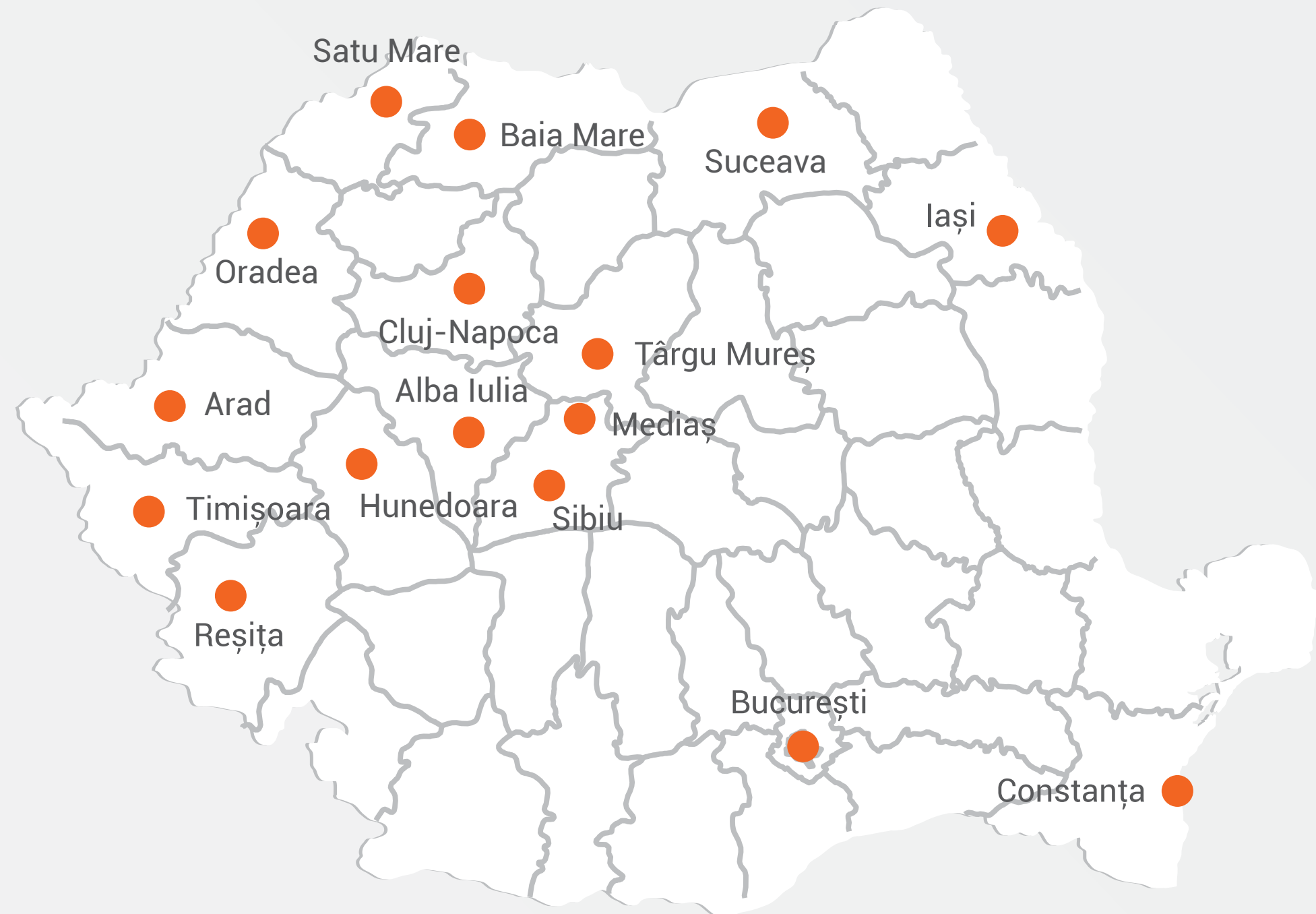


EXIMTUR - exclusive partner in Romania of UNIGLOBE Travel International



ABOUT US

- EXIMTUR is a privately-owned Romanian travel management company, founded in 1993, in Cluj-Napoca
- The company has a national network of 23 offices, including 7 franchises, in 16 cities



