

# Studiosus



## Company Profile 2018/2019

Figures, facts and data

Intensiverleben

# Studiosus

## Company Profile 2018/2019

*Studiosus is the European market leader in the cultural tours segment. Thanks to the superb quality of our programmes, our excellent tour leaders and our continuous innovation, we have succeeded in maintaining this position for many years.*

## The 2018 Season

From Olympia, Greece, to the souks of Morocco and the Great Wall of China: The demand for cultural and discovery tours continued unabated in 2018, and Studiosus is happy to report another successful business year. In fact, the Studiosus group achieved a new record result, with turnover increasing by 2.2 percent to 281.4 million euros (2017: 275.4 million). A total of 105 258 customers (2017: 103 379) booked their holiday with Studiosus, marking a 1.8 percent increase against the previous year. The growth in demand for cultural tours was again accompanied by increased demand for Studiosus smart & small tours, which feature small groups, a relaxed sightseeing programme and charming hotels. The competitively priced Marco Polo adventure and discovery tours also contributed disproportionately to the Group's overall performance.

### **The favourites: Greece, Italy and France**

Classical holiday destinations like Greece, Italy and France saw a surge in demand in 2018. Bookings for Greece increased by 43 percent, with the number of customers exceeding the 3000 mark. Tours to Italy increased by 4 percent, with customer figures of just under 14 000. In absolute terms, the Apennine Peninsula remains the most important destination for Studiosus tours. The year also saw an increase

in bookings for France. Some 3800 customers spent their holiday in Germany's neighbouring country – an increase of 18 percent. Eastern European destinations such as Russia and the Baltic states were also popular in 2018. Demand for tours in Spain and Portugal slowed somewhat, but both countries are still among the top five most popular destinations for Studiosus customers.

### **Renewed interest in the Islamic world and Israel**

After several years of stagnation, interest in Islamic countries picked up in 2018. More than 2500 customers booked tours to Morocco – an increase of 44 percent. There was also a marked increase in travel to Egypt, the United Arab Emirates and Oman. The same was true for Israel, which was up 40 percent. Demand for tours to Iran dropped sharply in 2018. This was due in part to the United States' withdrawal from the nuclear arms treaty but also to the growing attractiveness of other Islamic countries in the region.

### **Long-distance destinations: China, Japan and Central Asia**

One of the winners in the long-distance stakes was China, for which demand increased sharply by 48 percent. Another winner: Japan, along with Central Asian countries, notably Uzbekistan; all of them saw an increase of 15 percent. Demand was also strong for the South Caucasus, which enjoyed record customer bookings. More than 1000 people travelled to Armenia, Georgia and Azerbaijan.

### **Award-winning and innovative: the personalised Studiosus catalogue**

Introduced in 2017, the personalised Studiosus catalogue gained popularity among travel agents in

2018. Personalised Studiosus catalogues are a complete novelty in the travel market. Combining the pleasure of paging through a printed catalogue with the immediacy of online information, they are tailored to reflect a customer's preferred destinations and printed on demand. This means that availability, prices, hotels and travel itinerary are absolutely up to date. German travel magazine GEO Saison found the concept so convincing that it honoured the personalised Studiosus catalogue with the 2018 German Travel Award (previously the Golden Palm).

## **The Studiosus Vision**

Extract from the company's mission statement:

"Studiosus is an independent business entity committed to improving awareness and understanding of foreign countries, peoples and cultures.

We see it as our duty to build bridges across internal and external borders in terms of understanding foreign countries and their cultures. This can only be achieved together with our customers, who we see as our partners. It is our wish that they should appreciate ever-changing cultural diversity and the natural beauty of our Earth as something valuable and worth preserving for all people and their descendants.

We want our tours to reduce reservations, prejudice and rejection with regard to alien cultures. We strive to promote integration in our role as ambassadors of tolerance and openness, dismantling xenophobia and discrimination at home and abroad.

Our aim is to further enhance our status as market leader through innovation and quality, and by setting benchmarks both in matters of safety as well as long-term sustainable growth.

Every Studiosus package that we offer has to meet the high expectations of our customers.

We seek to foster recognition of human rights in the countries we visit. The tours we offer create opportunities for personal encounters, exchange of views and information and therefore public awareness. This is why we believe that responsible, sustainable tourism makes a positive, long-term contribution to improvement of the global human rights situation."

# What we offer

## *The Studiosus tour*

### Right where life is being lived

One of the great things about travelling with Studiosus is the opportunity it gives you to meet people. You might attend a barbecue with Australian lifeguards, have a chat with Greek nuns, take part in a wine-tasting at a local vineyard or even visit the kitchens of a maharajah's palace to pick up culinary tips from the chef. The Studiosus tour leader will always be there – to make sure you get to know the country as it really is, with its history enlivened by local lore, some of it exciting and thrilling, some of it calm and peaceful, but always full of surprises and unforgettable moments.

