



TerraEVENTS
ITALY | SPAIN | PORTUGAL | FRANCE



WHO WE ARE

“ We are a growing network of **wholly owned** Destination Management Companies in prime MICE destination countries and cities in Europe, principally around the Mediterranean ”





UNIQUE SELLING PROPOSITIONS

- 01** We are the one and only DMC offering such **widespread** coverage in European countries with **staffed** offices in:
ITALY: Milan, Rome, Florence, Venice
SPAIN: Barcelona, Madrid, Mallorca
PORTUGAL: Lisbon, Porto
FRANCE: Paris
- 02** MSA's for clients with multi-year business operated in our range of destinations, providing **uniform T&Cs** and **financial benefits**
- 03** Dedicated **Key Account Manager** for repeating clients operating events in our destinations.
- 04** Client **loyalty reward program** with a dedicated and customized approach, including a variety of benefits from complimentary services to educational opportunities and other ad-hoc solutions.
- 05** An **enduring and established network** of local, political, institutional and economic **relationships** in our destinations, allows us to **open doors** to original and unique experiences
- 06** Evolving from the scope of services of more traditional DMCs, we provide a fully integrated event management approach through our **in house creative department** offering a range of services including event design, content development, graphics and technical production.
- 07** Through **ongoing** local relationships with a **selected** choice of **vettted suppliers** and partners, we are able to obtain the best quality and most cost-effective solutions for our clients.
- 08** All our local DMCs are **certified members of ADMEI**, the global voice for the destination management industry and the premier resource for education, standards and practices within the DMC industry

VALUES

Trust

is the cornerstone of our identity

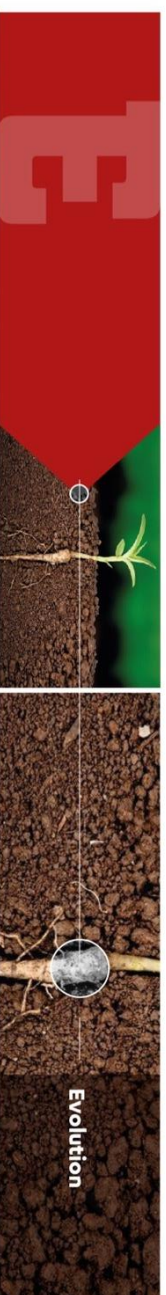
We believe mutual trust should be at the heart of our relationships with our people, our partner-suppliers and our clients.



Evolution

is what allows us to stay ahead of the game

We believe the business events industry is a dynamic, constantly changing environment and we must actively evolve in terms of what it means to be professional destination management consultants.



Responsiveness

is the art of business courtesy

We believe the ultimate business courtesy is to provide prompt responses to our clients and suppliers-partners. We challenge ourselves, to respond swiftly, proactively, creatively to new impulses and ideas.



Responsibility

is a multifaceted effort that we embrace thoroughly

We believe we have responsibilities towards people and the planet in the pursuit of profit. We sign up to the triple bottom line - people, planet, profit - and believe we are accountable to our clients but also our supplier - partners and our people.



Adaptability

is the portal into the wide world of creativity

We believe in being agile, nimble, adaptable in pursuit of creative solutions.



MISSION



OUR MISSION
TERRAEVENTS crafts event solutions turning Ideas and concepts into awesome attendee experiences

OUR PROMISE
We approach every project with passion and enthusiasm striving to deliver the most creative and cost effective solution

OUR ESSENCE
Our roots are deep in the ground of our core values: **T**rust, **E**volution, **R**esponsiveness, **R**esponsibility and **A**daptability

OUR VIBE
At TERRAEVENTS fostering relationships with our clients and with our partners suppliers is a priority to achieve our results

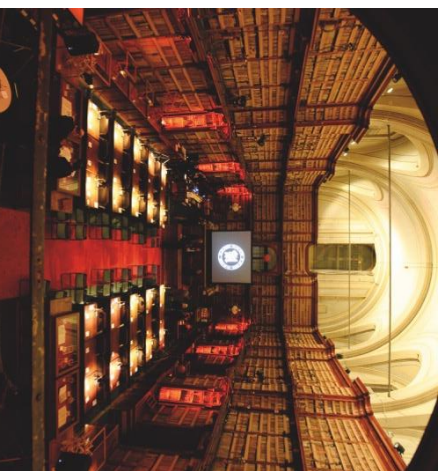


SERVICES



INCENTIVES

We will help you discover the best solutions to match your objectives, with tireless dedication and exceptional attention to those little details that make all the difference.



