with another partner and have the opportunity to give the visitors the most important news and information in 15 minutes.

Deadline: 22.12.2023  
**REGISTER  
NOW!**



Register now for the  
Arabian Souk Zurich &  
Roadshow 2024  
**AND SAVE  
CHF 200.-\***



## Program

**Lausanne, Wednesday, 13.03.2024:**

approx. 09.00 – 12.30 h\* incl. breakfast buffet

Condition: presentation / material either in French or English.  
\* subject to change.

## Costs

<b>Participation:</b>	<b>CHF 2'000</b>
<b>Distribution of brochures</b>	<b>CHF 500</b>

In case participation is not possible

## Your benefits at one glance

- The day(s) after Arabian Souk Zurich
- 15-minutes presentation in front of small groups
- Increase of the awareness level in the French part of Switzerland
- Personal contact with top travel experts
- Know-how increase of participants = increasing sales



# MEDIA FEEDBACK

«The Arabian Souk is the perfect mix of presentations and marketplace – the most popular platform for the Arabian and North African region!»

«The concept – an interactive mix of prestigious workshops, the marketplace, good networking, a very interesting host country, excellent culinary highlights and a prize raffle which concludes the event – has a very good response at the desks of the professional experts.»

Deadline: 22.12.2023  
**REGISTER  
NOW!**

## Questions? Contact the organization.

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