

# RENAISSANCE

LUXURY TRAVEL & LIFESTYLE WORKSHOPS

## MIDDLE EAST

Your ultimate rendez-vous

### 3 SHOWCASES

DOHA, Qatar

4 Oct 26

KUWAIT CITY, Kuwait

5 Oct 26

RIYAD, Saudi Arabia

6 Oct 26

### 2 DAYS OF RENDEZ VOUS

DAMMAN, Saudi Arabia

7 Oct 26

MANAMA, Bahrein

8 Oct 26



## **RENAISSANCE EVENTS, THE SMART SOLUTION TO MEET WITH KEY TRAVEL ADVISORS IN MIDDLE EAST**

Between 2019 and 2024, luxury travel from the GCC to Europe grew by +28% — and it's set to increase another +12% in 2025.

In 2025, high-net-worth travelers from the Gulf are expected to spend \$4.2B USD in Europe on luxury travel alone:

- Average spend per trip: €10,000+
- Stays of 7–10 nights in private villas, palace hotels, exclusive resorts, and boutique properties

### **Percentage of luxury GCC travelers to Europe:**

- UAE – 40% - Still leading in both frequency and spend
- Saudi Arabia – 30% - Rising interest in cultural heritage & immersive stays
- Qatar – 12% - High preference for fashion, wellness & exclusive escapes
- Kuwait – 10%
- Bahrain & Oman – 8% (combined)

This is why Eric Grandjean (Rm Consultants) and Nuria Galia (LuX&BO) decided to launch « Renaissance » events to the Gulf in October 2024 with a tailor-made Luxury & Lifestyle roadshow, designed:

- **to connect with the most high-end players in the region.**
- **to optimize relevant qualified and pre-scheduled meetings**
- **in a minimum of time**
- **at a reasonable cost**

**The perfect solution to deliver real ROI.**



In Middle East, we propose 2 different formats of events:

- « **Renaissance Showcases** » in Doha, Kuwait City and Riyadh
- « **Renaissance Rendez-Vous** » in Damman and Bahrein

## RENAISSANCE SHOWCASES

Each « Renaissance Showcase » consists of 2 sessions:

- one session of pre-scheduled «one-on-one» meetings,
- followed by a mingle event: interaction will be continuing over a dinner between exhibitors and visitors.

## RENAISSANCE RENDEZ-VOUS

There's no better way to connect with the finest travel designers than meeting them on their turf, within their own agency, or in their city.

« Renaissance Rendez-Vous » has been designed to achieve exactly this. The number of exhibitors is limited to 5 participants **to optimize the personal one-on-one interactions and maximize the ROI.**

## OUR LOCAL PARTNERS

In each country where we organise « Renaissance » events, we rely on local partners strictly selected thanks to their expertise, their perfect awareness of their market and our common philosophy to oversee this important role of buyers' relations and invitations.

Among them, **Núria Galià** from **LuX&BO Luxury & Boutique Hotels & Destinations** which is a proud member of Serandipians by *Traveller Made and XO Private* and which has organized several roadshows, events and sales blitzes in Kuwait, Qatar, Saudi Arabia, Oman, Dubai & Abu Dhabi the last years, **is our partner in Middle East.**

## EXHIBITORS' PROFILE

Exhibitors come from all over the world:

- 5\* and 4\* hotels (luxury and boutique)
- Hospitality groups and chains
- National or regional tourist boards
- Destination Management Companies
- Luxury travel brands
- International airline/railway/cruise companies,
- Jet and yacht brokers
- Luxury shopping malls & retails

## BUYERS' PROFILE

We select the best high-end travel industry buyers in the districts around the chosen cities as well as key «hosted buyers».

We invite the following profiles :

- Tailor-made and upscale travel agencies
- Online networks
- Tour-operators
- VIP concierges
- Wedding planners
- MICE agencies

Our rigorous selection process begins several weeks before each event. Thanks to **our exclusive booking platform**, developed in close collaboration with top local tourism experts, **we pre-select only senior buyers, ensuring strong business potential for each event.** This powerful technology is systematically supplemented by direct phone calls from our teams to ensure exhibitors are connected with genuine potential buyers, not casual visitors.

## DOHA

**Saturday, October 3**

Arrival of Exhibitors

**Exhibitors' Welcome Drink  
& Middle East Market's Survey**

Overnight in Doha

**Sunday, October 4**

6 pm to 9 pm

**B2B "One-on-One" pre-scheduled meetings**  
(Free flow of Tea/Coffee setup)

by 9 pm

**Mingle Evening Dinner between exhibitors & buyers**

Overnight in Doha

## KUWAIT CITY

**Monday, October 5**

Group transfer from Doha hotel to Doha airport

Flight to Kuwait City

Group Transfer to Kuwait City Venue

Check in & Installation in hotel

6 pm to 9 pm

**B2B "One-on-One" pre-scheduled meetings**  
(Free flow of Tea/Coffee setup)

by 9 pm

**Mingle Evening Dinner between exhibitors & buyers**

Overnight in Kuwait

## RIYAD

**Tuesday, October 6**

Group transfer from Kuwait City hotel to Kuwait City airport

Flight to Riyadh

Group Transfer to Riyadh Venue

6 pm to 9 pm

**B2B "One-on-One" pre-scheduled meetings**  
(Free flow of Tea/Coffee setup)

by 9 pm

**Mingle Evening Dinner between exhibitors & buyers**

Overnight in Riyadh

## DAMMAN & MANAMA

**Wednesday 7 & Thursday 8, October**

2 days of Rendez-Vous in **Damman & Manama**



## RENAISSANCE SHOWCASES PACKAGES

in Doha, Kuwait City and Ryiad « Renaissance Showcase » package includes:

- Separate table, signage displaying company name
- Agenda of «One-on-One» pre-scheduled meetings
- Note book with the details of invited selected visitors
- Dedicated page in English with pictures gallery and logo both in E-platform and E-catalogue of the event
- List in Excel format of all the visitors (the week after the event)
- 2 posts (1 before and 1 after the event) in « Renaissance » Social media: LinkedIn & Instagram.
- Access to coffee break during the meetings and to the networking dinner with visitors.

