



MARCO POLO TOUR

Partners and Alliances Presentation

July 2014

Our Services – What do we do?



Making travel arrangement in the West Coast, U.S.A.

- 1 Airport/Hotel Transfer
- 2 Disneyland and Universal Studio
- 3 Las Vegas
- 4 Grand Canyon & Hoover Dam
- 5 San Francisco & Yosemite National Park
- 6 Yellowstone National Park
- 7 Other customized itineraries

Key Guests Demographic



1

Couple

2

Family

3

Group of friends

4

Company events

A

Free & easy or F.I.T. travelling style, but don't want to do their own separate bookings or drive their own from destinations to destinations

B

Flexibility – E.g. departure date, own extension, and etc.

C

Don't like traveling in a large group package

D

Want to extend their stays for own activities at the end, but want to be well-rested or get familiar with the environment first

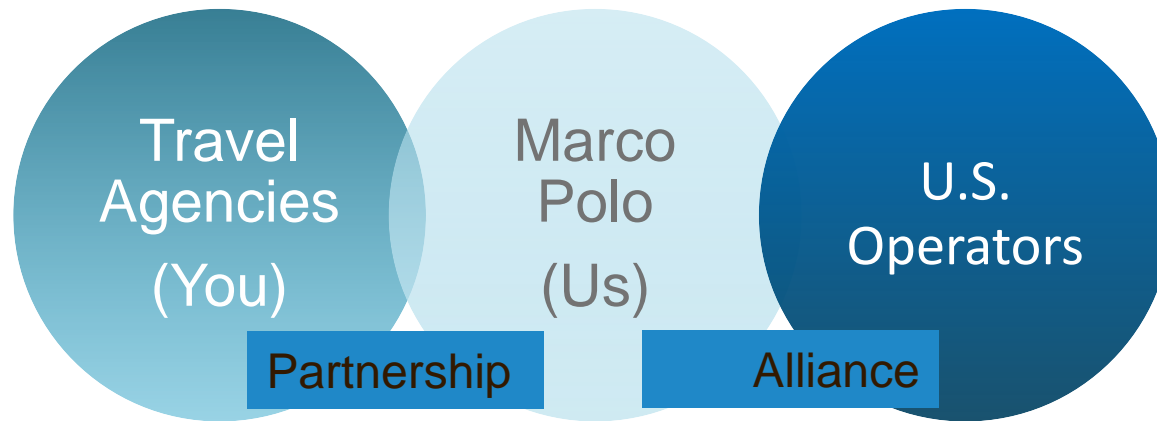
Our Business Objectives



- We are not a Travel Agency because we do not deal with general public
- We provide more than a local operator by maintaining a good and strong network of alliances of local operators in US
- F.I.T. or Free & Easy is a growing traveling trend in Asia Pacific due to no language barrier and the age of internet. We want to capture this market
- We believe in partnership to expand our business and quality of service excellence to our end customers → the traveling guests
- Revolutionize the traditional ways of Travel Agencies

Our Business Model

Partnership and Alliance



1. Travel Agencies will strengthen the marketing and promotion to the general public
2. We will do all the necessary arrangements from the instant traveling pax touches down to the airport to the last day when they depart
3. Our network of U.S. operators will run the tour operation
4. We will ensure the traveling pax completes their journey
5. We will ensure the quality of service from the U.S. tour operators

Our Business Model

How it works?



Our Business Model

FAQ



- Why go through a middle-man in which I will make lesser \$\$\$??? (Not necessary)
 - Save you the hassle of making separate arrangement
 - Different time zone
 - Save you the hassle of making payments to U.S. operators
 - Provides 2 local point-of-contacts for emergency
 - 0 pax in Aug, or just 2 pax in Sep, we still serve you with a big smile
 - Simply think of it as outsourcing model which has work for all other industries
- Most Importantly !!!!
 - Thru partnership, we each focus on our area of expertise to bring service excellence to the traveling guests
 - Additional products/services to your customers
 - Increase in your operating profit

Traditional Model



Singapore



Travel
Agencies
(You)

You will need to
get up early in
the morning or
stay late at night
for tele-
conference

Multiple booking
channels to the
hotels and
different tour
operator

What if Sept you
only have 2 pax
and airport
transfer is only
USD100? TT will
cost you SGD30
and USD30

In times of
emergency, the
traveling pax will
contact you for
assistance

U.S.A

Hotel

Tour Operator 1 to LV
& Grand Canyon

Tour Operator 2 to
SFO

Tour Operator 3 to do
airport transfer

The New Model



Singapore



Travel
Agencies
(You)

We operate based on
GMT +8 Singapore,
Hong Kong time

You let us know the traveling
pax detail

Get back to you within 3
working days on the
confirmation

You will pay us into our local
bank in Singapore & Hong
Kong

Marco Polo

Marco
Polo
(Us)

Why It Works?



