



# TRAVELLING TO SUCCESS



**SOCCATOURS**

# „BECOME PART OF OUR SUCCESS STORY“

*Being successful together – that is the core of every good partnership.*

*We are proud of the outstanding success story that we have written since 2003, a story based on collaboration, mutual commitment and continuous development.*

*In the process, we have repeatedly set new trends, raised quality standards and established long-standing partnerships whose stability is based on such sporting values as mutual respect, unshakeable trust and an insatiable hunger for success.*

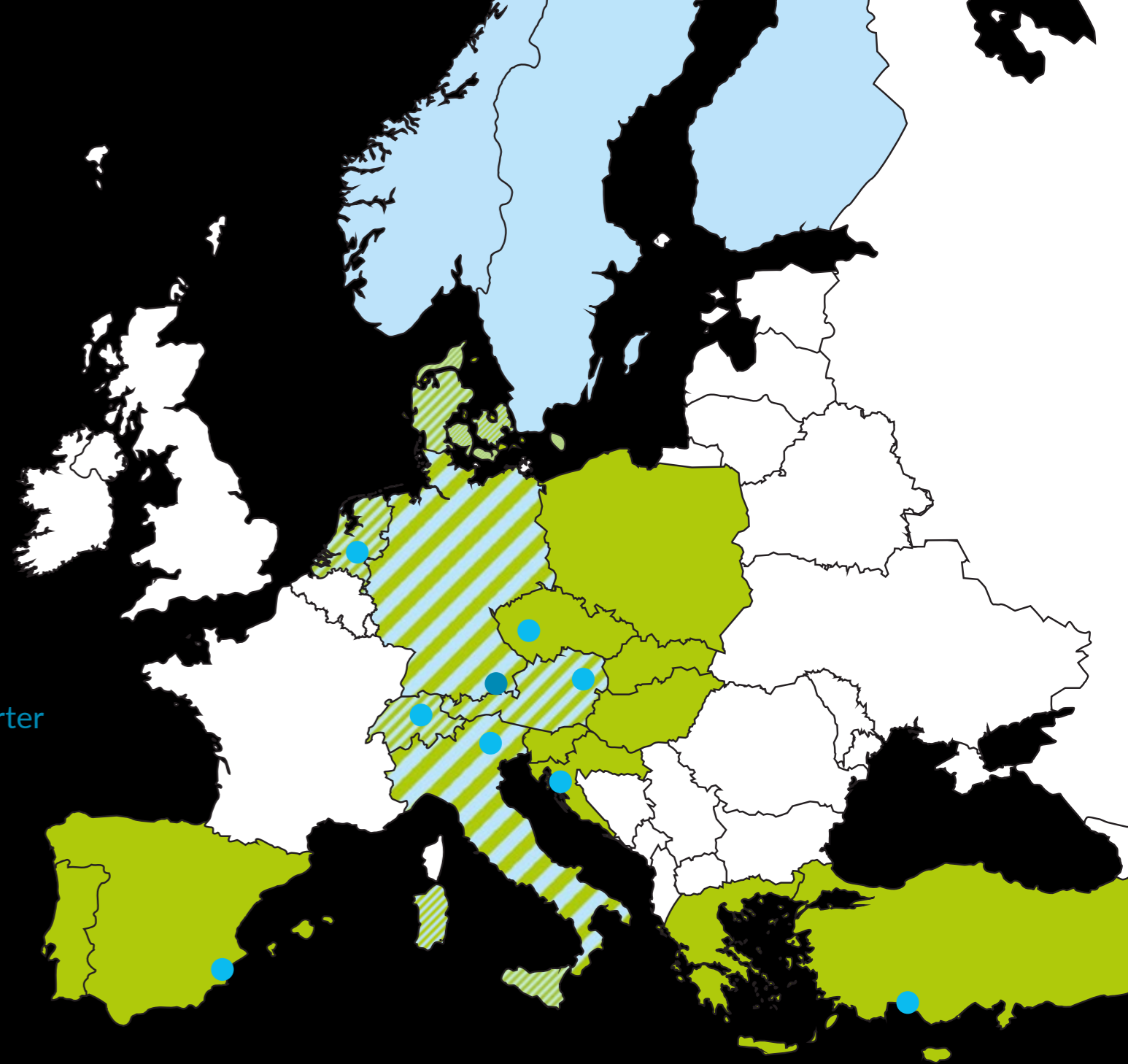
*We cordially invite you to become a partner of SOCCATOURS and help us to write the next chapter of our success story.*