### From the Mona Lisa to the Grand Canyon

Machu Picchu, the Great Wall of China, the Mona Lisa – it goes without saying that Studiosus will take you to see all the classic sights. But that's not all. Your tour leader will introduce you to present-day culture too – things like the local pop music scene, the in restaurants or modern buildings designed by star architects. And you'll get interesting background on local politics, the economic situation or perhaps what the country is doing in the field of renewable energy. Also on the programme: natural wonders like the Grand Canyon or South Africa's Kruger National Park.

### Extratours – a Studiosus exclusive

Had a late night and feel like sleeping in, maybe spend the day relaxing on the beach? Or want to go on a nice long bike ride instead of visiting a museum with the group? That sort of option is now available on a regular basis. We call them Extratours. Studiosus regularly offers pre-arranged alternatives to the group programme that enable customers to plan in activities that suit their personal taste. The Studiosus tour leader helps you decide how to spend your day.

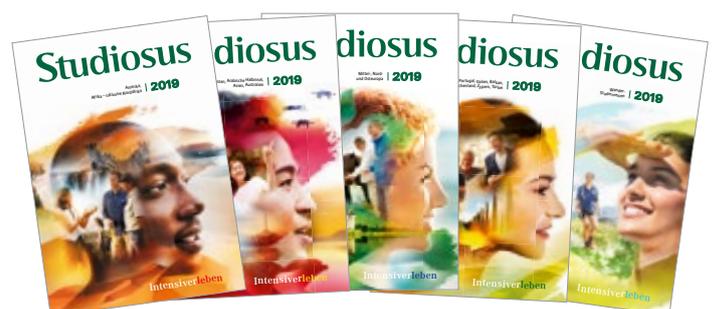
### Enter a stress-free area

Hard at work in the office yesterday, vacation at its best today. Everything goes like clockwork and you don't have to worry about a thing. You are met at the airport and driven to the hotel. You meet your tour leader and drink to a successful tour. The programme has been arranged – including the Extratours for those who want them. Tickets for visits to museums and events have been reserved and you walk straight in past queues of waiting people. Just relax and enjoy the total absence of stress.

### Regard for local customs

Studiosus tour leaders brief customers on important items of local etiquette – like never stroking a child's head in China, using the right hand only when eating in India or never drinking alcohol on the street in the USA. And they explain the background to these local customs too. Studiosus also recognises a responsibility for supporting local cultural, social and ecological projects in the countries to which its tourists travel, and for minimising environmental pollution and avoiding conflict with the interests of the local population.

Cultural tours come in many varieties, depending on the target group and individual customer preferences: There are low-price cultural tours, classic cultural tours, hiking tours, expeditions, nature tours and cruises, as well as cultural tours with extra time to relax built into the schedule.



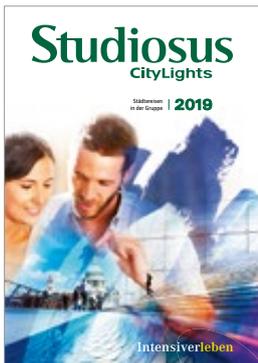
Studiosus also offers other attractive packages modelled on its current cultural tours.

# Studiosus

Product lines

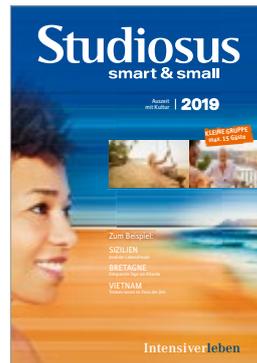
Studiosus Studiosus CityLights Studiosus me & more Studiosus family Studiosus smart & small kultimer Studiosus Incoming

Cultural tours City tours Singles tours Family holidays Holidays with a dash of culture Event tours Incoming tours



## Studiosus CityLights – City tours

For customers who want to get to know a particular city through a carefully prepared programme of sightseeing, accompanied by a first-rate Studiosus tour leader.



## Studiosus smart & small – Holidays with a dash of culture

For people who find beach holidays too boring but aren't looking for a full-scale cultural tour: Studiosus smart & small – small groups, charming hotels, a leisurely programme. Accompanied by a first-rate Studiosus tour leader.



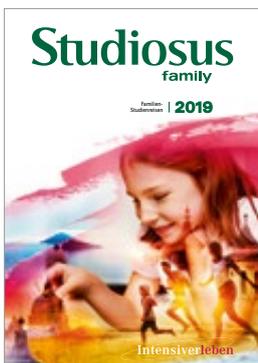
## Studiosus me & more – Singles tours

Holidays for singles or anyone travelling alone who would like to enjoy their vacation in the company of other cosmopolitan travellers. With first-class Studiosus tour leaders.



## kultimer – Event tours

kultimer offers tours to specific events such as classical concerts, opera performances, exhibitions and festivals, as well as tours with a culinary or botanical theme and trips to the natural wonders of the earth. The eye-catching, narrow-format catalogue comes out six times a year and is sent automatically to all Studiosus customers. The kultimer concept features an attractive supporting programme for each event. A first-rate Studiosus tour leader will take you to museums connected thematically to the event, accompany you on a stroll through an interesting city district and introduce you to the most important sights wherever the event is being held.



