

nicolaus[®]
dmc

**NICOLAUS
DESTINATION
MANAGEMENT
COMPANY**



ABOUT US

Nicolaus Tour was founded in Ostuni in 1993 as a travel agency. The company gradually specialized in incoming to Puglia and the South of Italy, gaining a leadership role among the Italian Destination Management Companies.

Nicolaus DMC started its activity providing a wide range of theme tour packages, valuing the historical and cultural features of Puglia and as a Shore Excursion organizer for MSC and Costa Crociere and more than 30 cruise companies.

Nicolaus DMC became the main point of reference as an Incoming Tour Operator to Puglia and Southern Italy for more than 5000 Italian and international travel agencies and tour operators, thanks to the expertise in

programming tourist services that convey an innovative image of the territory, keeping at the same time its authenticity.

The strength of Nicolaus DMC is the analysis of each target market and customer, that results in a tailor-made selection of offers that meets the guest's needs with high added value.

Key to its success relies on valuing human resources as well as the synergy between different elements, such as a high quality professional and multilingual staff, the full command of the territory and the accurate knowledge of its features and potentiality, a careful selection of partners and products, the continuous training of the staff and the constant renewal of technological resources.



57 *friendly, hard-working & super talented people work here*



3285



- founded in 2003 -



OUR CUSTOMERS

- TOUR OPERATORS
- TRAVEL AGENCIES
- OLTA (Online Travel Agencies)
- INCENTIVE HOUSE
- PCO (Professional Congress Organizers)
- COMPANIES
- CORPORATIONS AND ASSOCIATIONS



ACCOMMO- DATION

Nicolaus DMC offers high quality accommodation, carefully selected, in the most beautiful locations of Southern Italy and different tailor-made holidays. The wide range of proposals is ideal for FITs and for groups, and includes theme tours (food & wine, art & history, archaeology, culture, sport), meetings and incentives.

SEASIDE RESORTS & BEACH HOTELS in Puglia, Basilicata, Calabria, Campania, Sicilia and Sardegna.

MASSERIE & HISTORICAL MANSIONS in Puglia and Basilicata. They represent the history, culture and traditional life of the territory.

LUXURY HOTELS, the best of the Italian tourist offer with selected 5* accommodation for a 100% Italian style journey.

SPA & BEAUTY FARMS, with exclusive tailor-made packages in Italy.

URBAN HOTELS, high standard city hotels with quality services.



OUR SERVICES

1. TOUR

Nicolaus DMC creates tailor-made tours, according to the needs of its national and international clients. Tours represent one of the best ways to discover the territory in a journey between tradition, legends, nature and local flavours.

2. MEETING & INCENTIVE

Nicolaus DMC provides professional services for MICE sector, from a selection of modern congress facilities to locations for any type of event, team building activities, gala dinners and entertainment to satisfy any request.

3. FLY & DRIVE

Nicolaus DMC designs special itineraries based on the clients' preferences and ensuring maximum freedom. In addition to the tailor-made tour, Nicolaus DMC offers a continuous assistance service.

4. EXCURSIONS

Nicolaus DMC boasts among its collaborators more than 500 multilingual and authorised tour guides and provides a wide selection of excursions to discover the most fascinating places of Southern Italy: from the monumental trulli of Alberobello to the Castellana Grottoes, from the coast towers of the Salento area to the mysterious marine caves, from the Medieval castles to the long golden beaches on the Ionian sea, from the sumptuous baroque city of Lecce and the

byzantine crypts, to the "white city" of Ostuni, from the green Murgia to the "Sassi" of Matera.

5. TRANSFERS & RENTALS

Nicolaus DMC provides transfers for any event, and has at disposal GT Busses, Minivan, Sedan Car and luxury cars with driver. It also offers car rental with pick up and drop off in all Italian airports.

6. SHORE EXCURSION DEPARTMENT

Nicolaus Shore Excursion Department, thanks to its long experience as the official excursion agent of the most important cruise companies in the harbours of Puglia, organizes, coordinates and assists shore excursions and ground services for the most important cruises and yachts.

7. LUXURY SERVICE

Nicolaus DMC offers to the most demanding clients any kind of top level services: yacht rental, private jets, helicopter transfer, luxury car rentals, mother tongue interpreters, exclusive openings of museum and monuments, reserved seats for special events.

8. NICOLAUS FILM SERVICE

Nicolaus Film Service Department offers assistance and organization service to TV, movie and advertisement productions, providing technical and organizational support for choice of locations, logistics and bureaucracy, selection of technical staff.



ACTIVITIES

FLAVOURS FROM THE TERRITORY

- Oil mill visit and olive oil tasting
- Winery visit and wine tasting
- Cooking classes
- Cheese factory visit and mozzarella tasting
- Bakery visit and bread tasting
- Tastings of typical pastries
- Gelato tasting
- Pizza making and tasting

ART

- Ceramic art demonstration
- Mastro Trullaro and the history of Trulli
- Papier-machè laboratory
- Lecce stone laboratory

MUSIC

- Pizzica dance classes
- Baroque music
- Folk entertainment

SEASIDE

- Boat excursions
- Sea caves excursions

- Fishing
- Boat and Yacht Rental (with or without skipper)

GAMES

- Orienteering
- Treasure hunt
- Focaccia building
- Games from the tradition
- Quad excursions
- Go Kart race
- Sport tournaments
- Amusement parks
- Saponifichiamo (soap making from olive oil)

NATURE

- Trekking with donkeys
- Bike tours
- Horse or cart excursions
- Olive Picking
- Grapes picking
- Walking in natural reserves
- Flower watching
- Wild herbs picking



NICOLAUS GROUP KEY FACTS

STAFF

57 FULL TIME PROFESSIONALS
30 SEASONAL PROFESSIONALS
8 DMC PROFESSIONALS

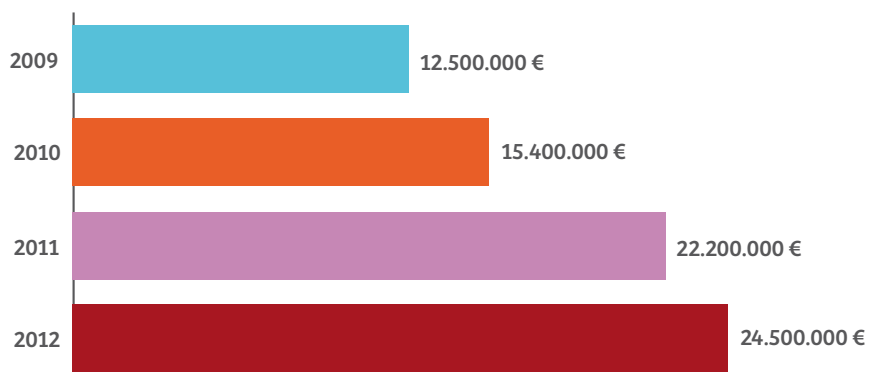
CLIENTS

5.000 National and International
Travel Agencies, Tour Operators
and PCO

AVAILABILITY AND SALES

5.000 room nights available
1.000.000 sold rooms
70.000 guests in 2012

NICOLAUS GROWTH





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