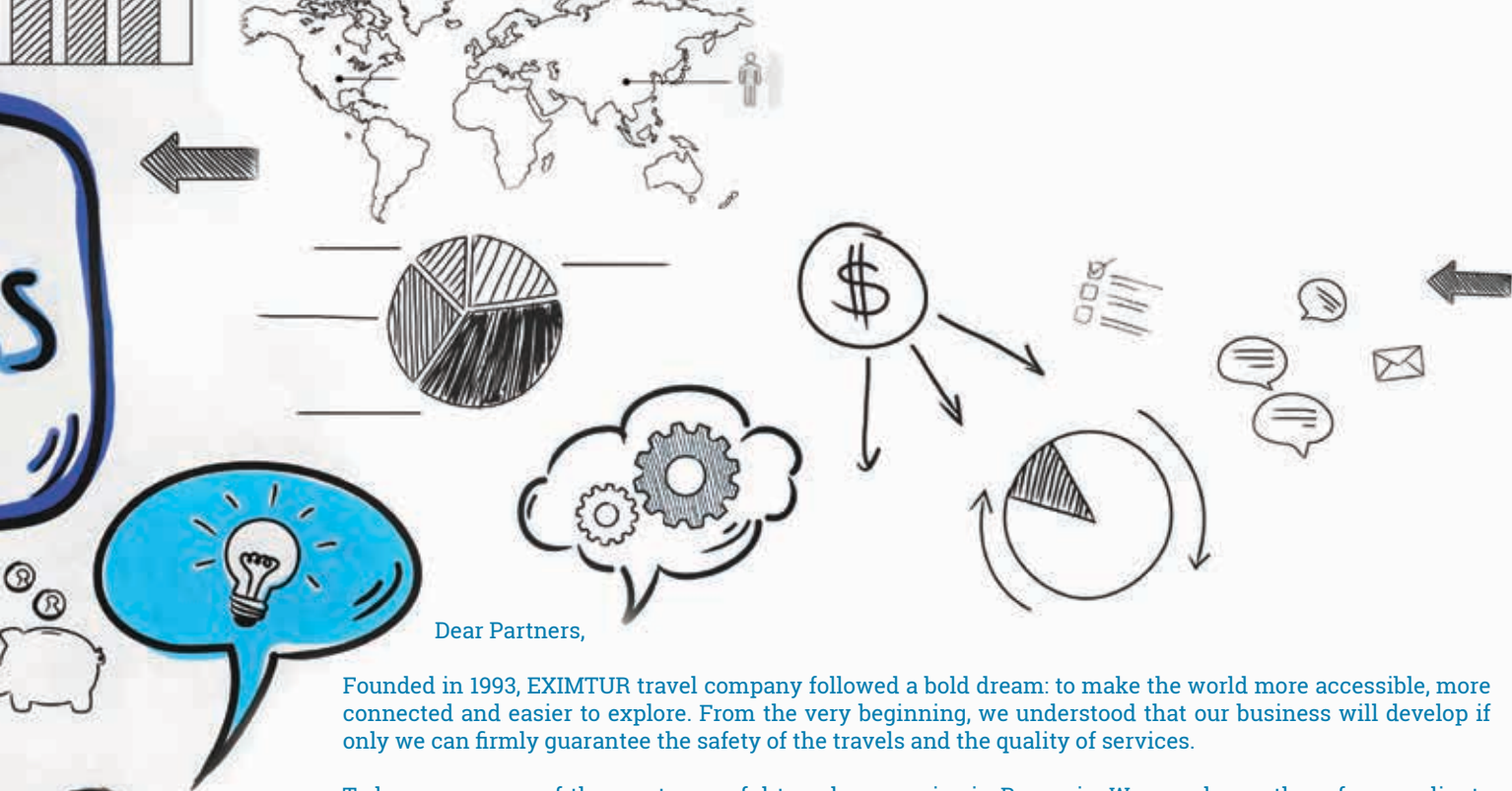




We start together, we reach far!





Dear Partners,

Founded in 1993, EXIMTUR travel company followed a bold dream: to make the world more accessible, more connected and easier to explore. From the very beginning, we understood that our business will develop if only we can firmly guarantee the safety of the travels and the quality of services.

Today we are one of the most powerful travel companies in Romania. We are always there for our clients through an efficient network of agencies at a national level and our activity is specialized and organized in 4 main divisions: business travel and event management (planning, implementing), leisure travel, incoming and tourism school.