## RENAISSANCE RENDEZ-VOUS PACKAGES

in Damman & Manama « Renaissance Rendez-Vous » package includes:

- Visits of agencies
- Networking lunches and/or drinks
- A car with driver during the day of rendez-vous
- List in Excel format of all the visited agents (the week after the event)
- 2 posts (1 before and 1 after the event) in « Renaissance » Social media: LinkedIn & Instagram.

**MIDDLE EASTERN EVENTS  
REGISTRATION FORM**



## SOME REFERENCES

GLORIA  
HOTELS & RESORTS

LE TOINY  
ST BARTH  
\*\*\*\*\*

RIXOS  
HOTELS



REGNUM  
CARYA

VP | PLAZA ESPAÑA  
DESIGN \* \* \* \* \*

GRAND  
HOTEL  
CENTRAL

THE ONE  
BARCELONA  
\*\*\*\*\* GL

le barthélemy  
HOTEL & SPA

Galleries  
Lafayette

M | M | D  
events

Riad Fès

HOTEL SAHRAI  
FEZ • MOROCCO

COCOON COLLECTION  
MALDIVES | ZANZIBAR

ZANZIBAR  
WHITE SAND  
LUXURY VILLAS & SPA  
RELAIS & CHATEAUX

MILLENNIUM  
HOTELS AND RESORTS

DUBROVNIK  
Turistička zajednica  
grada Dubrovnika  
Dubrovnik  
Tourist Board

Amp  
VOITURE AVEC CHAUFFEUR

THE LAND OF  
LEGENDS

SECRET  
RETREATS

Our partners trust us and say about us:

«We register because Renaissance is a business mindset, no frills (pre-post events) but a return on investment and effective solutions to replace no-shows or the Unexpected.»

«No fireworks, nor big screen, nor other visual frills, Renaissance organizers went straight to the point to implement the really useful connections as always !»

## ORGANIZERS LUXURY TOURISM LEISURE & MICE AND PR SPECIALISTS



Since its creation in 1995, **Eric Grandjean, founder of RM Consultants**, has developed a strong expertise in advice, sales, marketing, and PR for the travel industry actors such as luxury hotels, tourism boards, convention bureau and DMCs.

The company which was the representative of several hotel chains (Concorde Hotels, Mövenpick Hotels, Derby Hotels, Relais & Châteaux...), more than 50 luxury hotels worldwide, some retails (Galeries Lafayette, Samaritaine, Le Printemps) as well as many destinations (Jerusalem, Jordan, Kerala, Riviera Côte d'Azur, Cannes...) since its creation is also **a well-known events' organizer having held around 300 networking events worldwide the last 10 years.**

Among its expertise:

- dedicated B2B & B2C events worldwide organised for prestigious brands: *Relais & Châteaux, Paris Aéroports, Cannes & Palais des Festivals, Provence & Côte d'Azur Tourism Board, Kerala, The Caribbean...*
- «**The Luxury Travel Corner**», dedicated to the luxury French speaking market from 2013 to 2019
- «**Renaissance showcases**», «**Renaissance Dolce Vita**», «**A Twist of Luxury**» & «**Mice at a Glance**» reconnecting the best hotels and destinations from all over the world with the high-end European & international buyers.



**LuX&BO Luxury & Boutique Hotels & Destinations**, founded in 2014 and managed by Núria Galià is a registered brand, dedicated to the Sales & Marketing representation services for high-end hotels, upscale venues and DMCs.

Since its creation in 2014, *LuX&BO* has been connecting industry insiders to boost sales and stimulate the market. The brand brings proven expertise as a business facilitator.

**Núria Galià** from **LuX&BO Luxury & Boutique Hotels & Destinations** which is a proud member of Serandipians by *Traveller Made and XO Private* and which has organized several roadshows, events and sales blitzes in Kuwait, Qatar, Saudi Arabia, Oman, Dubai & Abu Dhabi the last years, **is our partner in Middle East.**

Núria Galià is a passionate hotelier, specialized in upscale sales & marketing. Her background is in the luxury hotel industry and includes serving at the prestigious international hotel brand *Relais & Châteaux* as director of Spain, Portugal and Latin America for over eight years where she has accumulated a strong expertise and an exclusive network.

## CONTACTS

**Eric GRANDJEAN**

Mob.: +33 6 16 11 08 89

[e.grandjean@renaissance.events](mailto:e.grandjean@renaissance.events)

**Nuria GALIA PRATS**

Mob.: +34 629 77 50 33

[ngalia@luxury-boutiquehotels.com](mailto:ngalia@luxury-boutiquehotels.com)



<https://renaissance.events>



[@renaissanceworkshops](https://www.instagram.com/renaissanceworkshops)



[@renaissance-workshops](https://www.linkedin.com/company/renaissance-workshops)