MEETINGS & CONFERENCES

By providing cutting edge technical solutions, modern creativity and impeccable delivery we allow our clients to fully focus on the meeting contents and the need of their attendees.



CORPORATE EVENTS

Our creativity, local knowledge and abundant variety of resources will result in a superior guest experience and a measurable ROI of the event.



HOSPITALITY PROGRAMS

Our countries host some of the most sought after sporting and cultural events for which we can provide red carpet access, corporate hospitality packages as well as regular ticketing.



THE GROWTH

	1 country, 1 office 2 staff members, 15 events	1 country, 2 offices 4 staff members, 35 events	1 country, 2 offices 6 staff members, 60 events	1 country, 3 offices 8 staff members, 80 events	1 country, 4 offices 11 staff members, 100 events	2 countries, 5 offices 17 staff members, 125 events	3 countries, 7 offices 24 staff members, 150 events	3 countries, 8 offices 28 staff members, 170 events	4 countries, 10 offices 33 staff members, 200 events
2010	2011	2012	2013	2014	2015	2016	2017	2018	
Launch of +39 ITALY Opening of <i>Milan office</i>	Opening of <i>Rome office</i>		Opening of <i>Venice office</i>	Opening of <i>Florence office</i>	Launch of +34 SPAIN Opening of <i>Barcelona office</i>	Launch of +351 PORTUGAL Opening of <i>Lisbon office</i> Opening of <i>Madrid office</i>	Launch of +39 LUX and +39 SPORT Opening of <i>Malloca office</i>	Rebranding to TERRAEVENTS Pre-Launch of TERRAEVENTS France Opening of <i>Porto office</i> Pre - opening of <i>Paris office</i>	



TERRAEVENTS TEAM

Lorenzo, Heather, Natalia, Fatima, Giulia, Barbara, Gaia, Duarte, Sara, Clelia, Selene, Ana Maria, Monia, Kostia, Rossella, Francesca, Anna, Ilaria, Alessia, Mattia, Danilo, Sydney, Katrin and Laura ; our talented team representing the best of professional expertise, the spirit, aspirations and values of TERRAEVENTS.



Numbers of our team:

- **300 years of experience** in the event management business
- We speak **more than 10 languages**
- More than **3000 events** operated
- Managed transportation for more than **2.000.000 people**
- Provided more than **3.000.000 meals**
- Transacted business for more than **80.000.000 euro**

... and they've done all this with an overwhelmingly positive feedback from clients whilst managing a regime of happiness for their respective husbands, wives, children, friends and pets!



COMPLIANCE & RISK MANAGEMENT

A comprehensive approach which combines Risk & Compliance management both internally and externally – evaluating, determining and controlling risks related to our activities.
A proactive approach through implementation of preventive and contingency procedures to mitigate risks and consequences.

- 01** A process of **vendor evaluation** according to a strict **code of practice**, with annual appraisals to ensure adherence to internationally recognized standards for performance criteria including financial solidity, H&S within the workplace and environment, cyber risk, corporate social responsibility & business ethics.
- 02** **Cyber Security & GDPR** through the implementation of a robust governance system we ensure the protection of data belonging to our clients through secure IT systems which address and mitigate the most common threats to cyber security; together with an assessment framework generating transparent records of data protection steps for GDPR audits.
- 03** Our working procedures encompass **checklists and working modules** specific to effective management and execution of your event ensuring each and every detail of an event to be covered.
- 04** Our suppliers and staff receive both written and verbal briefings which we share with you. All briefings include **crisis management procedures** subject to regular and frequent revisions together with detailed list of emergency contact numbers.
- 05** Active engagement of our staff in **event emergency preparedness and risk management training** as provided by the Association of Destination Management Executives International (ADMEI) being the only course customized for meeting, event and destination management professionals.



BRANDS

Along with the national declinations of the brand (Italy, Spain, Portugal and France) the development of TERRAEVENTS includes the creation of two sub-brands, each with a specific strategy and a dedicated team aimed at two fast growing market niches:



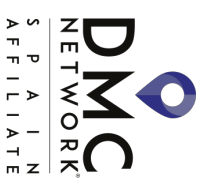
TERRAEVENTS Lifestyle

Specialized in private celebrations, weddings and individual luxury experiences for discerning travelers.



TERRAEVENTS Sport

Specialized in offering unique hospitality experiences at major sporting and cultural events.



