

# Buyers Tell Us What They Are Looking For At ATF 2019



“ I am looking to expand hotel offerings for the European market, especially with hotel properties in central locations.

**AffiliRed S.L., India**  
Manoj K Sheoran | Director, APAC



“ I am looking to extend partnerships with attractions, hotels & resorts, adventure sports suppliers, ground transport services and DMCs from across the ASEAN region.

**Asha Travels, India**  
Asha Mundhra | Owner



“ Unique honeymoon and wedding travel-related products and experiences are on my list for ATF 2019. I am particularly interested in Cambodia, Indonesia, the Philippines, Singapore, and Thailand.

**Asia Total Operadora, Brazil**  
Jefferson Santos | VP Commercial & Operations



“ Looking to get the latest updates in ASEAN and discuss contracts for FIT and groups. I am interested to discover new products in Cambodia, Indonesia, Thailand, and Vietnam.

**ATI Leisure, Denmark and Sweden**  
Jacqueline Blaylock | Head of Overseas and Contracting



“ We work with incentive groups that increasingly request for Vietnam, Cambodia, and Thailand. Hoping to find MICE partners, great experiences, and contracts with local attractions.

**Conqueror Travel Club, Poland**  
Anastazja Szerkus | CEO

“

I am interested in leisure venues, including high-end to mid-range hotels & resorts, airline partnerships, ground transportation services, and attractions. We have potential wedding groups to Vietnam in 2019.

**Chen-Martin Travel, USA**  
Susan Nazhand | Travel Consultant



“ We are looking for luxury accommodations with conference and meeting spaces, ground handling services, DMCs and Event Management companies for MICE events within Thailand, Vietnam, and Cambodia.

**Cosmac Computers Pvt Ltd, India**  
Rahman Habeeb | Director



“ ATF has always been a great platform to meet new & upcoming hotels, DMCs, and attractions. We would like to meet new partners from Cambodia, Laos, Thailand, and Vietnam to further boost tourism exchange from India.

**Cox & Kings Limited, India**  
Sachin Sharma | Manager



“ As a B2B tour operator, we are currently looking at cross border tours in the Indochina region combining moderate luxury with soft-adventure experiences and authentic ethnic encounters.

**Easytours, Belgium**  
Antoine Noens | Managing Partner



“ While ASEAN on a whole appeals greatly to my business objectives, I am especially interested in Vietnam's capabilities as a conference destination.

**EIKON Management Ltd, United Kingdom**  
Bo Sjöholm | Executive Director



“ I am looking for destinations with MICE offerings and unique cultural experiences. We organise tour itineraries crafted towards women, and also work with technology institutes for site visits and school exchange programmes.

**Elite International Travel Center, UAE**  
Conrad Caeiro | Operations Manager



“ Destinations of interest to us include Malaysia, Singapore, and Thailand. We are also looking forward to meet with hotel groups and DMCs.

**First Class Business Travels, The Netherlands**  
Gert Bakker | CEO



“ The annual rotation of ATF allows us to experience new destinations first-hand. We are seeking exclusive high end luxury products and off-the-beaten-track experiences that will wow our clients!

**Free Style, The Netherlands**  
Ben Gosman | Managing Director



“ I am looking for deluxe properties in Laos, Cambodia and Philippines. These beautiful countries are underestimated destinations that are unspoiled by extensive tourism. Our clients appreciate sustainable tourism, nature, history, and preservation.

**Hergert Representation & Networking, Germany**  
Petra Schickling | Managing Director



“ I want to establish contact with Luxury DMCs, hotels, spas, cruises, and honeymoon experiences within Vietnam, Cambodia and Myanmar for the European market.

**HTMS International Group, Central Europe**  
Mauro Lazzari | Business Development Manager



“ I am looking for real, unforgettable experiences within ASEAN, especially Vietnamese destinations like Cat Tien, Mong Tay Island, and Phu Quoc.

**ICP Group S.A., Poland**  
Krzysztof Michniewicz | President



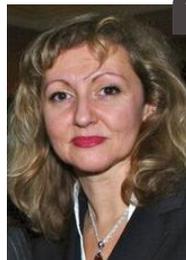
“ Interested in inbound MICE and tours to Vietnam, itineraries that include golfing, biking, culinary, and historical activities as well as outbound opportunities from Vietnam to India.

**Indus Outback Ventures, India**  
Srikant K | Director



“ I am interested in finding new destinations for our Asia-Pacific international innovation conference that takes place every year in December.

**International Society for Professional Innovation Management, United Kingdom**  
Iain Bitran | Executive Director



“ We specialise in organising international luxury meetings and incentives for clients in pharmaceutical and healthcare. We are looking to explore new venues and attractions for projects in countries like Vietnam.

**Intra Muros Tango, France**  
Corinne Elgosi | Director Incentive



“ We are looking for 4- and 5-star hotels and resorts, transport companies, airlines, venues, and tours as we have groups heading to Vietnam, Cambodia, Thailand, and the Philippines.

**Liccardo Travel, USA**  
Emilia Casserly | Travel Adviser and Marketing Manager



“ We are on the lookout for luxury and experiential travel products within Indochina for families and small groups.