## Studiosus family

A family holiday with a cultural and adventure programme – interesting sightseeing for young and old organised by a first-class Studiosus tour leader.



## Studiosus Incoming

In addition to offering tours for customers from German-speaking countries, Studiosus has always offered tours for incoming international customers, mostly students from North America in the early days, but now for interested travellers from all around Asia. From customised trips for small groups to Meetings, Incentives, Conferences and Events (MICE) for more than 1000 people, Studiosus Incoming organises tours regardless of size.

# Studiosus Tour Leaders

*Studiosus tour leaders are said to be the best in the sector by customers and travel agents. This is because they are carefully selected and receive in-depth basic-level and on-going training. We give it to you under hand and seal that our quality standards are superb. The quality management system we have in place for the selection, basic training and on-going training of our tour leaders is DIN EN ISO 9001 certified. Studiosus is the only cultural tours operator in Europe that can produce such certification.*

## Applicant profile, job description

Studiosus customers want to experience their place of destination with all their senses and expect their Studiosus tour leaders to be not only personally competent, but also very well informed on all matters relating to “their country”. They must radiate enthusiasm on the sights seen and the subjects discussed and act as an intermediary between the cultures. The wide range of knowledge and personal skills required from Studiosus tour leaders is defined in the applicant profile and the job description.

## Selection process

Studiosus receives a steady stream of enquiries from people seeking employment as a Studiosus tour leader. Those fitting the applicant profile and convincing us of their personal competence at the subsequent interview are invited to attend an assessment center, where the candidates complete practical, interactive tests enabling us to identify those possessing the optimal profile for work as a Studiosus tour leader.

## Training

The successful graduates of the assessment centre subsequently attend a week-long introductory seminar, at which they acquaint themselves with the tools of their trade as a Studiosus tour leader. This involves a mixture of factual information and knowledge relating to their future role interspersed with practical exercises reflecting actual operating Conditions on a Studiosus tour. These give the trainees an idea of the sort of situations and problems they will be expected to handle in their everyday work.

The next step is for trainee tour leaders to accompany an experienced tour leader on an actual tour, during which they will also be responsible for the design and organisation of an entire day. Afterwards, they will document the valuable experience and factual knowledge they have gained in a comprehensive report. This will be their personal logbook for future tours.

Each new tour leader has a telephone link with an experienced colleague who can give them advisory backup during their “maiden tour”. On their return from this tour, the freshly-baked “Studiosi” meet their trainers for detailed analyses of feedback on the tour and jointly review possibilities for improvement in performance.

The first season is rounded off with a two-day seminar at which new tour leaders can exchange experiences and seek further guidance and clarification pertaining to their new job.

## On-going training

Studiosus tour leaders are the company’s “visiting cards” and make a key contribution to the quality of the tours they conduct. This is a weighty responsibility that can benefit from support in the form of regular seminars organised by Studiosus on a wide range of subjects, such as natural history, teaching methods or use of modern media techniques. Studiosus held more than 40 events of this kind, both in Germany and elsewhere, over the past year alone. This kind of broad-based on-going training is unique in Europe.

# Studiosus Quality Management

Studiosus operates superbly organised, first-class tours. In order to maintain the high standards of its offerings, Studiosus developed a quality management system for the entire Group, which received DIN EN ISO 9001 certification for the first time in 2004. The previously developed environmental management system, which had held DIN EN ISO 9001 certification since 1998, was subsequently integrated into the quality management system. Every year, the integrated quality management system is put to the test by an external auditor.

In March 2017, it was again successfully re-certified according to current DIN 9001 and DIN 14001 standards and validated by EMAS.

Customers' high level of satisfaction with tours is convincing proof that the quality management system works.

## Customer satisfaction with Studiosus tours in 2018

Willingness to recommend a specific tour	91,2 %	Satisfaction with the last tour	96,4 %
Willingness to recommend Studiosus	94,9 %	Satisfaction with the last tour leader	96,8 %

Based on customer feedback ("yes, without reservation" and "yes"/"met" or "exceeded" expectations) from questionnaires distributed at the end of their trip. Return rate approx. 60 %. 15th September 2018.

## Innovation

Studiosus is, and strives to remain, market leader in the field of cultural tours. After quality, its most important corporate strategy is innovation. In the words of the company's mission statement: We seek to fulfil our customers' wishes and are always ready to try out new ideas. As Studiosus continues to develop, innovation and the introduction of new products and services are essential. Studiosus has been a trendsetter in the industry since its founding in 1954. A few examples:

- 1961: For the first time, Studiosus introduces a cultural tour that includes time for beach stays.
- 1966: Studiosus establishes a product advisory committee to systematically develop new cultural tours.
- 1979: Studiosus creates the first cultural hiking tours.
- 1990: Studiosus is the first company to introduce a catalogue of cultural tours for citizens of the GDR as it was then.

