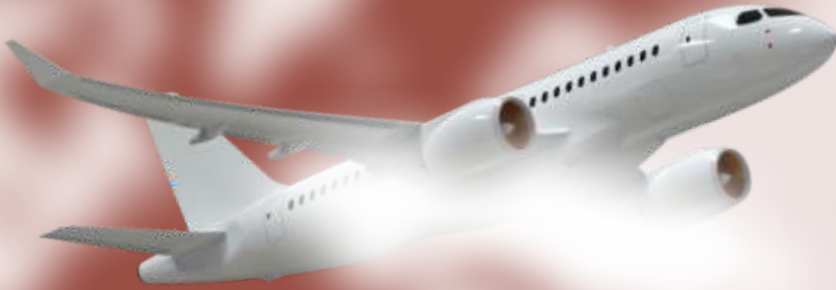
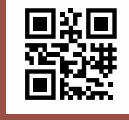




ROYAL DUBAI

TURİZM YATIRIM VE ULUSLARARASI TİC. A.Ş.



- COMPANY PROFILE -

www.rlydubai.com

About Us;

Professionals from various group companies came together to spearhead the initiative of Royal Dubai Tourism Investment and International Trade Inc. As of 2022, our company successfully carries out the role of Airline General Sales Agent / Distributor and provides airline representation services, especially sales representation. We are proud to serve you with our competent team.

1. Royal Dubai Aviation GSA department is one of the leading airline representation companies in Turkey. It was established in Istanbul, Turkey to serve as a General Sales Agent (GSA) and distributor for airline carriers in Turkey.

Royal Dubai Tourism strongly supports the sales of its business partners with its experienced sales, accounting, commercial operations team and customer service, strong sales capacity and sub-agency support. Ensuring that airline systems work within local reservation systems, checking periodic agency reports and informing airlines, tracking agency receivables, accounting reports are the main areas of work. Royal Dubai Tourism aims to increase the sales of its airlines, assist them in arranging suitable slots and represent them in the region in the best way possible.



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2. Royal Dubai Tourism Visa Service

3. Royal Dubai Investment department realizes domestic and international investment partnerships.

4. Royal Dubai International Trade department assists our valued clients in all areas of foreign trade, including consulting, import and export, procurement and marketing. ROYAL DUBAI's core team consists of experts in Airlines, Tourism, Investment and International Trade, each with at least 30 years of experience in their respective fields.



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Professionals from various group companies, Royal Dubai Tourism Investment and International Trade Inc. came together to lead the initiative.

- ◆ Royal Dubai Tourism is one of the Leading Airline Representation companies in Turkiye and works with devotion by making a difference in the airline representation, maintaining its reputation with the understanding of staying equidistant from all agencies and segments with motivated team and experienced management so that the airline can
- ◆ Royal Dubai Tourism, continues as GSA of Flydubai with increasing numbers and succesful business.



Our Mission

- To be the leading destination management company in our region
- To set the standard for service quality in our industry
- To be an innovator and significant contributor to the tourism industry' development
- Providing the best service to our customers
- Providing a quality experience with our GSA services

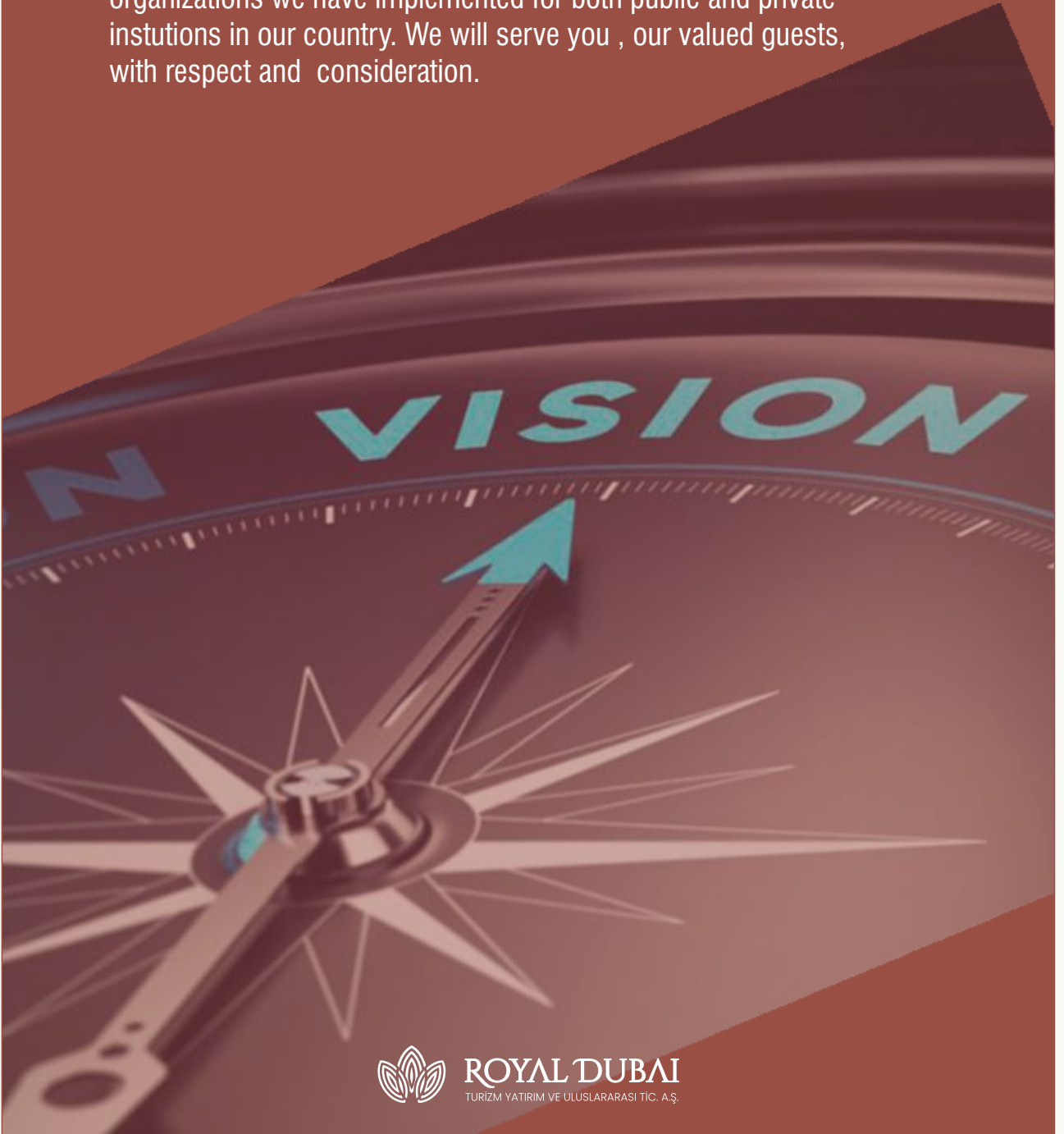
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Our Vision