DESTINATIONS WE SERVE



WHAT'S NEW

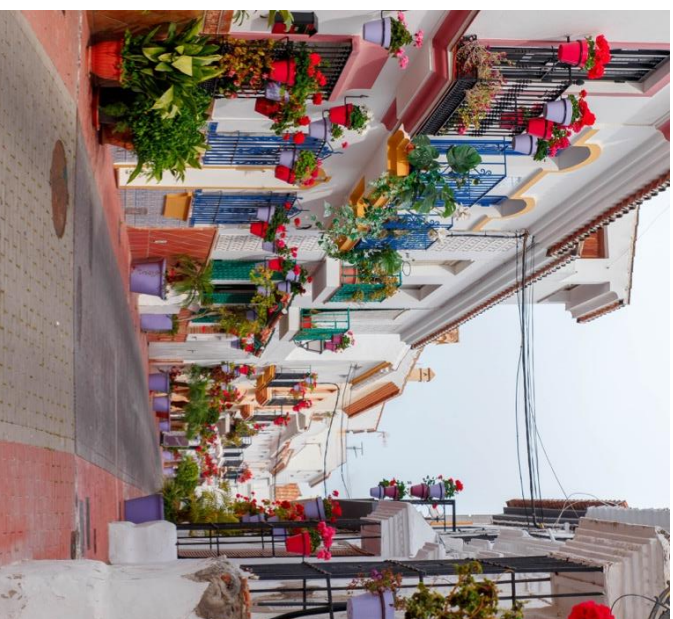


NEW/RECENT HOTEL OPENINGS



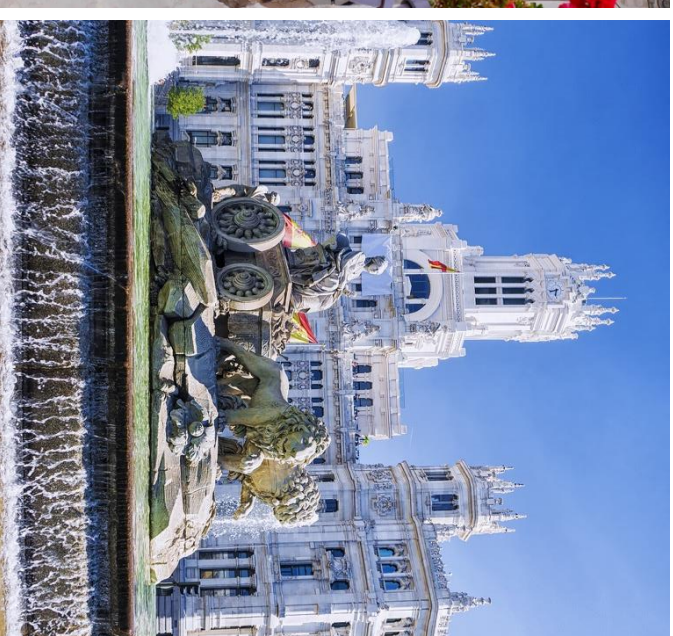
BARCELONA

- Edition Barcelona / 5* / 100 rooms / Mid 2018
- NOBU Barcelona 5*DL / 250 rooms / E18
- Almanac 5*DL / 90 rooms
- Iberostar Plaza Catalunya 4*S / 119 rooms
- The One 5* DL / 88 rooms
- Barcelo Diagonal 4* / 100 rooms / 2019



ANDALUSIA

- Vincci Larios Málaga / 4* / 76 rooms / 2020
- W Marbella / 5*DL / 200 rooms / 2021
- AC hotels by Marriott Sevilla / 5* / 96 rooms / End 2018
- NOBU Marbella / 5* DL / 49 rooms