**Luxe Escape Pvt Ltd, India**  
Aditya Tyagi | Founder



“ We are looking to partner with DMCs in the region for our events that usually range from 40 to 100 people. Interested in team building or CSR activities related to nature and youths, unique hotels and convention centres.

**MICE Hospitality Connections Sdn Bhd, Malaysia**  
Alexander Wong Ming Fei | CEO



“ Would love to discuss opportunities with CVBs and luxury DMCs. I am also looking for 5-star hotels and boutique hotels, new attractions, venues, and ground transport services.

**Mind World Events, United Kingdom**  
Denis Salama | Managing Director



“ Sustainable itineraries, idyllic resorts, spa and wellness programmes revolving around nature are top of my list. Particularly interested in Vietnam as an untapped nature destination.

**My Ideal Traveling Sagl, Switzerland**  
Monica Bevacqua | Managing Director



“ We would like to discover hotel and resort properties with golf facilities, congress venues, and services for MICE especially in Vietnam and the rest of ASEAN.

**NG-Travel, Italy**  
Carlo Fossati | MICE Manager



“ Vietnam, Cambodia, Laos, and Thailand are highly sought-after, especially if they can provide French-speaking guides. We bring French groups and FIT to ASEAN, with accommodation in high-end hotels with meeting facilities, bed & breakfasts with spa, itineraries with sports and leisure activities, side trips, and cruises.

**Promoserv, France**  
Guy Belliard, Manager



“ We would like to meet NTOs who possess a wide network of local connections to venues, attractions, ground transportation, airlines, and luxury services.

**R.A.S. International Tours, Mexico**  
Reuven Sagi | President - Owner



“ We are looking for overland tour programmes, ASEAN cross-border tour packages that may cover countries in Indochina, wellness and ecotourism itineraries.

**Silk Holidays/ Silkway Travel, Canada**  
Ricky Poon | Vice President



“ I will be looking for opportunities with stakeholders who have experience in professional scientific conferences and related facilities in Vietnam and other ASEAN countries.

**Society For Biotechnologists India (SBTI)**  
Edathil Vijayan | President

“ I would like to meet tour operators, DMCs and hotel properties for specialised sports events that we organise.

**Sports Incentives Conventions International, France**  
Mircea Anitas | Manager

“ I would like to find golf-related services and operators across several destinations such as Vietnam, Thailand, and Cambodia.

**Starttiden, Sweden**  
Håkan Nilsson | CEO



“ I find ATF great for building ASEAN connections. I am always looking at developing new and innovative programs for the Canadian traveller with culture, history and wellness activities in mind.

**Tourcan Vacations, Canada**  
Vivek Khanna | President



“ We have our eye on ASEAN to explore religious tourism, medical tourism, corporate events, and luxury vacations for our clients.

**Tripathlon Holidays, India**  
Sunil Kumar Garg | Managing Director/  
Founder



“ We are interested in tour products related to Vietnam and the Philippines.

**United Treasure Travel Co., Ltd., Myanmar**  
Win Win Shein | Managing Director



“ I am interested to meet contacts from provincial destinations in Vietnam and ASEAN including resorts and hotels, events and MICE suppliers and event venues at ATF 2019.

**U-Travel Services, The Philippines**  
Renato M. Serrano, Jr. | CEO



“ Seeking incentive support programmes from tourism boards and in particular, interested in cities like Danang and Mui Ne in Vietnam, Beach locations in Thailand, and Bali in Indonesia.

**Vasco Marketing, South Korea**  
Minje Park | Managing Director



“ I am looking to establish partnerships with hotels and resorts in Thailand, Indonesia, and the Indochina region.

**Viaggi del Mappamondo, Italy**  
Andrea Mele | President & Managing  
Director



“ I hope to make new connections with Vietnamese suppliers and experience some of the post-show tours myself to be able to sell these itineraries and packages back home.

**Viventum s.c., Poland**  
Agata Gościńska | CEO & Owner



“ We are a Malaysian DMC for leading finance organisations in Malaysia. We would like to meet with Vietnam and Indochina operators especially those who are familiar with the needs of Malaysian travellers.

**Wana Consult Malaysia, Malaysia**  
Wan Ahmad Sufian | MICE Director



“ I am interested in all of ASEAN in particular Vietnam, Indonesia, and Thailand.

**WebBeds Europe - Sunhotels, Spain**  
Barbara Rahm | Head of Contracting Asia and  
Oceania – WebBeds Europe



“ Destinations like Vietnam, Cambodia, Laos and Philippines, and products and services from hotels, cruises and local DMCs are our focus.

**Welcome To Asia, Thailand**  
Andrea Capellino | Managing Director



“ I am searching for all-rounded, one-stop services that tourism organisations or conventions bureaus can offer for the front-to-end of tours programmes and business events.

**Xotic Getways, India**  
Akkumahanti Phani Chakravarthy | Director



“ We are a specialised tour operator in senior tours. I am looking for new tours that have a touch of soft adventure or educational, cultural and heritage elements. Our FIT and family tour programmes are very much tailor-made and as most of our clients are well-travelled.

**Z Car Rental & Travel Service, Singapore**  
Jimmy Sim | Senior Manager – Head of  
Leisure