



Destination Management Company



Who We Are

Venue and Concept is a one stop full service DMC that is focused in offering effective solutions that add real value to your Incentive Groups, Meetings, Conferences, Events and Leisure Groups.

We are committed for excellence through delivery of personalized service by streamlining point of contact, innovative and customized program, and cost effective solutions to all groups and event management needs.



Our Business Segment Focus

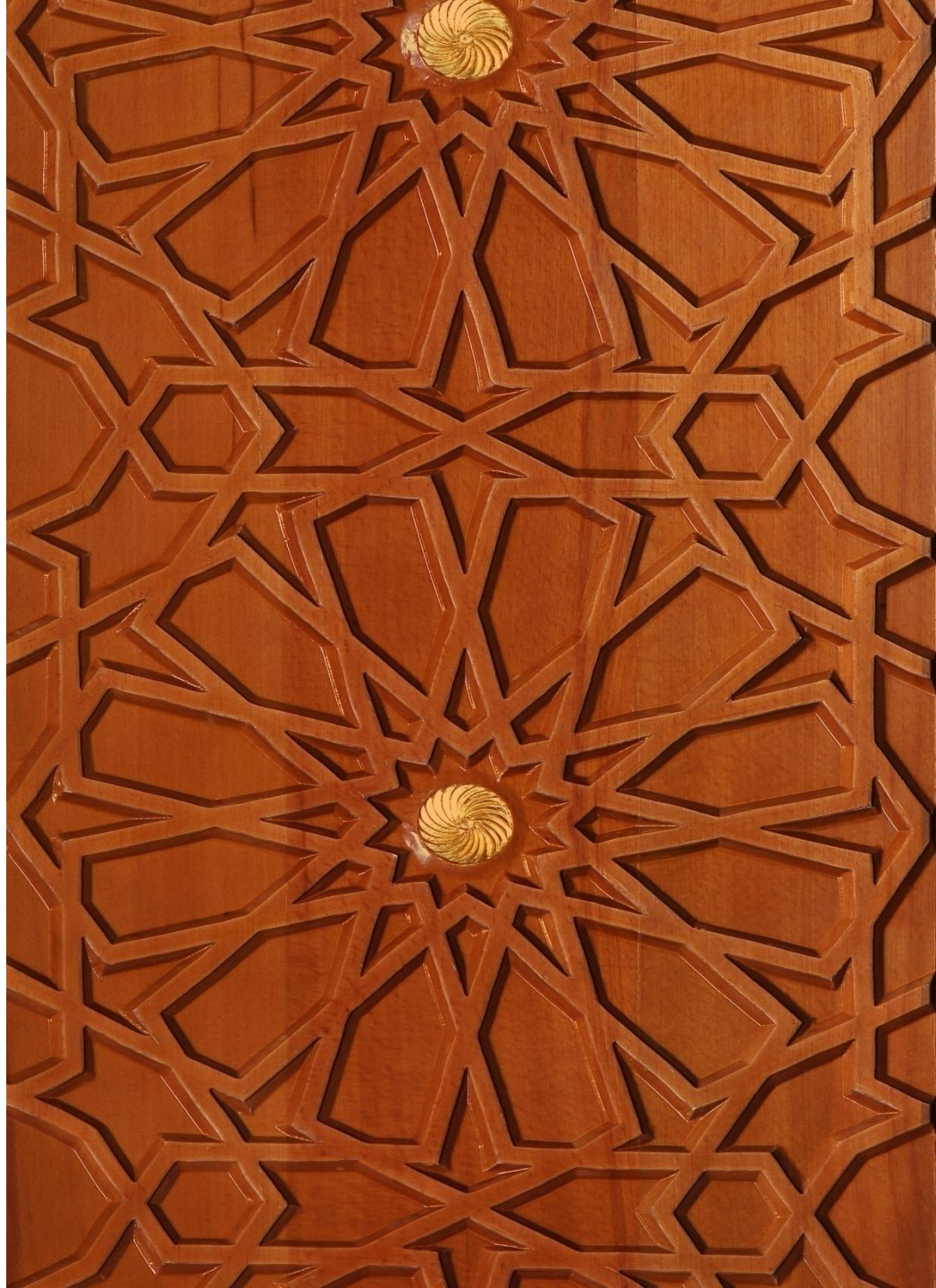
- Meetings
- Incentives
- Congress
- Conferences
- Events
- Exhibitions
- Leisure





