



SOCCATOURS

TRAVELLING TO SUCCESS

Made in
Rosenheim, Germany

BECOME PART OF OUR SUCCESS STORY



Shared success – the core of all good partnerships.

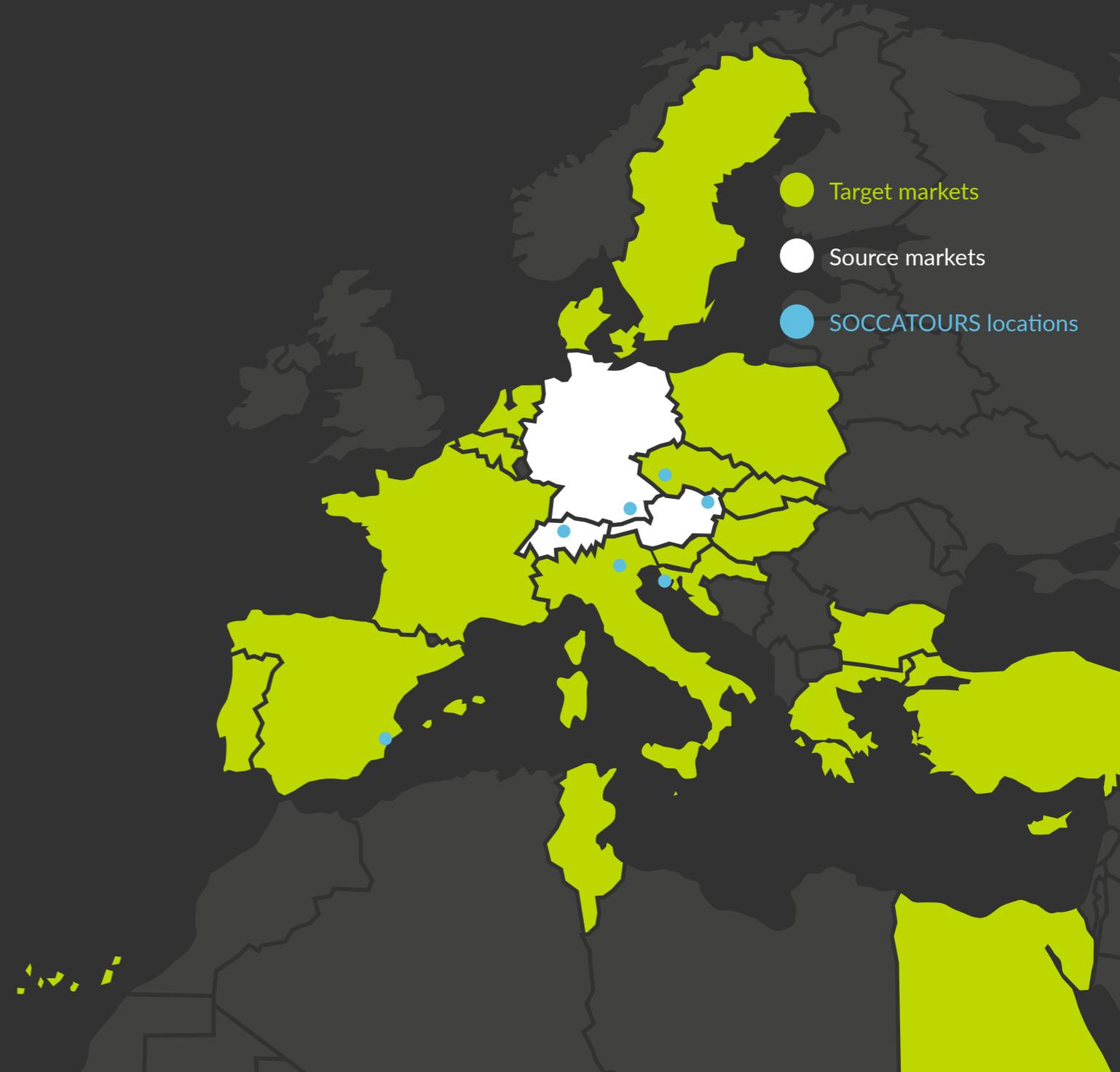
We are proud of the outstanding success story that we have written for the past 20 years, a story based on collaboration, mutual commitment and continuous growth.