Just like how outsourcing model has excel – we focus on each area of expertise with no direct conflict

Travel Agencies (You)

1. Provides more options to customers → more products/services
2. Focus on marketing strategy
3. Focus on bundle deals. E.g. with airlines or free stop-over.
4. Focus on the customer service

Marco Polo (Us)

1. Focus on the Quality of Service (QoS)
2. Focus on new routes and services
3. Focus on more effective booking systems
4. Focus on currency exchange rate

U.S.A. Operators

1. Focus on the local operation
2. Focus on the local market analysis
3. Expand its business volume
4. [X] Worry about international payment schedule or charges

Our History and Credentials



1992

In business since
1992

Strong network
of U.S. partners

3

1 preferred
operator and 2
backups

QoS

Review our U.S.
operator at least
once a year

Our History and Credentials



ASA

One of
Singapore
largest travel
supermart

In partnership
since 2010

Avg 20%
increase in
revenue

HK

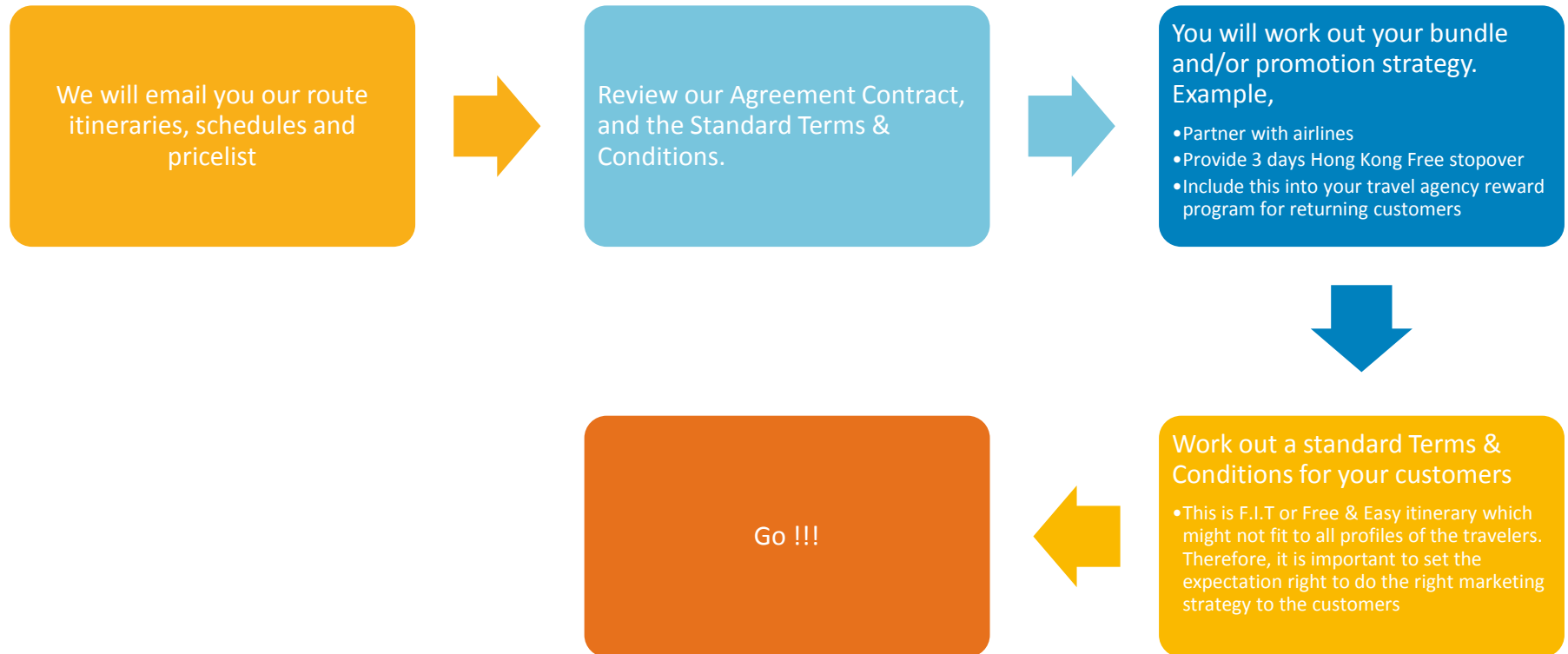
Established in
2014 to better
serve our
partners in APAC

What's Next?



If are interested to start or expand your F.I.T / Free & Easy in the West Coast, USA, you can contact us at Enquiry@MarcoPoloTour.co.

Typically the process will be rather simple as follows:
(currently only for travel agencies in Singapore, Malaysia and Hong Kong)



What's Next? Booking Process



Email us the guest details

- (Coming soon) Online booking



We will get back to you within 3 working days on:

- Itinerary details
- All confirmation numbers/vouchers



Settle your payment based on our agreed payment terms into our SG or HK bank



We will then invoice you

ITINERARY



4 days to 10 days or more

Theme Parks

- Disneyland
- Universal Studio

Las Vegas

- Hoover Dam
- Grand Canyon (West Rim)
- Chocolate Factory
- Ethel Chocolate Factory
- Outlet Mall

San Francisco

- Solvang
- Hearst Castle
- SFO city tour
- Lombard Street
- Palace of Fine Arts
- Golden Gate Bridge
- Fisherman's Wharf
- Yosemite National Park

Yellowstone

- Arches National Park
- Mount Rushmore
- Crazy Horse
- Little Bighorn Battlefield
- Yellowstone
- 1 night in Las Vegas

THANK YOU!

For enquires, feel free to contact us:
Email: Enquiry@MarcoPoloTour.co
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