- 1995: Studiosus introduces YOUNG LINE TRAVEL for customers aged 20 to 35.
- 1996: Studiosus launches Studiosus me & more for singles and people travelling on their own.
- 1996: Studiosus is the first German tour operator to include a "Rail-&-Fly" ticket in the package.
- 1998: Studiosus is the first cultural tour operator in Europe to establish a certified quality management system for the selection and training of its tour leaders and a certified environmental management system.
- 2002: Studiosus develops a safety and security management system following the attacks in New York on 11th September 2001.
- 2003: The integration of budget flights into package tours is unprecedented in the field.
- 2004: Studiosus introduces family cultural tours for the first time.
- 2005: Studiosus introduces the kultimer, a catalogue of exciting musical and other events.

- 2010: Studiosus introduces “Extratours” for greater flexibility and freedom.
- 2012: Studiosus is the first cultural tours operator to make the production of its entire catalogue carbon neutral, as well as all the bus, rail and boat travel connected with tours all over the world by offsetting carbon emissions through donations to a climate protection project.
- 2015: Studiosus launches Studiosus smart & small for small groups who find beach holidays too boring and cultural tours too intense, but are interested in getting to know a country and its inhabitants.
- 2016: Studiosus introduces Studiosus Incoming, a service offering customised travel for international customers. This opens up new markets in Asia.
- 2017: Studiosus introduces a brand-new service to travel agencies and their customers: individualized catalogues that combine the advantages of a print-catalogue with the actuality of online media.
- 2017: Studiosus starts distributing a new catalogue to customers in the German-speaking market that features 25 tours specially designed to incorporate very special moments.

## Studiosus Safety and Security Management

In 2002, Studiosus established a safety and security management system. Part of the Studiosus quality management system, it is DIN EN ISO 9001 certified and encompasses all levels of planning and execution of tours. A top priority for Studiosus is to maintain open lines of communication for all tour destinations – for instance by posting the latest security information on the Studiosus website.

One key aspect of safety and security management is the on-going analysis of the safety situation in all of the countries visited by Studiosus tour groups. This includes the continuous evaluation of data from a variety of sources, first and foremost the recommendations on travel and safety issued by the German Foreign Office. To obtain a detailed picture of the situation in individual countries, our experts comb national and international media for reports on these countries and take into account evaluations made by international think tanks when creating

medium and long-term forecasts. We also draw on information from local contacts, tour leaders and business associates.

In addition to focusing on safety in individual countries, the Studiosus safety and security management system covers safety and security in hotels and on tour transportation worldwide. Studiosus has, for example, devised its own flight security list, which is more comprehensive than the European Union’s “blacklist”, which contains all the airlines whose safety and security standards are deemed unsatisfactory by the European aviation authorities. Studiosus also insists that all its bus and coach operators worldwide abide by the EU’s strict regulations on driving and rest periods. Another pillar of the safety and security system is the SMS emergency service for customers.

# Sustainable Tourism

Being a provider of interesting cultural tours is one thing, but Studiosus wants to offer more. It wants its tours to be socially responsible and as environmentally sustainable as possible. This means engaging in fair dealing with business associates and service providers, accepting social responsibilities and treating nature and the environment with care.

To help achieve these social and ecological goals effectively, Studiosus introduced an environmental management system in 1998. In 2010, Studiosus was awarded the German Sustainability Prize for "most sustainable strategy for the future (KMU)". This was followed in 2013 by the Federal German government's CSR (corporate social responsibility) prize for responsible corporate management and the European CSR award. In 2016, Studiosus CEO Peter-Mario Kubsch received a B.A.U.M. environmental award for his commitment to environmental protection and sustainable development.

## Socially responsible tourism

In 2007, Studiosus became a member of the UN Global Compact, which requires a business to follow and conscientiously observe its principles with regard to human rights, labour standards, environmental sustainability and combating corruption in business activities around the globe.

At the time, Studiosus was already actively committed to observing human rights and creating socially responsible tours. Twenty years ago, it began organizing forums at selected tour destinations and inviting a wide variety of people – including hoteliers, representatives of nature conservation and tourism authorities, local politicians, religious leaders, teachers, fishermen, tradespeople and others active in the tourism business – to discuss the risks and opportunities presented by tourism in their region.

For many years, Studiosus has been requiring its service providers worldwide to sign contracts obliging them to respect human rights in their business practices and comply with the guidelines set down in the code of conduct for the protection of children against sexual exploitation. Customers are encouraged to report any behaviour that contradicts these guidelines by using the red button on the Studiosus homepage. The "Kleine Seelen" (young souls) flyer that is sent out to all new customers provides information on the need to protect children from such exploitation, and the video spot „Don't Look Away" also helps to raise awareness of the issue. In 2012, Studiosus expanded its service contracts to include fixed clauses pertaining to labour conditions and the human rights of hotel staff, ships' crews and bus drivers. These apply to working hours, leisure time and wage payment; they protect workers from unfair discrimination practices and oblige service partners to agree to other core working standards set by the International Labour Organisation ILO. Anyone concerned about possible human rights abuses within the ambit of a Studiosus tour can address those concerns to [HumanRightsAlert@studiosus.com](mailto:HumanRightsAlert@studiosus.com).