ABOUT US

- Our business is organised in 4 main divisions: the Business Travel & MICE Division, the Leisure Division, the Incoming Division and the Tourism School Division

EXIMTUR[®] BUSINESS
THE TRAVEL COMPANY

EXIMTUR[®]
THE TRAVEL COMPANY

EXIMTUR[®] INCOMING
THE TRAVEL COMPANY

EXIMTUR[®] TOURISM SCHOOL
THE TRAVEL COMPANY

- Our team consists of more than 190 employees, 45 of them being part of EXIMTUR BUSINESS division



OUR COMPANY CULTURE

The respect for our customers, employees, partners and our collaborators, the compliance with the national and international laws, are the values we believe in and guide us in pursuing with integrity our activity.



QUALITY OF SERVICE AND SAFETY



TAILOR-MADE SOLUTIONS



HIGH END TECHNOLOGY



PROFESSIONAL TEAM AND CONSULTANCY
SERVICES



INTEGRITY AND TRANSPARENCY



AVAILABILITY



KNOW-HOW



ACCREDITATIONS, CERTIFICATES, MEMBERSHIP

- **Tourism – Tour operator Licence no. 1191;**
- **I.A.T.A. Accreditation**
(International Air Transport Association)
- **ISO 9001:2015** Certification of the quality management system
(S.G.S. / Societate Generale de Surveillance)
- **PCI DSS** Compliance Certificate

A MEMBER OF:

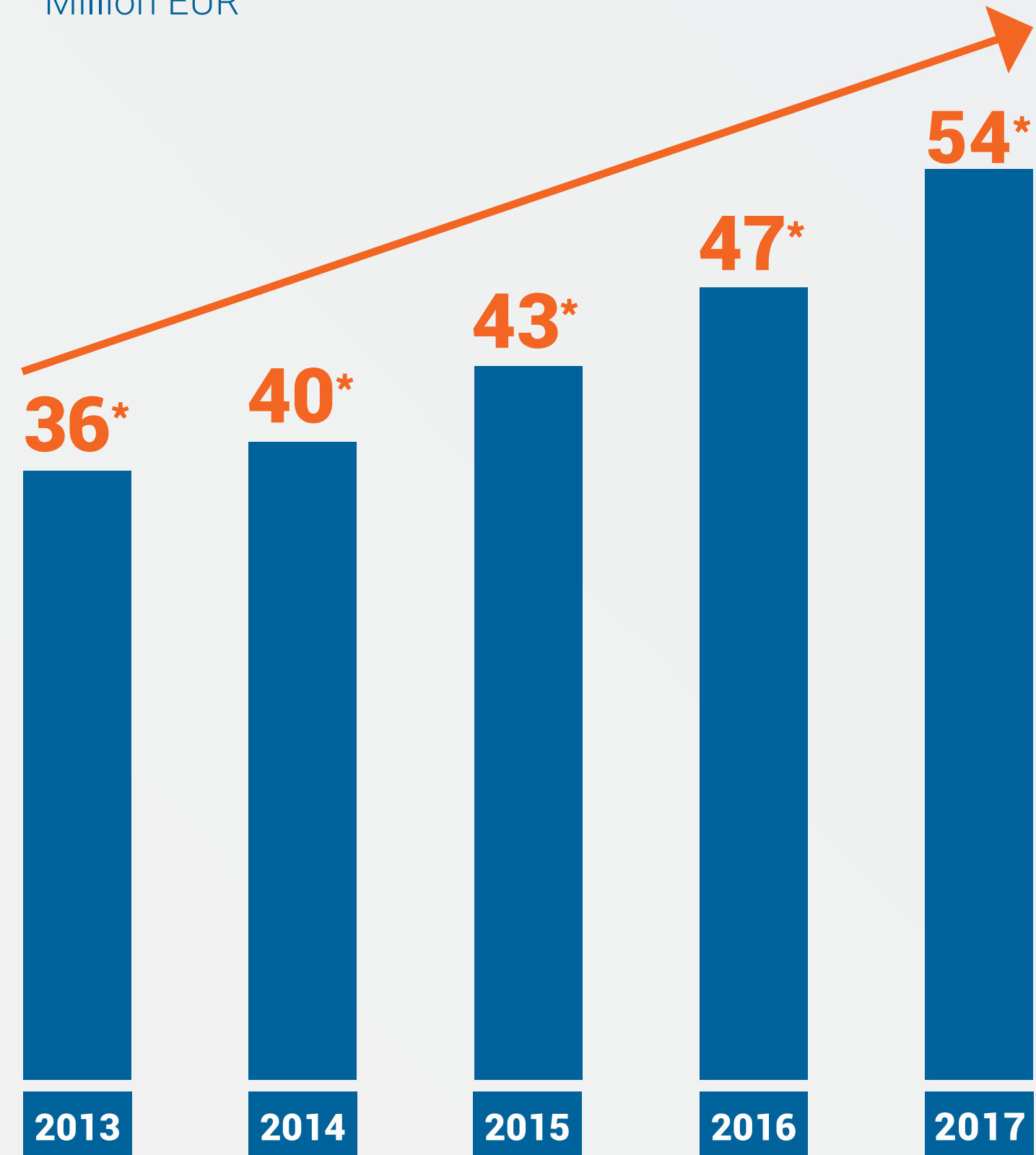
- **Am-Cham**
(America Chamber of Commerce in Romania)
- **NRCC**
(Netherlands Romanian Chamber of Commerce)
- **Ro Swed Cham**
(Romanian Swedish Chamber of Commerce)
- **BEROBA**
(Belgian Romanian Business Association)
- **RBL Foundation**
(Romanian Business Leaders)
- **FBN**
(Family Business Network)
- **DWNT**
(The German-speaking business club in Northern Transylvania)
- **C.FAC**
(Le Club Francophone d'Affaires de Cluj)
- **C.C.I.A. Cluj**
(Chamber of Commerce, Industry and Agriculture from Cluj County)
- **A.N.A.T.**
(National Association of Tourism Agencies from Romania)



