

A Spanish Tour Operator's Insight into Luxury Culinary Experiences

We create highly sophisticated, personalized experiences you'll never forget.

### VISION

Revolutionize the sector of high-impact travel and tailor-made experiences, to consolidate ourselves as a reference brand in the **Spanish-speaking market**.



NUBA began in 1994 as a wayfarers' social club where a small group of experts drew unknown and unexplored trails on their African maps.

Participants began extraordinary adventures with a spirit of scientific inquiry.

The group's name could be nothing less than that of a great north-Sudanese nation, the Nuba, renowned for being fierce, mountain-going warriors. The Nuba are one of Africa's most remarkable cultures and we had a chance to get to know them on our first visits to their lands.

Ever since then, we've sought to learn from the Nuba soul and incorporate it into our essence.

### Where are we based?



SPAIN

### MEXICO

### USA

**11 offices** 30 TRAVEL ADVISORS 2 offices 130 TRAVEL ADVISORS **1 office** 10 TRAVEL ADVISORS



DMC Spain & Mexico

### MICE Incentives Events

Leisure Premium Services



## **Our Most Exclusive Products**





70+ countries and continuously adding more



## Winter in Finland



#### Magical winter holiday in Lapland

- Luxury hotels or chalets
- Private transfers
- Chance to see the northern lights
- Meeting Santa Clause in private
- Husky and reindeer safari
- Snowmobile safari
- Ice fishing
- Lainio Snow Village visit
- Snowshoeing or Nordic ski

# Summer in Finland



#### Summer road trip through Lakeland

- Luxury accommodation
- High quality car rental
- Self drive from Lapland to Helsinki
- Savonlinna Operafestival in July
- Private visit to Arktikum
- Private visit to Korundi
- Sauna Boat Cruise
- Canoeing, river tubing, biking...
- Lunch at Puijo Tower in Kuopio

# **Our Clients**

High impact clients with high purchasing power

- Average age: 30 65 years old
- High / Very high socioeconomic class
- Occupation: executives, businessmen...
- Residents in big cities
- Families 40%, honeymooners 20%, couples 30%
- Spending: Average of 2,000 euros per day
- Exclusive lifestyle: big trips, sports, broad cultural background, luxury brands consumers...



## **Our Most Popular Destinations in Europe**







1. Italy

3. Scotland

### NUBA Clients Travel for...



## What does Food Mean to NUBA Clients?

#### Exclusivity

Access to the world's most obscure and different cuisines in rare settings is a key aspect of a luxury trip.

#### Unity

Food is the perfect and most effective experience and activity in bringing people of all ages together.

#### Immersion

The magical setting and the unique elements of food is seen as one of the best ways to truly feel a destination.



#### Culture

Many of our clients travel with food in mind as a priority, as it is deemed a very important component of culture.

#### Knowledge

Coming back home from a trip and feeling that you have learnt something new and unexpected improves the client's image of the destination.



## Example: Culinary Experiences in Italy

Knowledge



Private cooking classes in nearly all our Italian destinations with top chefs

Culture



Truffle hunting and tasting at the end of the authentic experience in Tuscany

Immersion



Private visit of the Osteria di Passignano cellar with wine tasting

Exclusivity



Visit and private dinner at the Palazzo Conte Federico in Palermo

# THANK YOU