Our mission is to be your travel consultants and we believe that we have succeeded. More than 150 consultants, part of the EXIMTUR team, are permanently ready and motivated to offer you complete travel services and conditions of complete safety and comfort, for both business and recreational purposes.

The respect for our clients, employees, partners and collaborators, as well as abiding the national and EU legislation, represent the principles that we believe in and which guide us through our daily activity with integrity.

We have a long time experience and strong partnerships in this field, we offer diversity of destinations and tourism products, we give you a good value for your money for each type of service that you choose and we also give you the reputation of a reliable and trustworthy company - all these are the main advantages that recommend us and differentiate us on the competitive market.

During the two solid decades of business, over 3 million tourists and 2,500 corporate clients have benefited from the services of EXIMTUR!

You can count on us!
Yours sincerely,
Lucia Nora MORARIU
CEO, Fondator





We start together, we reach far!

EXIMTUR BUSINESS Division, part of the EXIMTUR travel company, is specialized in business travel and planning the business events, and is running in 4 important economic centres of Romania: Bucharest, Cluj-Napoca, Timișoara and Sibiu.

Unlike recreational travel, business travel is oriented more towards efficiency in reaching the established goals, towards performance and success, both the traveller and the company.

Our team takes care of every detail in managing business travel and events!

IN 2016 EXIMTUR BECAME A MEMBER OF UNIGLOBE TRAVEL INTERNATIONAL NETWORK.

EXIMTUR affiliation to UNIGLOBE network means:

- connection to a performant international business travel management system
- access to a wide range of last generation technical solutions and tools, such as:
 - business travel on line reservation systems for corporate customers
 - real time travel alert system and instant tracing of passengers situated in risk areas
 - search and compare flight rates engine within
- several reservation systems for several markets, which offers the minimum price guarantee
- access to UNIGLOBE special rates for 35.000 hotels worldwide
- gain of a significant number of reliable partners from all over the world, rigorously selected by the global network

UNIGLOBE
Global Partner



7 ARGUMENTS FOR WHICH YOU CAN COUNT ON US:



QUALITY and SAFETY



CUSTOMIZED and INTEGRATED SERVICES



HIGH-END TECHNOLOGY



THE TEAM and CONSULTANCY SERVICES



INTEGRITY and TRANSPARENCY



AVAILABILITY



EXPERIENCE

WE OPTIMIZE TRAVEL BUDGETS

In order to establish and correctly manage a travel budget, a “must do” is planning the business trips and the business events, together with an internal implementation of a travel policy.

Our position on the market allows us to negotiate **preferential costs** with the actual service providers, to your benefit, **for a complete set of travel services**.

We encourage **cost optimization** in managing business travel, by using **high-end technology** and we offer you:

- The latest IT solutions for creating and implementing the travel policy
- Transparent prices and service fees
- Modern methods for managing bookings
- Integration with your company's IT solutions for activity management
- Detailed reports regarding the travels and business events of your company

bookings for plane tickets and accommodation



BEST FLIGHT ROUTES FOR ARRIVING ON TIME

By serving a different range of corporate clients, with annual volumes between 300 and 4.000 plane tickets issued for internal and international routes, we have managed to get a key position on the Romanian ticketing market, becoming one of the most important IATA - BSP ticketing companies.

Now, we have partnerships with all the airline companies that operate flights from and to Romania as well as with low-cost companies from all over the world.

More than 100 countries are easily accessible through us!

CAREFULLY SELECTED HOTELS FOR SUCCESSFUL TRAVELS

Our accommodation offer in Romania includes over 400 direct contracts with hotels in the major cities of the country, and with the help of our external partners, we have online access to a network of over 200,000 accommodation units from all over the world.

In no time we can access hotels of every comfort class and for every budget, all you have to do is choose the option that best fits your needs in terms of quality and services!



event management

YOU NEED OUR SERVICES:

Every year we manage **business events** for consolidating the work teams or the intercommunications with the company's clients:

- **Internal events, dedicated to the employees of the companies** (trainings, meetings, workshops, team-buildings, incentives, parties)
- **External events, dedicated to existing and potential clients or business partners** (conferences, product/services launches or promotional activities for them, various presentations and debates, anniversaries, receptions)

We offer integrated services of "Event Planning" and "Event Management" - starting with consultancy, concept, planning, and up to implementation and evaluation phase.