FINANCIAL INDICATORS

- The company's sales volume reached 54 million EUR in 2017
- 60% of the total sales volume was generated by business travel services and MICE

The Evolution of the company's sales volume 2013-2017
* Million EUR



FINANCIAL INDICATORS

- Net profit in 2017: 380.671 EUR
- Taxes paid to the Romanian State: > 1.000.000 EUR
- Solvency: 1,5
- Financial autonomy: 30,26 %
- Net assets: 1.836.912 EUR



RECENT FACTS AND FIGURES

- National Prize at the National Gala of Private Companies, 2nd place in 2016, for performance in the tourism and travel field, offered by The National Council of Private Small and Medium Enterprises in Romania and the Chamber of Commerce and Industry of Romania
- Best Business and MICE Agency, 2nd prize, awarded at The Romanian TopHotel Awards Ceremony in 2018



**+ 230.000 SERVICED
CUSTOMERS PER YEAR**



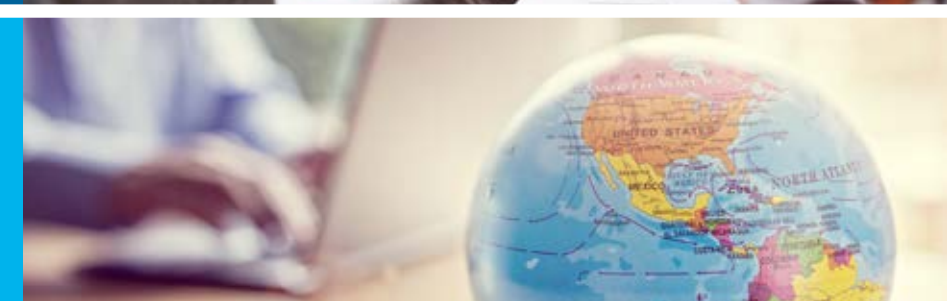
**+ 65.000 FLIGHT TICKETS
ISSUED PER YEAR**



**+ 1.000 RESELLER
PARTNER AGENCIES**



**+ 100 COUNTRIES VISITED
BY OUR CLIENTS**



**+ 1.200 ACCOMMODATION
PARTNER UNITS IN
ROMANIA**



**+ 450.000 ACCOMMODATION
PARTNER UNITS FOR
VARIOUS DESTINATIONS
AROUND THE WORLD**



**+ 300 CORPORATE EVENTS
ORGANIZED PER YEAR**



EXIMTUR BUSINESS DIVISION

The Division operates in 4 major economic centres of Romania: Bucharest, Cluj-Napoca, Timisoara and Sibiu.