Royal Dubai Turizm Yatırım ve Uluslararası Ticaret A.Ş. has shared its extensive tourism experience through the projects and organizations we have implemented for both public and private institutions in our country. We will serve you , our valued guests, with respect and consideration.



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Company Profile

◆ **GDS systems;**

We are Non-IATA agency. Our ticketing staff capable to use GDS system.
(Amadeus, Sabre, Galileo)

◆ **Marketing Intelligence;**

Our successful marketing intelligence; answers complex regarding the market in which a company operates, the current and potential customers and competitors and help determine internal company goals. Accurate marketing intelligence that we have ; which is analyzed to improve processes, sustainsuccess, and effectively market to consumers.

◆ **Staff;**

Our staff is experienced avarange 10 years in Travel agency and management has backround 15 years Airline business and 26 years in total Tourism Sector.

◆ **H/Q Office;**

Our office is in İstanbul and we have sales call/visit all around Turkey.
No Branch Office.

◆ **PR Capabilities;**

Famtrips, Organisations / Events for Agencies working closely with Tourism Boards, Consulates.

Sales calls, Emailing product update , Product presentations , Social Media, PR Actions, Influencer Marketing , Famtrips, Organisations / Events for Agencies working closely with Tourism Boards, Consulates, PR agencies, tourism newspapers.



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We are in contact with Cruise agencies for leisure business potential. Apart from these; we have a good communication network with tour operators, small and large agencies, MICE agencies and DMCs, APIs, IATA agencies and all other GSAs.



We are in good relationship with government, civil aviation, Airport authorities for the slot requirements and approvals for the scheduled flights. Royal Dubai Tourism will provide best value by enhancing the customer experience through exceptional service while being in compliance at all times with all applicable laws of the land, including regulations, orders as well as any other policies and/ or practices as may be prescribed by airlines



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MARKET RESEARCH

As a GSA of ; following marketing actions planning as;

- ◆ **Blogger trip & Ticket draw in Social Media**
- ◆ **Tactical & Earl booking campaigns, support of marketing with GDN & Instagram add**
- ◆ **Promotions via Radio, Outdoor, Minibus add., Cinema add**
- ◆ **For increasing direct online sales, google is the leader**
- ◆ **Search engine portal in Turkey. We should work with a Google certificated agency for keywords and remarketing**
- ◆ **Push notifications on the Application & Web site should be used**
- ◆ **More efficiently.**
- ◆ **Attending Community & Consulate Events**
- ◆ **Organizing Agency Events, Product and destination promotion**
- ◆ **Presentation**
- ◆ **Telesales , Emailer to agencies and media**
- ◆ **Closed Groups& Event Sponsorship: Being part of an activity or event as a sponsor, also we can give promo code to special closed groups**
- ◆ **Celebrity : We can use celebrities or locally popular people onouradvertisements**
- ◆ **Arrange Famtrips for Tour Operator, Mice & Cruise agencies and Press**
- ◆ **Focus on beyond traffic and ancillary**
- ◆ **Develop and maintain relationship with Consulates and Tourism Office to promote destinations in Turkey and beyond.**
- ◆ **Road show trips in Turkey with Tourism Offices or with the big DMCs.**



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Sales Channels

◆ Focus on Agency profiling and target selection (GSA) ;

- ◆ Corporate Business
- ◆ OTA / API Segment
- ◆ Mice Business – Closed Groups
- ◆ Fair Business – Sectoral Fairs
- ◆ Tour Operators – DMCs – Leisure Groups, FIT, Honeymooners

◆ Enhance sales channels, easy reachout;

- ◆ IATA Travel Agencies; CIP authorisation GDS, WBSP options
- ◆ Non-IATA Travel Agencies; Airline own system (Travel Agency Portal)
- ◆ API agencies; Integration of all TR APIs
- ◆ Focus on OTA portals(B2B, B2C, Corporate & TMC channels)



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As we are Royal Dubai Tourism;

We offer you,
Powerful and
experienced
partnership in
TURKEY



We value the
company's long
history of success
in Global Network
and make significant
contribution to new
business



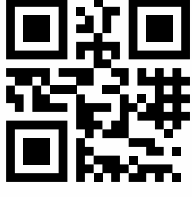
Willing to go the
extra mile to
deliver and
exceed
expectations
where possible



Exited about
opportunities



ROYAL DUBAI
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Contact

◆ Office Location;

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Ofis No:1001 Zeytinburnu / İSTANBUL

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