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 partner with SOCCATOURS and help us to write the next chapter of our success story.

We can achieve great things together!

Marcus Häusler
CEO SOCCATOURS GmbH



SOCCATOURS

FACTS & FIGURES

Made in Rosenheim,
Germany
2003

95%

recommendation rate

45+

employees

18+

target markets

250+

destinations

1,000+

sports facilities

1,800+

training camp bookings p.a.

1,000,000+

overnight stays

300,000+

training camp travellers

9

company locations

MORE RELIABILITY

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 partners. That way, they can work closely together, resulting in a high level of customer and supplier satisfaction: Reliability that you can feel.

Your benefits

- » Joint corporate success
- » Long-standing partnerships
- » Personal contacts
- » Subsidiaries in the most important target markets

“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



Your benefits

- » 100% identification with the product training camp
- » Authenticity, thanks to sport-specific background as a player/coach/official

“In addition to their professional expertise, the personal commitment of our contacts at SOCCATOURS impresses us every year. You get the feeling that the staff organise our training camp with the same passion as they would for their own team.”



Anton Bobenstetter
Sports Director of TSV Buchbach
Regionalliga Bayern

MORE PASSION

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.

MORE TURNOVER

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, SOCCATOURS brings you guests, predominantly from Germany, Austria and Switzerland. In 2023 alone, we were able to generate 120,000 overnight stays for our hotel partners.

Your benefits

- » Guaranteed overnight stays
- » More guests in the off season

"As a long-standing hotel partner of SOCCATOURS, 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



Your benefits

- » More security for your customers when travelling by plane (IATA certified)
- » Member of the German Travel Association

“As an international tour operator, we strive to work with the most important tourism networks. On the one hand, our memberships ensure price and service benefits. On the other hand, they give our customers and partners confidence and security.”



Marcus Häusler
CEO
SOCCATOURS GmbH



MORE SECURITY



Thanks to our IATA certification, we have direct access to a network of around 250 renowned IATA member airlines. This means that we can sell tickets for domestic and international flights. Adhering to these recognised industry standards is about more than just maintaining fairness and consistency in our business practices. For us, the most important reason is to generate additional security and confidence for our customers when it comes to their air travel.



The German Travel Association is an umbrella organisation that represents the travel industry in Germany and promotes the interests of tour operators and travel agents. As one of many thousands of members, we benefit from this community, which brings together the diverse interests of the travel industry and represents an important seal of quality.

MORE COMFORT

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.

Your benefits

- » Handling of all travel organisation up to the final billing
- » Uncomplicated processing of managed bookings

"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
SOCCATOURS GmbH



Your benefits

- » Optimised pricing
- » Customised solutions
- » Clear competitive edge

“We are personally acquainted with more than 500 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 have our eye trained on the market and competition.”



Fabian Steinbauer
Director Procurement
SOCCATOURS GmbH

MORE EXPERTISE

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.

MORE TRUST

For 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.

Your benefits

- » Long-standing partnerships
- » Communication among equals

“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, Slovenia



Your benefits

- » Greater visibility: Increase the online presence of your hotel
- » Competitive edge: Better positioning against the competition

“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.”



Wolfgang Haslberger
Director Marketing
SOCCATOURS GmbH

MORE VISIBILITY

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.

MORE DIVERSITY

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 a total of five different categories of sports and training camps as well as SOCCASHAPE, our innovative performance diagnostics product, we can send a large number of athletes to training camps, and our hotel partners benefit from that. A clear plus: depending on the destination and local training options, we cater to several sports over a broadly defined travel period.



Your benefits

- » Higher occupancy rates and longer travel periods depending on the range of sports on site
- » Visibility boost among customers from Germany, Austria and Switzerland

“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**

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