By signing the Commitment to Human Rights in Tourism declaration along with other tour operators and players from the tourism sector and civil society in 2013, Studiosus pledges to respect human rights and exercise due diligence in the tourism business. Studiosus is continuously working to carry out its social responsibilities and improve its processes. By using due diligence in the planning and execution of its programmes and aiming always for fair, transparent dialogue with its business and service partners, Studiosus makes every effort to create socially sustainable tours.

## Environmental commitment

Conscientious planning of its tours, plus a series of other precautions, enables Studiosus to keep environmental pollution resulting from its business activities as low as possible. For many years now, Studiosus has been concentrating on reducing energy consumption and carbon emissions resulting from its tours to a minimum. Other environment-conscious initiatives include:

- Rail-&-Fly-tickets: enabling environmentally-compatible rail transport to the airport (included in the tour price since 1996)
- Ride-and-Fly enabling environmentally compatible local public passenger transport to the airport (included in the tour price since 1999)
- Extensive energy-saving measures in our offices
- Protection of the environment with a carbon offset scheme: Since 2007, Studiosus has been offering customers the option of calculating the carbon emissions caused by their flights and making a donation to a climate protection project financed by the Studiosus Foundation e.V.
- Offsetting of all carbon emissions caused by bus, train and boat travel on Studiosus tours since 2012 by investment in biogas plants in India
- Offsetting of carbon emissions caused by the printing and distribution of Studiosus catalogues and other advertising materials to a climate-neutral level, also since 2012
- Offsetting of carbon emissions caused by employee business travel and offsetting of air travel by Studiosus tour leaders since 2017

## Studiosus Foundation e.V.

Studiosus has been sponsoring global projects for improvement of quality of life, nature conservation and preservation of cultural heritage in its tour destinations ever since 1993. The Studiosus Foundation founded in 2005 has now taken over responsibility for our long-standing commitment to sponsoring projects that will help to enable minimally invasive tourism over the longer term. This charitable institution is currently sponsoring more than 50 social, cultural and ecological projects throughout the world. Almost all of these projects are available for inspection by participants of Studiosus tours.

The Studiosus Foundation has held the DZI Seal of Approval from the German Central Institute for Social Issues since 2010.

[www.studiosus-foundation.com](http://www.studiosus-foundation.com)

## Subsidiary Companies

*Studiosus primarily offers cultural tours. Through its subsidiary companies, Studiosus also implements a range of related travel concepts, such as “tailor-made” group tours, which enable groups to bring their own ideas on board, or, under the Marco Polo label, adventure and discovery tours that focus on the “value for money” aspect.*

### Studiosus Gruppenreisen GmbH (Studiosus Group Travel)

One field of activity for Studiosus Group Travel is the planning, organisation and operation of “customised group tours”. The tours created by the group travel expert are perfectly tailored to suit each client. Destination, point of departure, travel date, duration of the trip, price category, programme and tour leader qualifications are all a matter of what the customer wishes. For many years, Studiosus Group Travel has also been publishing an immensely popular catalogue of tour ideas for special groups.

Partners and clients include respected media companies such as Spiegel Verlag, Gruner & Jahr, FAZ; radio producers, commercial businesses, organisa-

tions and associations, Rotary and Lions Clubs, adult education centres and companies, private clients and travel agencies in the German-speaking market (Germany, Switzerland, Austria, Luxemburg).



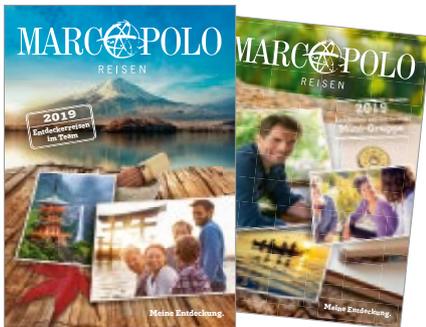
# Marco Polo Reisen GmbH

Marco Polo products are reasonably priced tours. They are aimed at those wishing to explore the most important highlights of a country, as well as meet people and learn about their living circumstances – without the level of content expected of a full cultural tour.

Marco Polo is priced considerably lower than Studiosus, its competitors being round-trip operators and Specialists for particular destinations. In spite of being relatively inexpensive, the tours still offer a genuine opportunity to get to know a country and its people.

A Marco Polo scout, usually a resident of the country with excellent first-hand knowledge of the region, will guarantee an authentic travel experience. Typical local hotels ensure that customers can immerse themselves in the flair and culture of the country visited, and “Marco Polo Live”, the discovery highlight of each tour, promises a unique experience: customers can come right up close to or even get a taste of the action themselves – catching fish in Vietnam or picking tea in Sri Lanka.

## Marco Polo presents its tours in four catalogues:



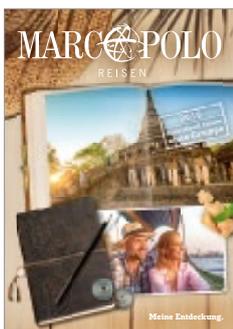
### Team adventure and discovery tours

Europe, Africa, the Americas and Asia

Small-group travel and great value for money. The Marco Polo scout introduces customers to foreign cultures, and customers travel in groups of no more than 25, sometimes only 18.