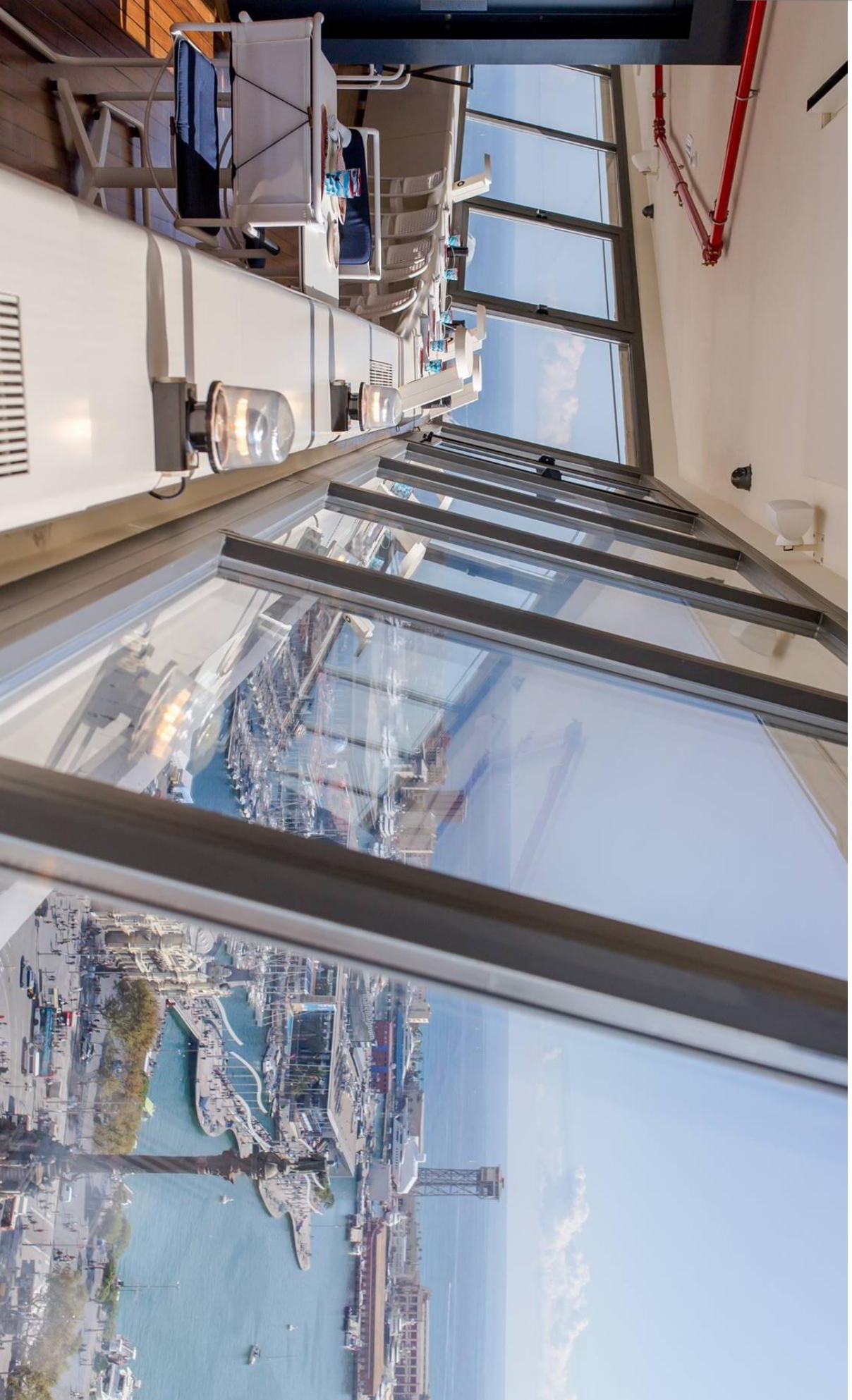


MADRID

- RIU Madrid / 4* / 589 rooms / 2020
- W Madrid / 5* / 141 rooms / 2018
- Four Season Madrid / 5*DL / 200 rooms / 2018
- Pestana Plaza España / 5* / 87 rooms / End 2018
- Hyatt Centric Gran Via / 5* / 159 rooms
- Gran Hotel Inglés / 5* / 87 rooms / 2018
- Ritz Mandarin Oriental / 5* DL / 153 rooms / End 2019