Our Assistance

- Venue Selections
- Program Concepts
- Ground Handling Services



Our Strengths

- Experience
- Passion
- Flexibility
- Knowledge
- Relationship





Our Promise

Memorable Venue

Ideal Concept

Uncompromising Service



Senior Management



17 years in the hospitality industry
10 years with Groups and MICE
segment
First Regional Director for Groups and
MICE for Fairmont Hotels and
Resorts, UAE

Miguel Payla
Managing Partner
Head



15 years in the hospitality industry
8 years of experience in working with
Dubai based DMC
Seasoned Project Manager
Been in Dubai for 10 years

Managing Partner 2
Sales & Pricing



Has an exciting shift of industry
An engineer by profession and part of the
team who built Dubai Mall
Best person to tell about the history of
Dubai and UAE

Jorge Fonseca
Managing Partner
Administration & Ground Operations



Your Next Destination

United Arab Emirates

- Government Type: Federation with specified powers delegated to the UAE federal government and other powers reserved to seven member emirates
Area: 83,600 sq km
Highest point: Jabal Yibir 1,527 m
- Population: 5,314,317 (estimate is based on the results of the July 2012 census)
- Population density: 52 / sq km
- Capital: Abu Dhabi, geographic coordinates 24° 28' N 54° 22' E
- Local time: GMT + 4 hours
- Life expectancy: 76 years
- GDP – per capita: \$ 43,803
- Value of petroleum exports: (billion \$)
74.55



Your Next Destination

Dubai

- Population : 2.2 million
- Area : 3,900 square kilometers
- Market Size : More than \$17 billion domestic imports annually; gateway to \$150 billion regional import
- Working week (public sector) : Sunday through Thursday
- International Dialing : +9714
- Home of 60 world records like; tallest building, biggest single acrylic panel which is the Dubai Mall Aquarium
- Financial Center



Your Next Destination

ABU DHABI

- Capital of UAE
- Made up of 200 natural islands
- Largest Emirate
- Population of 2.12 M
- Gross Domestic Product (2011); AED 606.6 billion (at constant prices), AED 806 billion (at current prices)
- Contribution of the oil sector in GDP at current prices (2011): 58.5%
- Contribution of the non-oil sector (2011): 41.5%
- Ranked 3rd as the highest sovereign wealth
- Average rainfall (2011): 21.5 millimeters



Your Next Destination

FUJAIRAH

- Situated in the country's east, extends 90 kilometers along the Gulf of Oman
- Fifth largest Emirates in land area
- UAE's only access to the Indian Ocean
- Known as the diving spot
- Offers unspoiled natural beauty; sandy beaches, mountains and oasis, historical attractions





Your Next Destination **RAS AL KHAIMAH**

- Literally means “top of the tent” in Arabic, lies within the northernmost part of the UAE
- Is the fourth largest Emirate
- It boasts some 65 km of coastline along the Gulf and fertile plains, as well as the great Hajar mountains, which reaches heights of up to 1900 meters.
- RAK is 65 km from Dubai.
- Waldorf Astoria is opening soon
- Offers mountain in the east and a green belt in the south
- Now setting its sights on becoming a premier investment destination, capitalizing on its potential in the realms of real estate and tourism industry



Your Next Destination **AL AIN**

- Al Ain (Arabic: العين, al-‘ayn, literally The Spring), also known as the Garden City due to its greenery
- The second largest city in the Emirate of Abu Dhabi and the fourth largest city in the United Arab Emirates
- One hour drive from Abu Dhabi and Dubai about 120 km
- Al Ain is the birthplace of Sheikh Zayed bin Sultan Al Nahyan, the first president of the United Arab Emirates, and it has the country's highest number of Emirati nationals
- Offers rugged terrain site, river for kayaking, and outdoor activities