### Mini-group adventure and discovery tours

Mini-group tours with between 6 and a maximum of 12 persons are described in a brochure insert in the Adventure and Discovery Tours catalogue. By using quite small hotels and lodges for overnight accommodation, tuktuks and taxi boats for local transport in the cities and minivans or small buses on longer trips, these mini-groups give customers an opportunity to get closer to the host country. Away from the well-beaten coach tour routes they can get glimpses of local life and make fascinating discoveries.



### Individual tours

Perfectly organised non-group tours – customers travel with their life partner or family and are accompanied by their personal Marco Polo scout. They travel by car or jeep with their own personal driver or even, in some cases, drive themselves in a hire car. A Marco Polo scout is waiting for them at the sight-seeing destination.



### YOUNG LINE TRAVEL

Affordable discovery tours for travellers between the ages of 20 and 35. The Marco Polo scout knows where to go – to the beach, to a club or sightseeing.

## Europe's market leader for cultural tours

- Meaningful encounters with a country and its people
- Excellent Studiosus tour leaders trained according to a certified programme
- Expert organisation
- Comprehensive travel package included in the tour price
- Pre-planned Extratours, an alternative to the group programme

## Intensiverleben

## The expert for affordable discovery tours

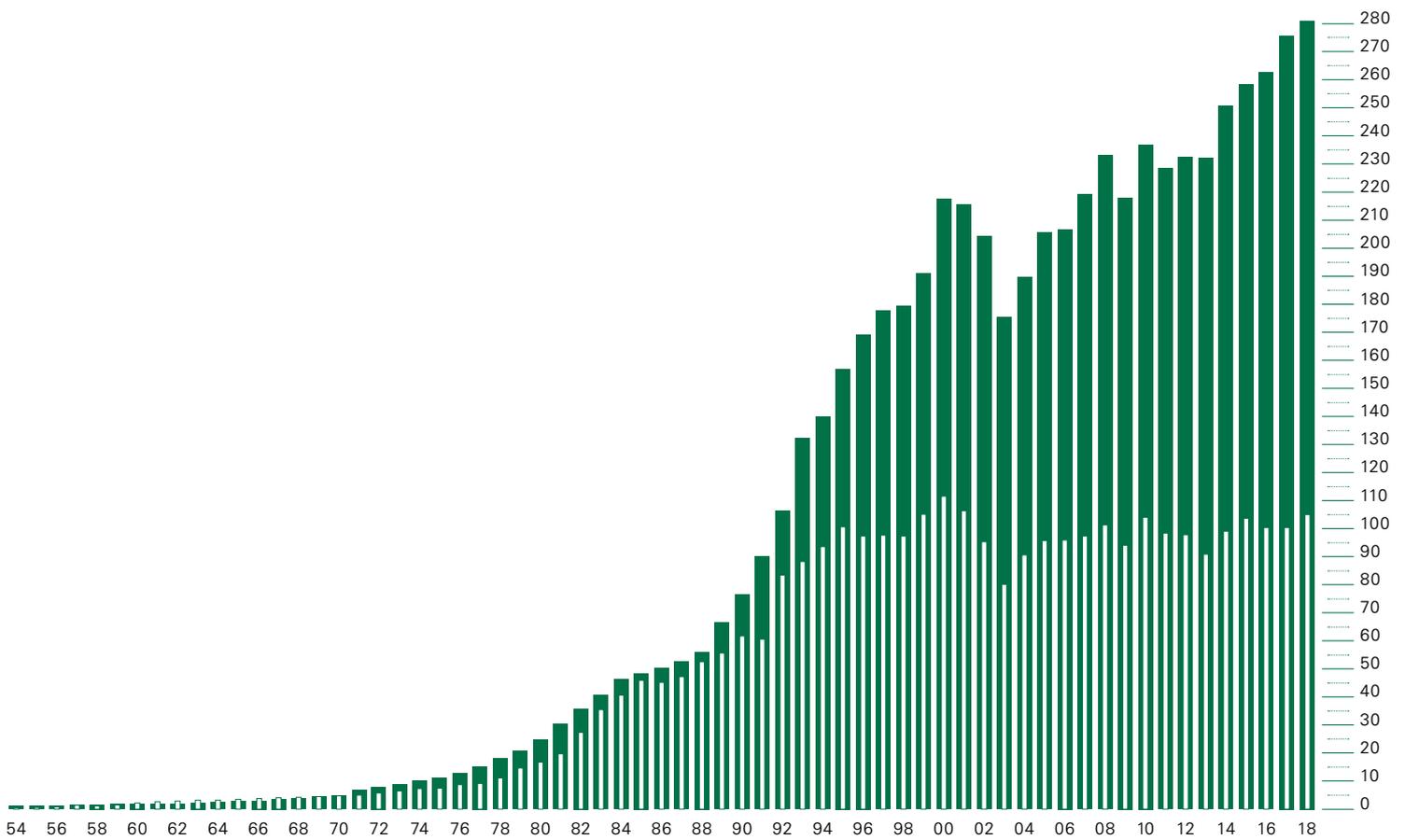
- Small groups of around 18- and Marco Polo mini-groups of not more than 12
- Excellent value for money
- Find out what makes a country tick
- Marco Polo Live, a very special kind of discovery tour: get close to the action, be part of it
- Local, well-informed Marco Polo scouts
- Basic travel package plus optional extras