#dinnerwithview



#rooftop



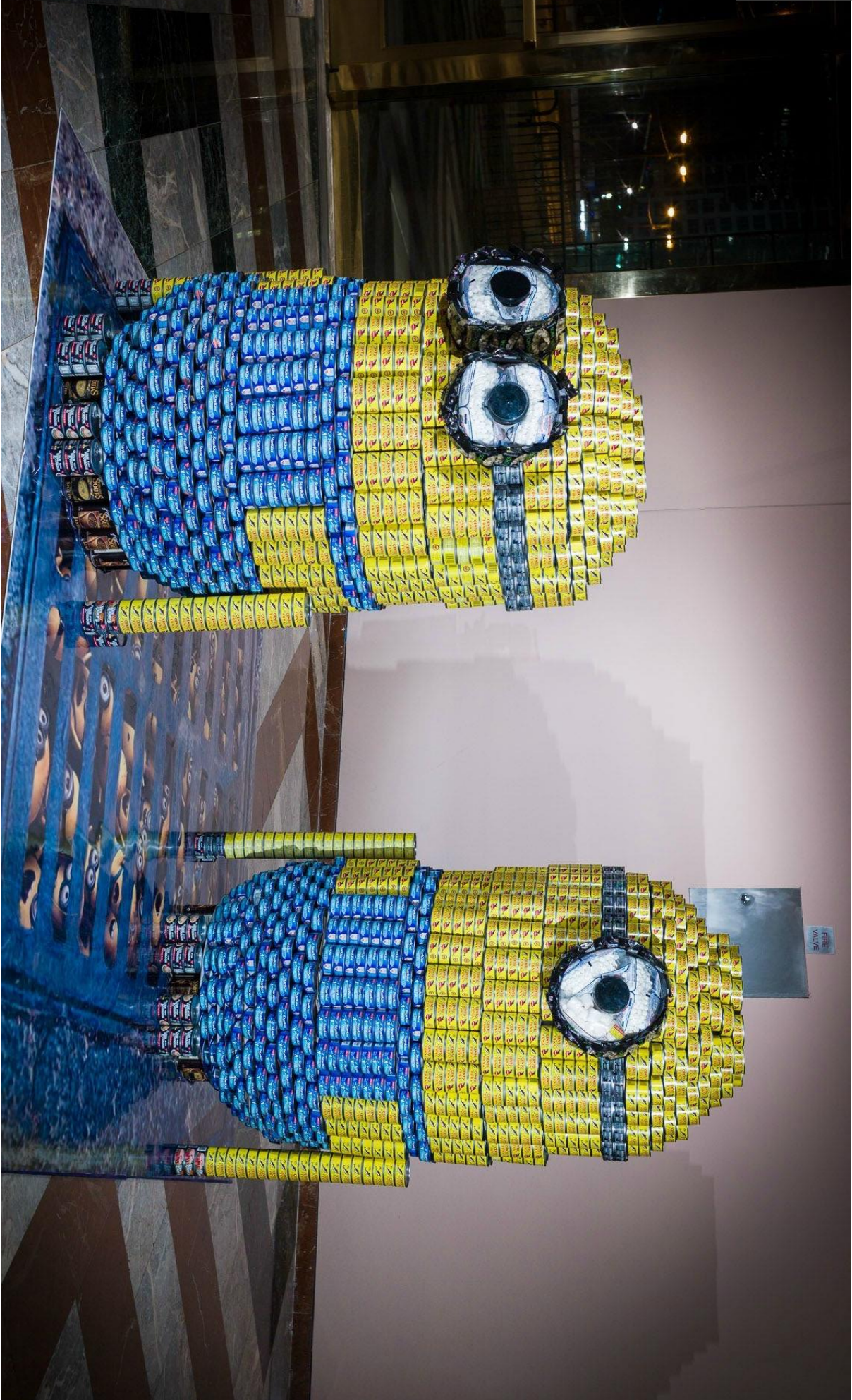
#seat600



#corporatehospitality



#csractivity



#dronechallenge



