## International.





#### STM (How to) Winter Edition Villars.



#### January 11-14, 2024.

- 122 buyers from 38 markets (22 delegations)
- 16 tour escorts / market reps
- 15 pre-tours all over CH
- Numerous market specific post-tours
- "How to Winter" is played as Leitmotiv









## STM Winter Edition: Post Tours for delegates of Emerging Markets.

- Post Tour (Star Travel Slovenia)
  - Verbier and Crans Montana
- Post Tour (Grand Cuvée Slovenia)
  - Glacier Express & Bernina Express
     Experiences
  - Discover Engadin St. Moritz, Diavolezza,
     Corvatsch and Muottas Muralg
- Post Tour (7x ZuMä TK,RO,RS,GR)
  - Goldenpass Panoramic Belle Epoque
  - Alpina Hotel, Gstaad
  - Ski area (Schönried, Saanenmöser)





# Switzerland.

## Delegation from Georgia on Glacier and Bernina switzerland.

Express.

- Saturday 27/JAN: GEX
- Sunday 28/JAN: BEX
- Train experience and local gastronomy on trains and mountains
- 10 pax, higly motivated and with gorgeous weather.







#### STE Istanbul.



- STE Istanbul on 30 January 2024 at Hilton Hotel Bosphorus
- 9 Swiss partners, 17 hosted buyers (IR, AZ, KZ), 40 buyers (TK)
- In cooperation with Kuoni Tumlare,
   Türsab and Turkish Airlines
- B2B workshop and gala dinner in a yacht on the Bosphorus





## Markets East.







#### C&A: SKIANUARY.



- January, 1<sup>st</sup> 31<sup>st</sup>
- ST Germany introduced the SKIANUARY as an addition to the wellknown Dry January or Veganuary
- 31 winter highlights, especially for persona JO
- Distribution via Meta,
   Snapchat, skiinfo.de, content creators and Radio NRJ
- Estimated 40 mio. top marketing contacts (final reporting tbd)













- Dec 27<sup>th</sup> Feb 02<sup>nd</sup>
- ST Germany partnered with Interlaken and tour operator Snowtrex for a campaign on Germany's largest-reaching public radio station WDR/1Live in North Rhine-Westphalia, making it a top topic
- Highlight: Winning trip to Interlaken from Jan 26 to Feb 2, feat. 24 winners & radio staff providing daily live reports from the snowy destination
- Distribution: Radio WDR1/Live incl. 150 program slots, with promo, comedy and game rounds with questions about Switzerland
- Additional distribution via Insta, YouTube, TikTok and Snowtrex "Wintersportreisen"
- Estimated 70 mio. top marketing contacts (final reporting tbd)
- Budget: 0 EUR