- ✓ When you want a "turnkey event", organised by a specialist in this field
- ✓ When you need assistance, customized solutions and creative ideas that can express the personality of your company in the smallest details
- ✓ When you want to control the costs with organizing the event and remaining within the allocated budget
- ✓ When you do not want to give additional tasks inside your company or you do not have the human resources and the necessary time for planning the event



related services

WE TAKE CARE OF EVERY DETAIL OF YOUR BUSINESS TRIP

EXIMTUR BUSINESS consultants take care of all the details before, during and after your business trip. We offer you a **wide range of related services** that include:

- **transfers inside the country and abroad**
- **visa intermediation**
- **train tickets, rent-a-bus**
- **car rentals with or without driver**
- **travel insurance**
- **useful information about destinations and the formalities necessary for the travel**

REWARD YOUR EMPLOYEES!

For **individually rewarding your employees**, we have created a simple **system of vouchers** that can be purchased and offered as gifts to your employees.

In this way, they can **choose from** a very diverse range of **tourism services** and destinations, carefully selected and promoted by our company.

CALL US ANYTIME!

We are at your disposal permanently, for assistance and bookings!

As business clients, you will have a **dedicated account manager** for coordinating the **travel consultants team** that is assigned to manage your bookings.

Furthermore, **to solve any emergency situation or problem** that might occur after working hours, you benefit of a special telephone service for corporate clients: **0364-803.899!**



the team and portfolio of clients

WE ARE TRAVEL CONSULTANTS

The value of a company is given by the people that represent it.

EXIMTUR BUSINESS is a young team, consisting of **40 travel consultants with a vast experience** in corporate account management and they have been with our company for at least 5 years.

The team members have multiple accreditations and qualifications: IATA – UFTAA accreditation, tourism agency director licence, licence for the post of manager in the tourism industry, tourism agent – tourism guide qualification or trainer accreditation.

Training activities that are regularly organized and the efficient customer relationship management system maintain the performance of our consultants at a high standard.

PORTFOLIO OF CLIENTS

Our clients are both private entities, ranging from multinational companies to SMEs, and public institutions.

We serve an extended range of customers from various industries, such as: automotive, tobacco, IT&C, banking, pharmaceutical, agricultural, retail & FMCG, cinematography and film promotion, advertising, and many others.

IN BUSINESS WE SPEAK THE SAME LANGUAGE!

Choosing a route for a business trip, or a location for the annual company event involves more than just finding the lowest price.

It calls for hearing and understanding your needs, accurate and detailed planning, acquaintance and customizing the offers, obtaining and evaluating feedback.

We offer you various solutions for various travel needs and event organisation needs.

references



- Over **24 years** of experience and presence on the market, period during which **over 3 million tourists and 2,500 companies** have benefited from our services
- The sales volume for 2016 was **47 million euros**
- **4** specialized business travel & events **centres** which produce over 69% of the company's sales volume
- More than 150 travel consultants, of which **35 are specialized in business travel and event planning**, being employed within the company for **at least 5 years**.
- Over **65,000 plane tickets** issued every year
- Over **200,000 accommodation units** from around the world
- Over **800 accommodation partner units** from Romania
- Over **700 reselling tourism partner agencies**
- Over **100 countries visited** by our clients

EXIMTUR divisions

EXIMTUR[®] BUSINESS

COMPANIA DE CALĂTORII

A division specialized in offering business travel and event management services, dedicated to corporate clients

EXIMTUR[®] INCOMING

COMPANIA DE CALĂTORII

A division specialized in customized tourist programs, dedicated to foreign tourists visiting Romania

EXIMTUR[®]

COMPANIA DE CALĂTORII

A division specialized in leisure travel services, offering vacations and travel services for tourism purposes, in the country and abroad

EXIMTUR[®] ȘCOALA DE TURISM

COMPANIA DE CALĂTORII

A division specialized in the qualification, professional training and specialization courses for various jobs in the hospitality industry

ACCREDITATIONS

- Tourism – tour operator licence no. 1191
- **I.A.T.A. accreditation** (International Air Transport Association)
- Certification of the quality management system, according to ISO 9001:2008, executed and monitored by **S.G.S. (Societate Generale de Surveillance)**
- Operator number for working with personal data ANSPDCP: 4164 / 2007



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