+ 40 Business Travel and MICE Consultants
+ 2500 companies choose EXIMTUR as their travel provider

Servicing a diverse client portfolio: companies operating in various industries such as: IT&C, automotive, tobacco, banking, pharmaceutical, construction materials, agriculture, retail & FMCG, cinema and film promotion, advertising and many others.

We provide the following Business Travel Services:

- Booking and issuing of flight tickets worldwide
- Accommodation bookings in Romania and worldwide
- MICE (Meetings, Incentives, Conferences, Exhibitions)
- Rent-a-car, rent-a-bus, limousine, airport and other transfers worldwide
- Train tickets, Ferryboat tickets
- Travel insurance
- Visa services
- V.I.P. travel services
- Dedicated team and key account manager
- Business travel reporting and travel budget management
- Incentive programs for corporate employees
- 24h/7 dedicated business travel Call Center

WHY CHOOSE EXIMTUR



Ticketing



Top quality hotels and event venues



Extensive database of Conference hotels & Event venues



Dedicated team



Rent a car



Transfer Arrangements



Visa Assistance



Budget Management



Full-time Assistance



Theme Parties Team Building Special Events



Valuable expertise



Tailor-made Services



Meet & Greet Services



It's a safe destination



Wide range of specialized suppliers



Local Guide Services

HOSPITALITY PARTNER FOR

- Transylvania International Film Festival (TIFF), Cluj-Napoca, for 7 consecutive editions, +1100 participants accommodated at 2018 edition
- “Interferences” International Theatre Festival, Cluj-Napoca, for 4 editions, + 200 participants
- PhotoRomania Festival, Cluj-Napoca, 1st edition, + 100 participants



EXAMPLES OF MICE ORGANIZED FOR MAIN CORPORATE CLIENTS

+ 300 Corporate events organized in 2017

- Annual Conference Sales Conference, 1.000 participants, Sibiu
- Christmas Party, 750 participants, Bucharest
- Team-building, 150 participants, Danube Delta
- Incentive Program, 30 participants, Vietnam and Cambodia
- Incentive Program, 40 participants, Portugal



EXIMTUR

The exclusive UNIGLOBE Travel International partner in Romania

"By joining UNIGLOBE we have access to high performing international business travel management systems. The openness towards state-of-the-art travel technology, reservation systems and tools optimising prices and fees, the more efficient handling of our clients' needs, the access to carefully selected suppliers supported by our global network – are the main advantages of our affiliation to UNIGLOBE, which will turn into better services to our corporate clients",

Lucia Nora Morariu, EXIMTUR CEO.

"We are delighted to welcome EXIMTUR to our growing network of Global Partners. This partnership is a significant win-win! Our international scope will translate into advantages and savings for EXIMTUR and its clients, while EXIMTUR's leadership and strong presence in Romania will strengthen our brand recognition!"

**Derek Hearl-Maunder, President of UNIGLOBE
Europe, Middle East, and Africa.**



BRIEF INTRODUCTION TO UNIGLOBE

- UNIGLOBE Travel International is the leading international travel management system specializing in providing travel services to small to mid-size enterprise (SME) and leisure clients through its network of franchised and member agencies.
- With global oversight, The UNIGLOBE organization presently comprises locations in more than 60 countries across the Americas, Europe, Asia/Pacific, Africa and the Middle East operating under a well-recognized brand, common system and services standards.
- UNIGLOBE has its world headquarters in Vancouver, BC, Canada with an annual system-wide sales volume of \$5.0+ billion.





EXIMTUR[®]
The Travel Company

EXIMTUR[®]
COMPANIA DE CALĂTORII

BUSINESS

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