## Meine Entdeckung.

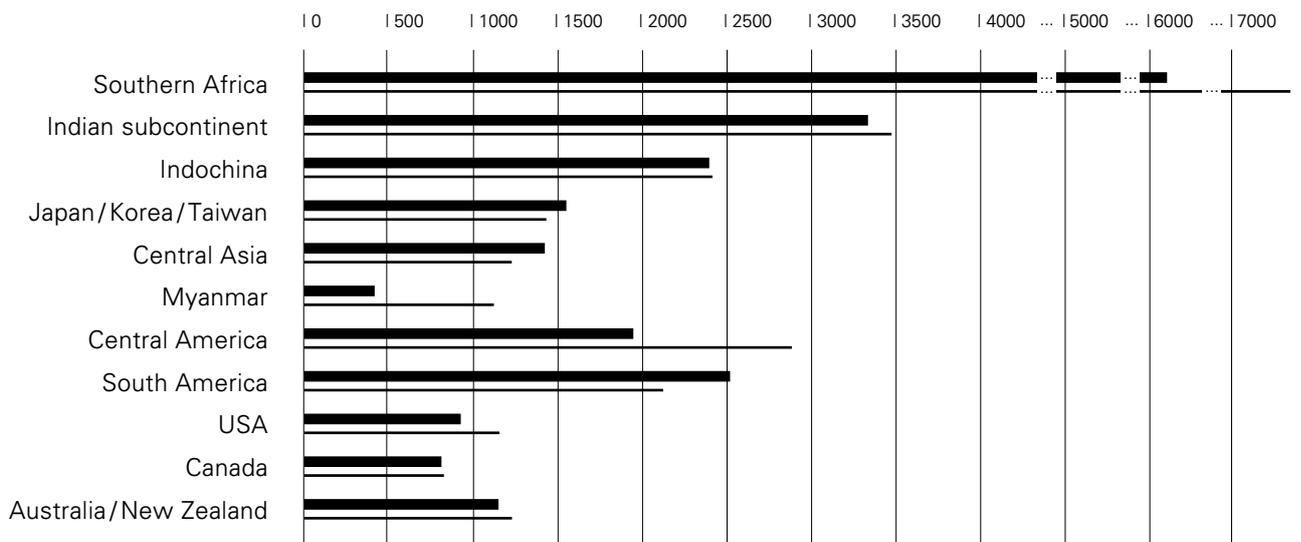
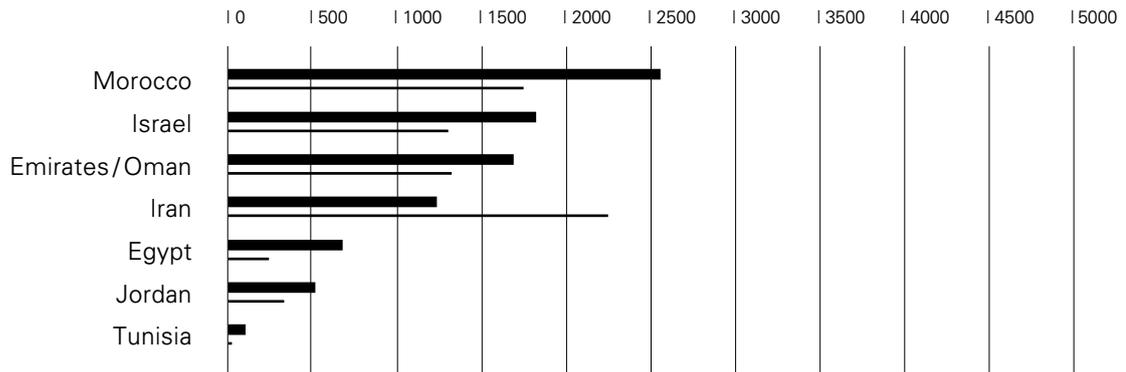
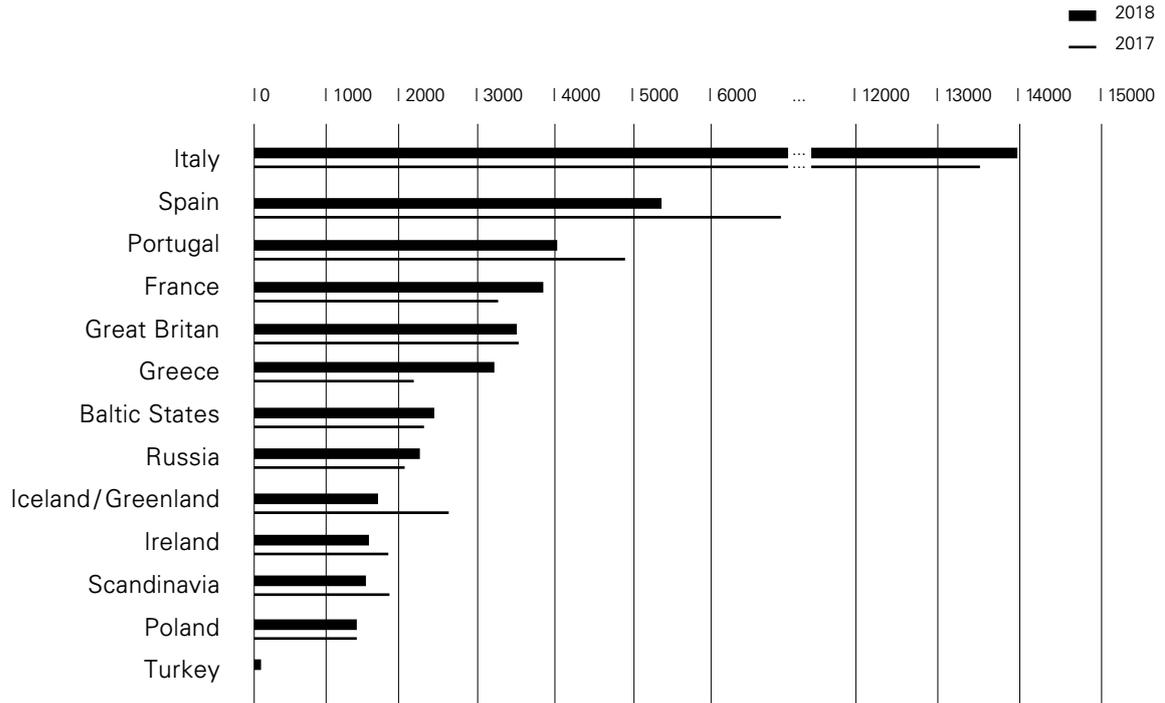
# Business Development in Figures