*Together we can achieve great things!*

Marcus Häusler | CEO SOCCATOURS GmbH



- Target markets
- Source markets
- SOCCATOURS locations
- SOCCATOURS headquarter  
Rosenheim, Germany





**2,000+**

training camps  
per year



**300+**

offers &  
destinations



**1,000+**

sport facilities

## FACTS



**97.8%**

customer  
satisfaction



**18+**

target markets



**50+**

employees

## FIGURES



**1.13+ m**

overnight stays



**360,000+**

training camp  
travellers



**9**

SOCCATOURS  
locations

## DATA





# MORE PASSION



## YOUR BENEFITS

Each of our SOCCATOURS employees has many years of experience as an athlete, coach or official. As a result, they know what matters to our clubs during a training camp. This enables us to be both credible and authentic to our customers at all times.

The expertise gained from many training camps held in the past is an integral part of the SOCCATOURS DNA for this very reason.

When selecting our destinations, we make sure that we choose accommodations and sports facilities where we would enjoy staying ourselves.



## REFERENCE

*From the initial enquiry to the last unit, everything was perfectly organised. We were really impressed by the commitment and energy of the SOCCATOURS team.*

Tobias Grimm | Sports Director | VfB Eichstätt

## YOUR BENEFITS

The partnership with Europe's most successful tour operator for training camp and tournament trips provides you with planning security and generates additional turnover for you.

In months when hotel occupancy sinks below the busier holiday periods, SOCCATOOURS brings you guests, predominantly from Germany, Austria and Switzerland. In 2025 alone, we were able to generate 157.000 overnight stays for our hotel partners.

## REFERENCE

*As a long-standing hotel partner of SOCCATOOURS, we benefit from regular training camp bookings, especially in the off season. The product is the perfect complement to the high season.*

Diego Mora | MICE & Sales Manager | Parc Hotels Italia



**MORE**  
**TURNOVER**

# MORE RELIABILITY

## YOUR BENEFITS

We focus on long-term partnerships and collaboration built on trust. To deliver on this responsibility, we have established our own subsidiaries in our most important target markets.

This puts our local employees close to our customers and hotel partners. That way, they can work closely together, resulting in a high level of customer and supplier satisfaction: Reliability that you can feel.

## REFERENCE

*As a hotel and family-run business, we embody team spirit. Being able to rely on each other is one of the most important values in our industry and in our day-to-day work.*

*This is exactly what we really like about our partnership with SOCCATOURS. All employees are easy to reach. You can always set up a meeting in person, and you never lose sight of each other."*

Family Hipfinger | Hotel Wachau in Melk | Lower Austria



# MORE EXPERTISE



## YOUR BENEFITS

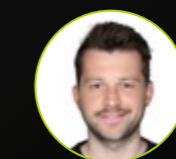
Thanks to our years-long partnership with hotel and sports facility operators, we know the sports group travel market like no other. We know which products work in the market and are in demand depending on the season. By constantly evaluating our range, we keep our ear to the ground and can offer all of our customers a product tailored to their needs. Our portfolio is unique in the industry and very exclusively selected.

We use our business trips to get a feel for our partner destinations and the local amenities. At the same time, we emphasise our high quality standards and develop customised all-inclusive packages together with our suppliers.



## OUR COMMITMENT

*We are personally acquainted with more than 1.000 hotels in different categories and can categorise your hotel perfectly in our portfolio in terms of features and pricing. Our suppliers benefit significantly from this expertise because we, as the industry leader, always keep a close eye on the market and competition.*



Fabian Steinbauer  
Director Procurement SOCCATOURS



# MORE COMFORT

## YOUR BENEFITS

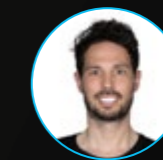
The needs and wishes of our customers can vary greatly depending on the sport. To fulfil the requirements for a perfect training camp, our sales managers know our customers' wishes very well from the time they prepare the offer and process it until the travel documents are sent.