Your Next Destination **HATTA**

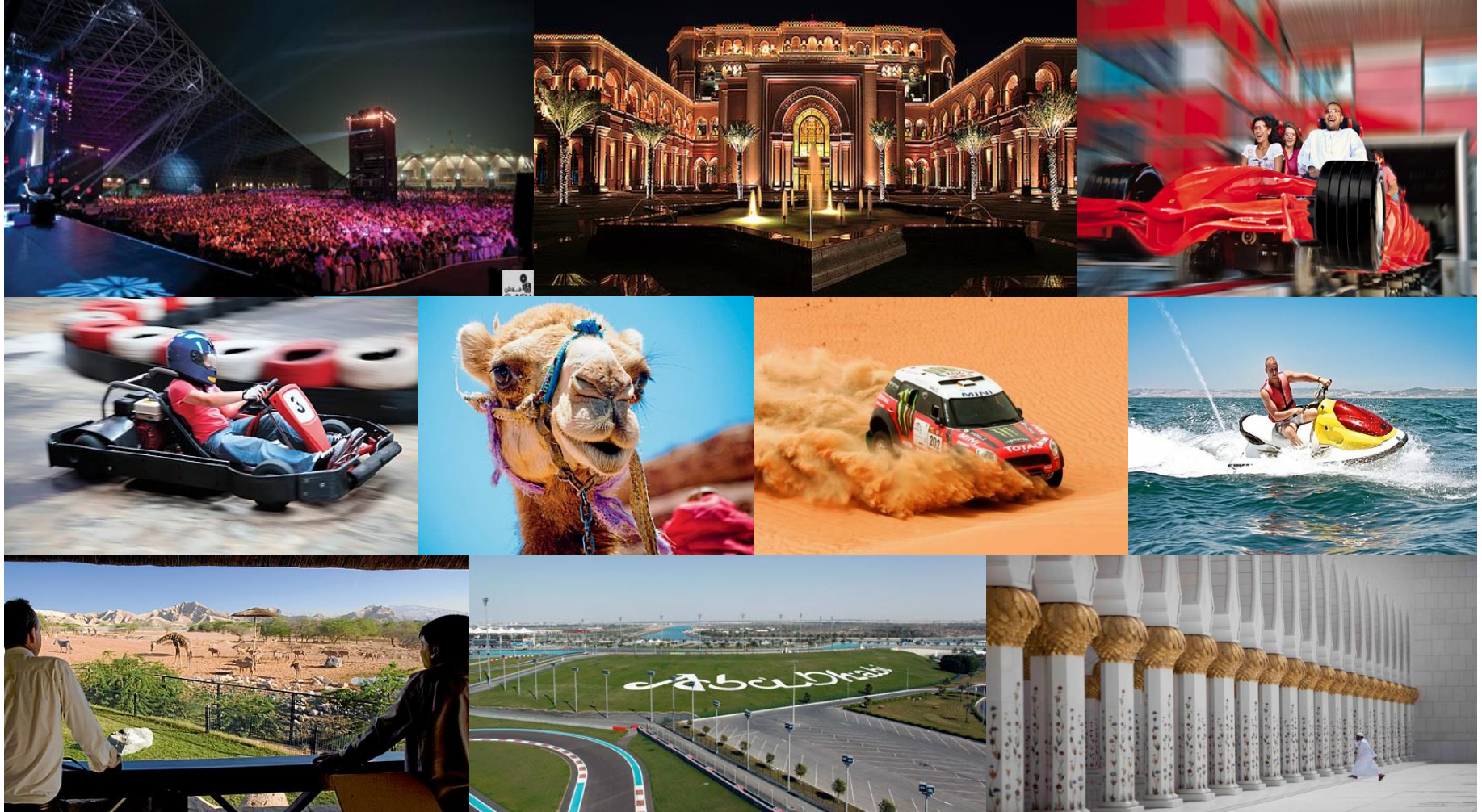
- An enclave of Dubai, popular UAE weekend getaway
- Stunningly situated over several small hills with the spectacular Hajar Mountains surrounding it
- Featuring picture-postcard vistas of camels, peach-coloured sand dunes, occasional lush oasis, all set against a backdrop of rugged mountains
- Also just one hour and a half drive from Dubai
- Just over the Omani border on your way is the Mezereh roadside market for cheap carpets, terracotta pots, candle holders and incense burners