■ Sales in euro millions in 2018:  
281,4  
**+2,2%**

□ Number of customers in thousands 2018:  
105  
**+1,8%**



# Number of Customers in 2018



## Corporate Data

<b>Founded:</b>	1954
<b>Purpose of Business:</b>	Operating intelligent holiday tours all over the world: the sophisticated way to travel
<b>Board of Directors:</b>	Peter-Mario Kubsch (GF), Philip Edel, Hans-Dieter Lohneis, Peter Strub, Guido Wiegand
<b>Shareholders:</b>	Peter-Mario Kubsch, Melanie Kubsch, Florian Kubsch, Sebastian Kubsch, Tatjana Kubsch
<b>Employees:</b>	350 in the entire Group, including 25 trainees
<b>Tour leaders:</b>	570
<b>Subsidiaries:</b>	Studiosus Gruppenreisen GmbH; Marco Polo Reisen GmbH
<b>Sales:</b>	Around 6,400 travel agencies in Germany, Austria and Switzerland
<b>Share capital:</b>	EUR 1,000,000

## Memberships

<b>DRV</b>	Deutscher ReiseVerband e.V.
<b>F.U.R.</b>	Forschungsgemeinschaft Urlaub und Reisen e.V.
<b>IATA</b>	International Air Transport Association
<b>StfT&amp;E</b>	Studienkreis für Tourismus und Entwicklung e.V.
<b>UN Global Compact</b>	United Nations Global Compact for Responsibility
<b>Roundtable Human Rights in Tourism e.V.</b>	

The Studiosus management system is certified according to DIN EN ISO 9001, DIN EN ISO 14001 and EMASIII (The European Union's Eco-Management and Audit Scheme).

The Studiosus Sustainability Report is drawn up according to Global Reporting Initiative (GRI) guidelines and in accordance with the new "Comprehensive" option. It has been certified by TÜV Rheinland.

# Studiosus Group

## Studiosus Reisen München GmbH

### Studiosus

#### Cultural tours

The no. 1 provider of cultural tours in Europe

### Studiosus family

#### Family cultural tours

with adventure programme for adults with children aged 6–14

### Studiosus me & more

#### Group tours for single people and single travellers

### Studiosus incoming

#### Destination Management Europe

### Studiosus CityLights

#### City tours in groups

### Studiosus smart & small

#### Holidays with a dash of culture

### kultimer

#### Events and cultural trips

## Marco Polo Reisen GmbH



#### Team Adventure and Discovery tours

- Discovery tours in groups of no more than 25 persons
- Mini-group tours with a maximum of 12 persons



#### Individual tours

Perfectly organised non-group tours



#### YOUNG LINE TRAVEL

Discovery tours for travellers between the ages of 20 and 35

## Studiosus Gruppenreisen GmbH



Tailor-made tours for clubs, companies and groups of friends



Tailor-made trips for clients from the media sector