Your benefits: All customer questions relating to your destination are clarified in advance so that the training camp can run smoothly for everyone involved. Thanks to the timely delivery of standardised travel documents prior to arrival and the handling of rebookings, our partners have significantly lightened workloads in the lead-up to the teams' arrival as well as during their visit.

## OUR COMMITMENT

*We take care of teams' wishes and requirements in advance and coordinate them transparently with our partners.*

*By doing so, we can ensure that our customers have a smooth stay and pull off a training camp that satisfies both sides.*



Sebastian Holzfurtner  
Director Sales SOCCATOORS

## YOUR BENEFITS

For over 20 years, we have maintained trusting and long-standing partnerships with a large number of suppliers and hoteliers throughout Europe. Our recipe for success lies in the fact that each of our suppliers can rely on a specific SOCCATOURS contact person and open communication conducted among equals from the time that a booking is made to the time that our teams depart.

This close partnership enables us to create customised travel experiences and ensure that our customers enjoy the best possible travel service. Our long-standing network of first-class suppliers is built on trust, and this trust forms the backbone of our successful collaboration.

## **66** REFERENCE

*We've been partnering with SOCCATOURS for years, and it's been clear since the very beginning that we can rely on them fully. We particularly appreciate the pleasant and open communication that we have with our assigned contact person.*

Petra Grabar | Sales Manager | Hoteli Bernardin Izola



# MORE VISIBILITY

## YOUR BENEFITS

SOCCATOURS carries out target group-orientated marketing on all channels. Partnerships with sports associations and relevant individuals in the sports sector give an added boost to reach.

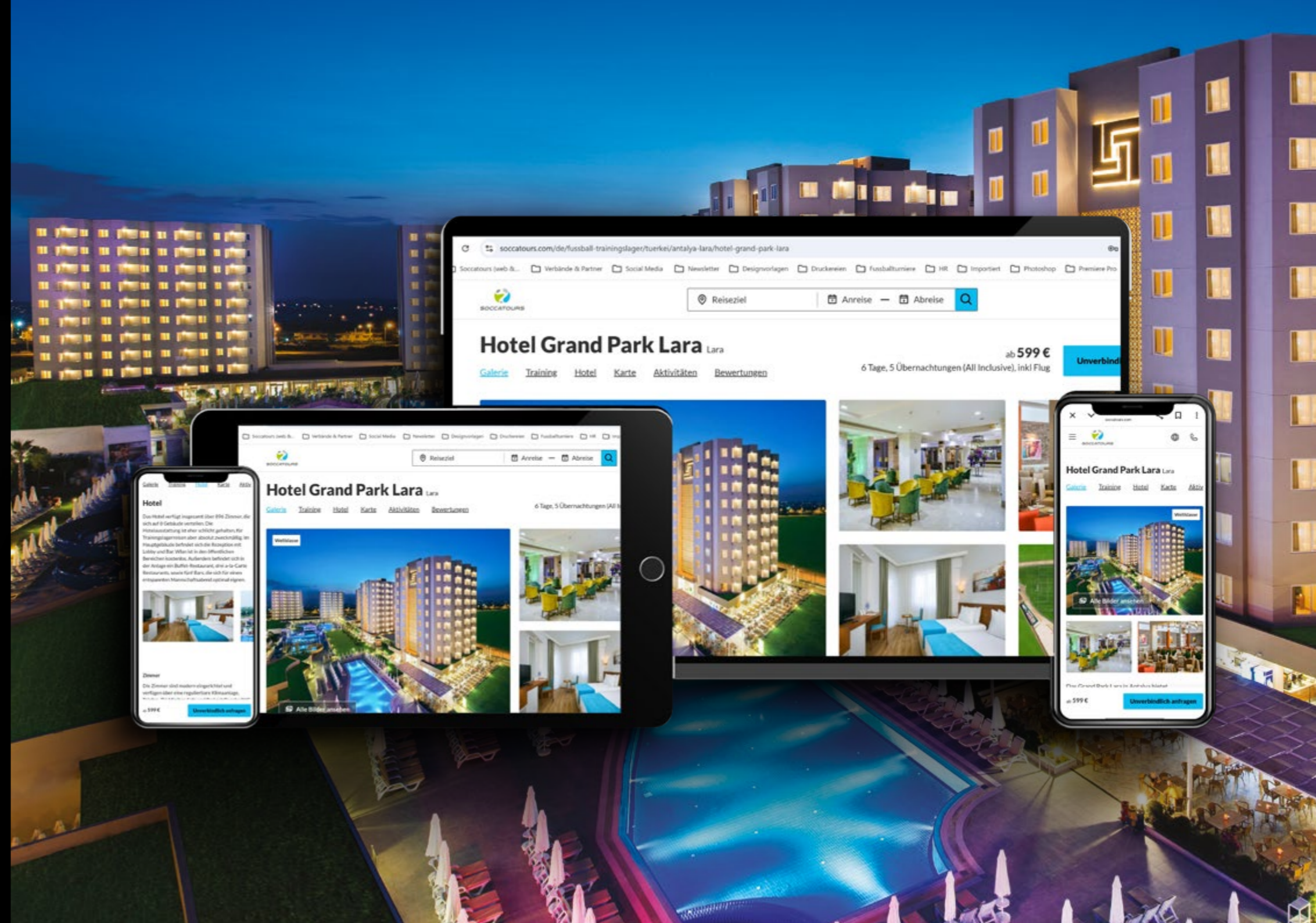
This ensures that we address the right target groups for us and our partners and generate sufficient guests for our suppliers and hotel partners.