ACTIVITIES IN DUBAI



ACTIVITIES IN ABU DHABI



ACTIVITIES IN FUJAIRAH & RAS AL KHAIMAH



ACTIVITIES IN AL AIN & HATTA





Update on Hotel Statistics

DUBAI

CATEGORY	NO. OF ROOMS
Desert Resorts	229
5 Star City Hotels	16,068
5 Star Beach Hotels	8,679
4 Start City Hotels	16,687
4 Star Beach Hotel	356
Total	41,663
3 Star Hotels	9,345
2 Star Hotels	4,672
Deluxe Apartments	8,725
Standard Apartments	13,954
Grand Total	83,541





Update on Hotel Statistics

ABU DHABI

CATEGORY	NO. OF ROOMS
Desert Resorts	635
5 Star City Hotels	4,355
5 Star Beach Hotels	4,415
4 Star City Hotels	3,586
4 Star Beach Hotels	301
Total	9,706
3 Start Hotels	2,792
2 & 1 Star Hotels	389
Hotel Apartment	3,400
Grand Total	19,873



NEW & UPCOMING HOTELS- DUBAI

5 STAR CITY HOTELS	Completion Date/ Units			
	2012	2013	2014	2015
JW Marriott Marquis Dubai	807	807		
Oberoi Dubai, The		250		
Mövenpick Dubai Jumeirah Lake Towers	168			
Conrad Dubai		552		
Habtoor Palace Complex (St. Regis, W & Westin)				1612
Rosewood Dubai (Dubai International Financial Centre)		250		
Sheraton Dubai Sheikh Zayed Road			660	
Sofitel Dubai Sheikh Zayed Road		350		
Al Ghurair Rayhaan by Rotana	428			
Palazzo Versace Resort		217		
Mövenpick Residence at the Square Dubai		180		
Renaissance Motor City		354		
Coral International Sports City		290		
Crowne Plaza Business Bay				426
Dubai Marriott Healthcare City		352		
SUBTOTAL	1403	3602	660	2038

4 STAR CITY HOTELS				
Novotel Dubai Al Barsha		466		
Pullman Jumeirah Lake	354			
Park Inn Dubai Airport Freezone			312	
Park Inn Bur Dubai		268		
Holiday Inn Bur Dubai				416
Doubletree By Hilton Al Barsha	344			
SUBTOTAL	698	734	312	416
4 STAR BEACH HOTELS				
Ocean View Hotel		341		
SUBTOTAL		341		
HOTEL APARTMENTS				
Staybridge Suites Union Square		165		
Dubai Marriott Executive Apartments		128		
SUB TOTAL		293		
GRAND TOTAL	2101	4629	972	2454

NEW & UPCOMING HOTELS- ABU DHABI

5 STAR CITY HOTELS	Completion Date/ Units			
	2012	2013	2014	2015
Abu Dhabi Marriott Hotel			315	
Marriott Edition Abu Dhabi			244	
Rosewood Al Reem		189		
Four Seasons Al Maryah Island		323		
Millennium Bab Al Qasr Hotel		672		
Movenpick Al Reem Island				713
Le Bristol Abu Dhabi		250		
Movenpick Yas Island				500
Hard Rock Hotel			378	
Regent Emirates Pearl		377		
SUBTOTAL	0	1811	937	1213
5 STAR BEACH HOTELS				
St. Regis Abu Dhabi Corniche		283		
The Ritz-Carlton Abu Dhabi Grand Canal	447			
Saadiyat Rotana Resort				400
W Abu Dhabi				350
Shangri-La Saadiyat Island				208
Intercontinental Al Raha Beach			275	
Movenpick Al Raha				400
SUBTOTAL	447	283	275	1358