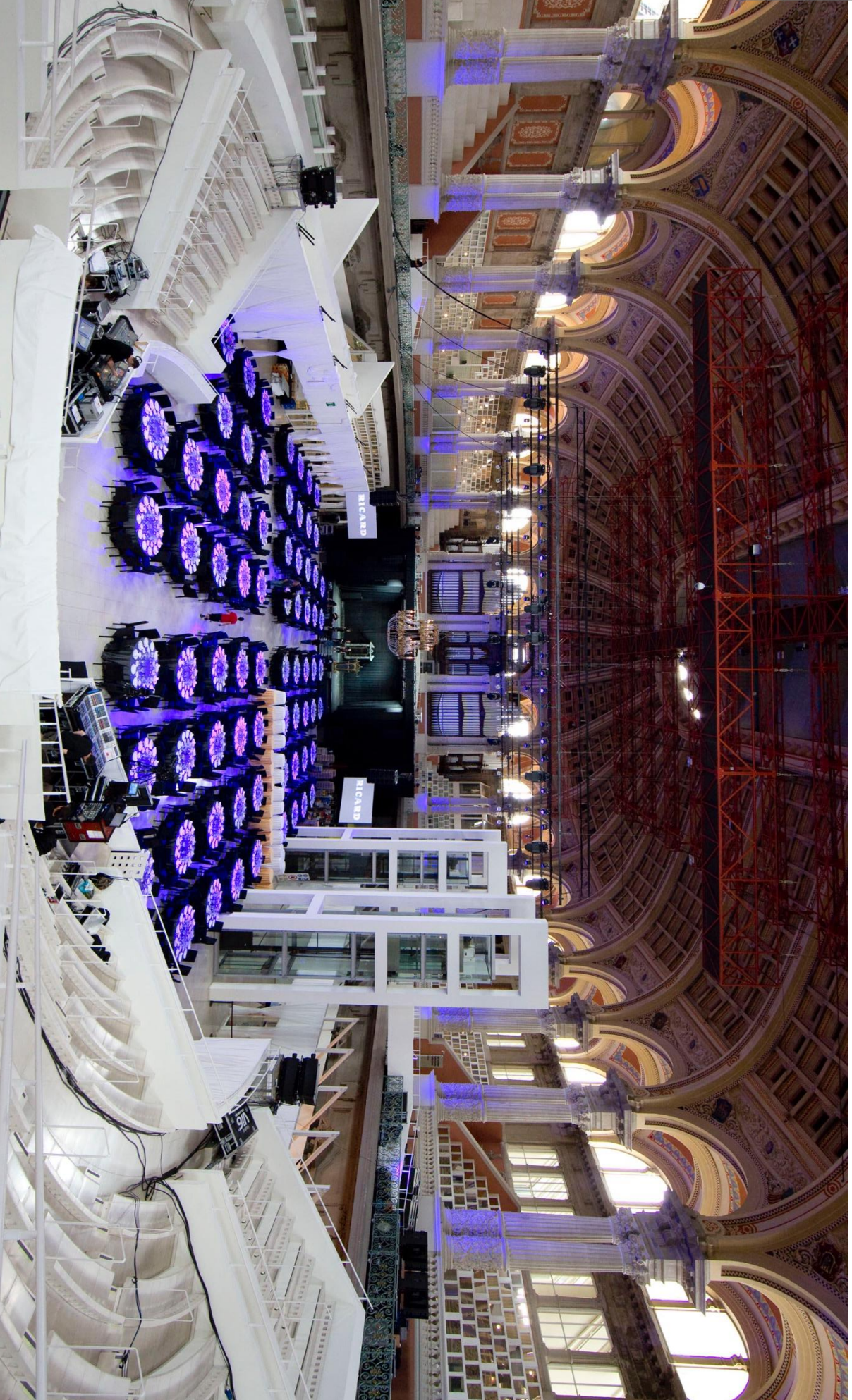
#vertigo



OUR STORIES



#catalanart



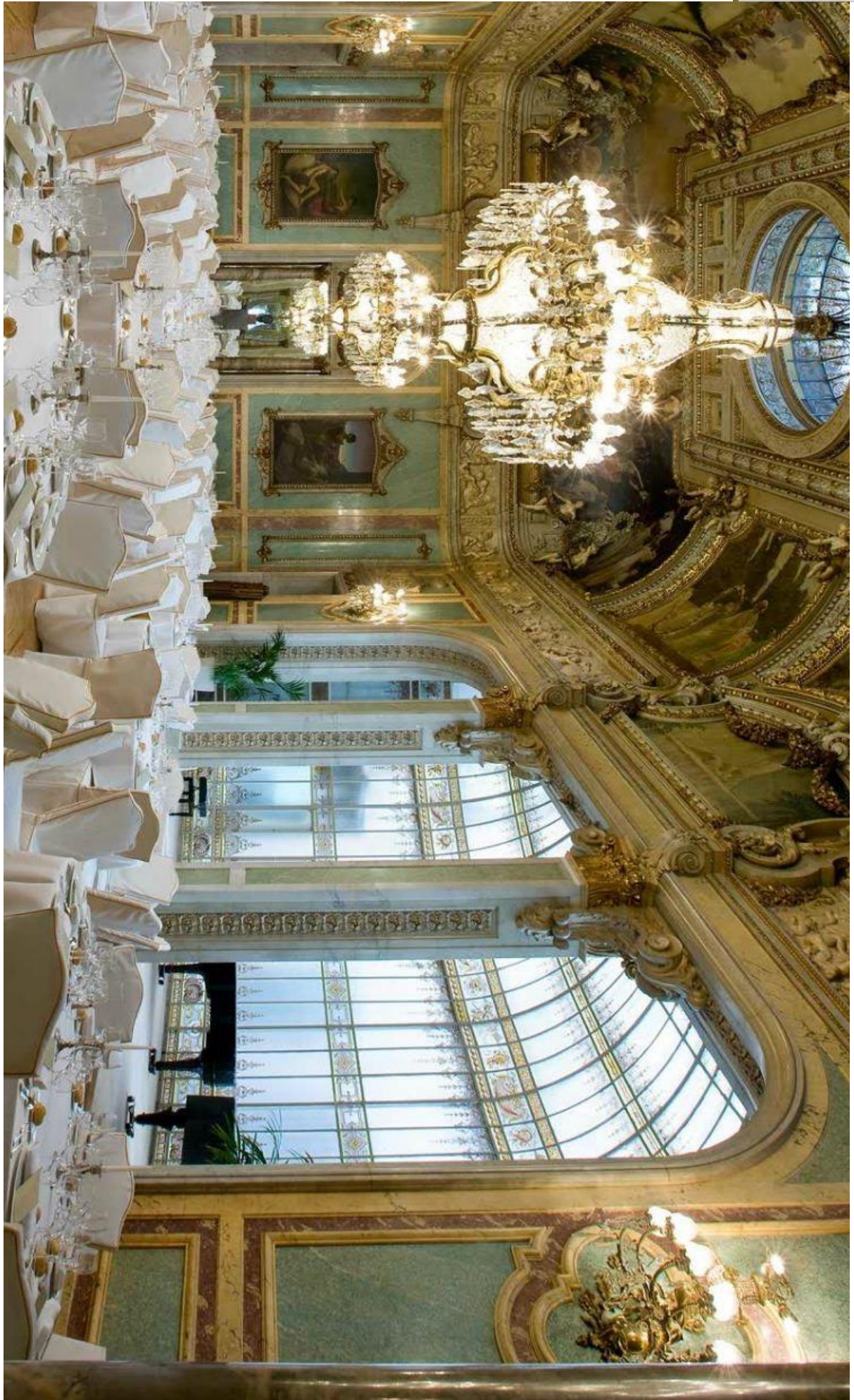
#dinnerinthecastle



#gothic



#casinodemadrid