## OUR COMMITMENT

*Our marketing activities give our hotel partners a clear competitive edge. They gain maximum visibility, which leads to a significant increase in bookings. With us, they achieve a broad presence and create new business opportunities for sustainable success.*



Tobias Brunner  
Director Marketing SOCCATOURS





# MORE DIVERSITY



## YOUR BENEFITS

SOCCATOURS has access to many thousands of clubs in Germany, Austria and Switzerland. The popularity of our accommodations extends far beyond the local area. Many of our teams come from other states in Germany or other countries to take advantage of the accommodations and training conditions for their pre-season preparations.

With sports such as soccer, soccer tournaments, tennis, swimming, and track and field, we can send a large number of athletes to training camps for the benefit of our hotel partners. A clear advantage: depending on the destination and local training facilities, we can accommodate several sports over a broadly defined travel period.

## REFERENCES

*Every year, many different customers spend their training camp with us in Radevormwald via SOCCATOURS. In addition to football teams in winter, we also welcome many children's and youth swimming teams in spring and autumn. Even a Danish swimming team has found its way to us.*

Steffen Gatzer | Manager Sports & Seminar Centre  
Radevormwald Management BEGA Hotelbetriebs GmbH



***THIS TEAM MAKES SURE YOU SUCCEED***



## SOCCATOURS – YOUR PARTNER FOR GREATER SUCCESS

**MORE PASSION** | A team that lives and breathes sports travel and values its quality.

**MORE TURNOVER** | More teams, more nights, more occupancy in the off-season.

**MORE RELIABILITY** | Personal contacts who are available at any time.

**MORE EXPERTISE** | Experience gained from countless training camps and strong partnerships.

**MORE COMFORT** | We take care of all travel arrangements right up to check-in.

**MORE TRUST** | Honest cooperation and communication on equal terms.

**MORE VISIBILITY** | We will make your hotel more visible online.

**MORE DIVERSITY** | More sports, more opportunities, more bookings.





**LET'S WORK TOGETHER &  
BECOME OUR PARTNER  
NOW!**

## **5 STEPS TOWARDS PARTNERSHIP**



**STEP 1**

Arranging suitable dates in the relevant travel periods (summer and/or winter)



**STEP 2**

Development of a suitable service package for teams based on an analysis of your hotel



**STEP 3**

Agreement on prices per night (room, full board & half board, additional services)



**STEP 4**

Sending of a cooperation agreement based on steps 1 to 3



**STEP 5**

Contract signing



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