4 STAR CITY HOTELS				
Novotel Al Bustan Abu Dhabi		361		
Novotel Abu Dhabi Gate	160			
Courtyard by Marriott Central Market			195	
SUBTOTAL	160	361	195	0
3 STAR CITY HOTELS				
Premier Inn Abu Dhabi International Airport		300		
Centro Rotana Capital Centre		414		
Ibis Abu Dhabi Gate	294			
Adagio Abu Dhabi Al Bostan		279		
SUBTOTAL	294	993	0	0
HOTEL APARTMENTS				
V Continents Executive Suites	120			
Capital Centre Arjaan	300			
Marriott Exclusive Apartments			64	
Marina Mall Arjaan				600
Dusit Thani				
Millennium Executive Apartments	532			
SUB TOTAL	198			
GRAND TOTAL	645	2094	1212	2571

HOTELS IN DUBAI



Melia Dubai



JW Marriot Marquis



Atlantis Dubai



Emirates Towers



Fairmont Dubai



Armani Hotel



Raffles Dubai



Conrad Dubai



Fairmont The Palm



Zabeel Saray

HOTELS IN ABU DHABI



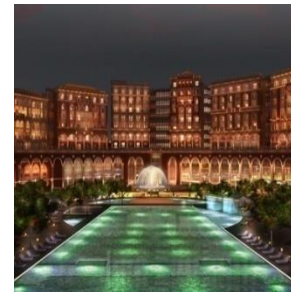
Anantara Mangroves



Dusit Thani



Fairmont Bab Al Bahr



Ritz-Carlton



Shangri-La



St. Regis Saadiyat



Etihad Towers



Intercontinental



Viceroy Yas Marina



Westin

RESTAURANTS & VENUES IN DUBAI

Café Del Mar



Music Hall



Blue Marlin Ibiza



Atmosphere - Burj Khalifa



Al Muntaha Burj Al Arab



Karma Cafe

RESTAURANTS & VENUES IN ABU DHABI

Montecarlo- Saadiyat Island



La Terraza- Hilton



Olea - St. Regis, Saadiyat Island



Cipriani- Yas Island



Fairmont Bab Al Bahr Ballroom



So Cho Abu Dhabi

ON-GOING & FUTURE PROJECTS - DUBAI

Dubai Pearl



Al Maktoum Airport- Jebel Ali



Dubai Creek Bridge- Business Bay



Biggest Ferris Wheel



Dubai Expo



Mohammed Bin Rashid City

ON-GOING & FUTURE PROJECTS – ABU DHABI

Al Raha Beach



New Abu Dhabi Airport



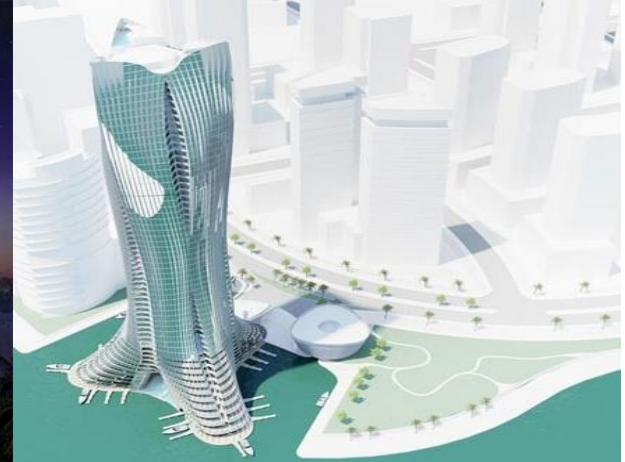
Al Reem Island



Saadiyat Museums



Masdar City



Schumacher Tower



THANK
YOU



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