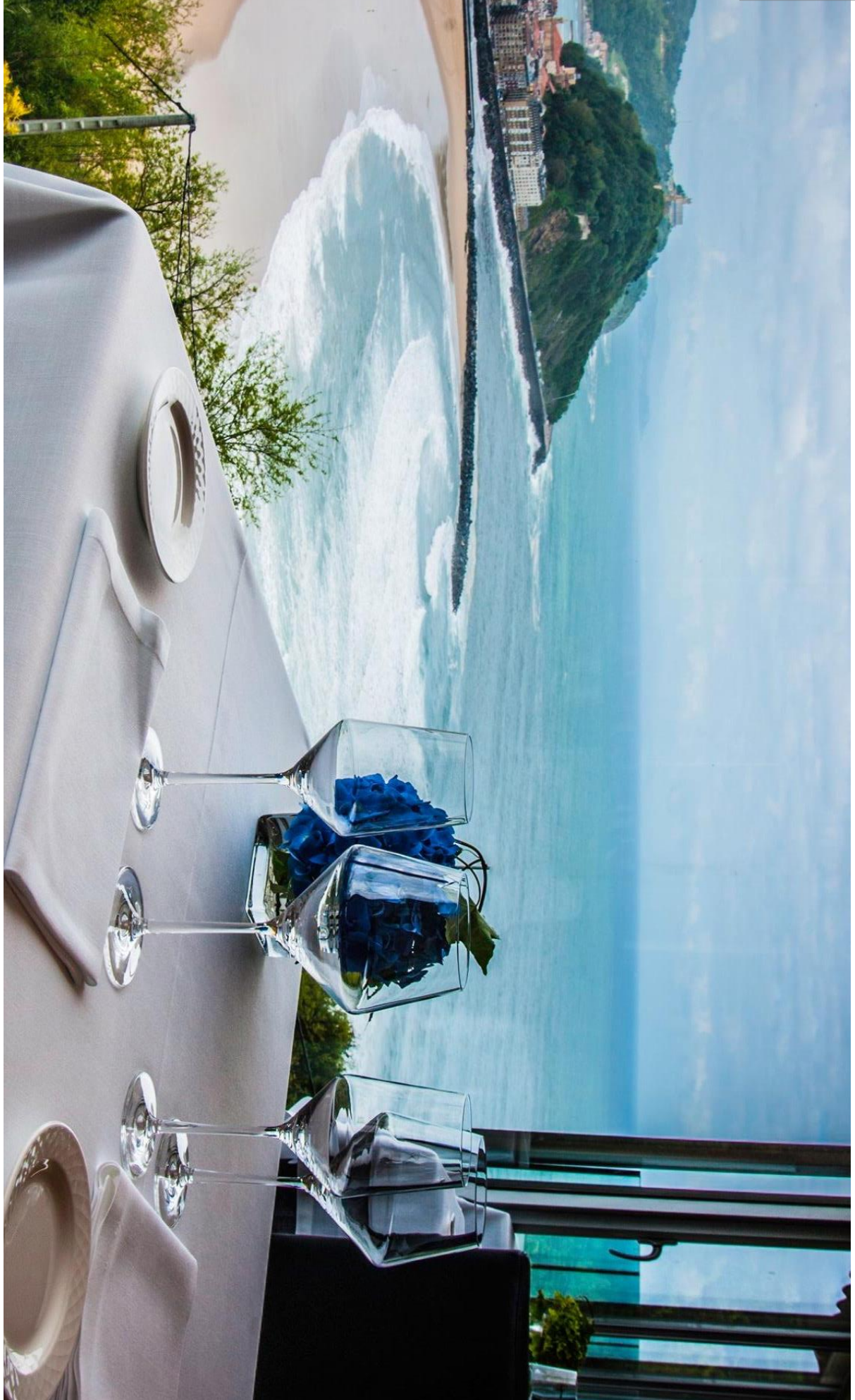
#patioandaluz



#carmuseum



#michelinexperience



#exclusiveaccess



#bullring



#flamencoshow



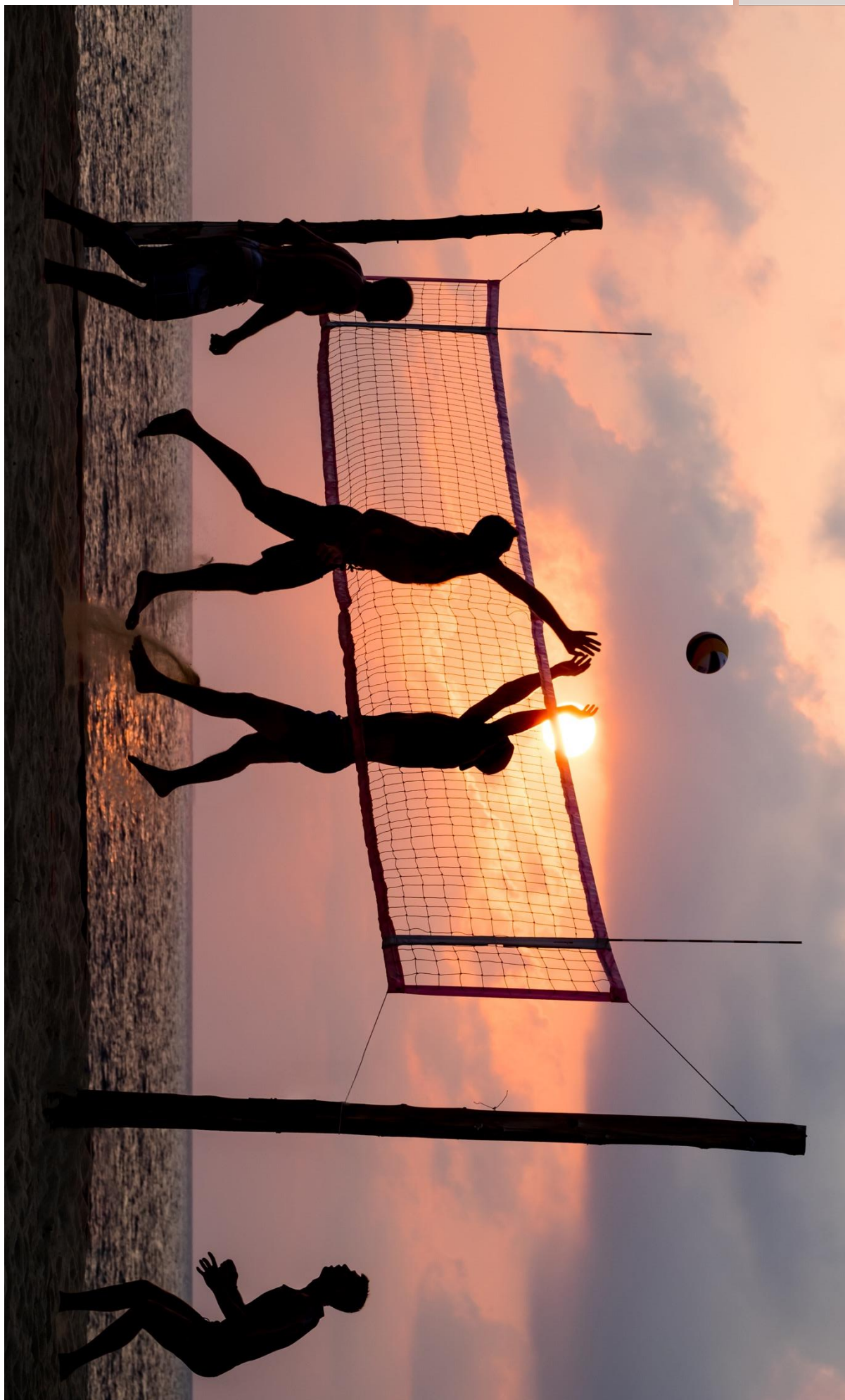
#humantower



#privatebarca



#beacholympics



#sailing



#biketour



#adrenaline





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