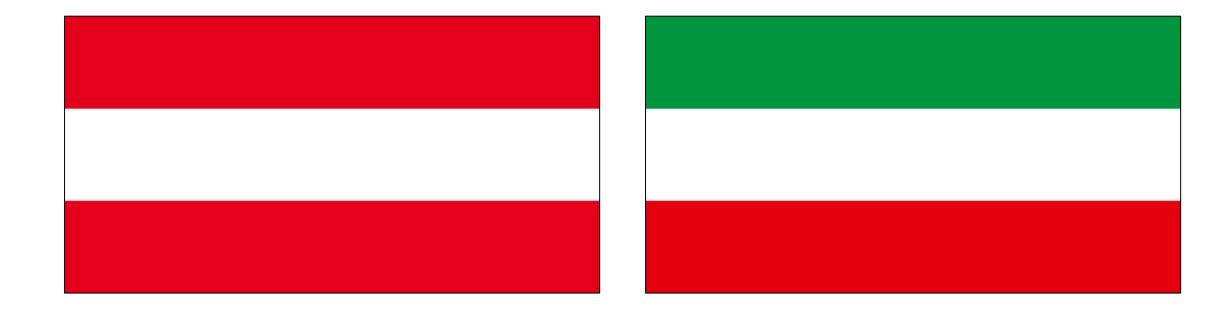












## Austria: Kurier Leserabend with ÖBB Rail Tours.

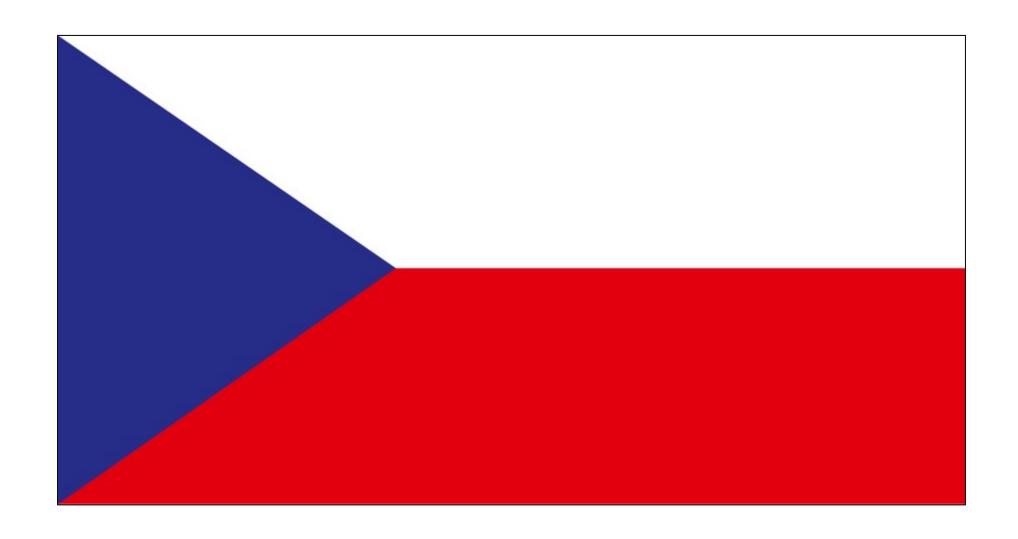


- Kurier readers' event "Grand Train Tour of Switzerland" in cooperation with KAM ÖBB Rail Tours in Vienna
- Date: 23. January 2024
- 69 participants
- Announcement of the event and follow-up report as well as advertising appearance in Kurier (3x Sunday circulation of 572,000 copies each, plus another advertorial for SOB)
- TV coverage with a post report of the event at Kurier TV (approx. 150,000 viewers)









## Winter FAM Trip in Graubünden.



- **■** 24. 28. 1. 2024
- Winter FAM trip focused on Davos Klosters, RhB & BEX, Poschiavo, Diavolezza, and Lower Engadin (Scuol, Zernez, Swiss National Park) with ski and non-skier program.
- 6 TO's + 1 ST













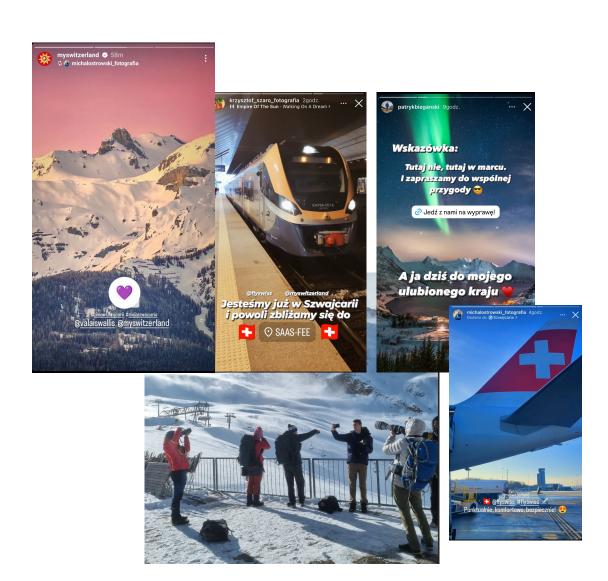
#### Future activities.

- Sum up and planning meeting with media in Warsaw, February
- RhB map, March
- Fam trip Nendaz, March
- Girls on snow, winter trip to Scuol and Davos, March
- Fam trip to Davos, March
- Online activities with National Geographic Traveler, March

## KMM: media trip, photographers and winter.



- Saas Fee, Rigi, Central Switzerland
- **21.** 28.01
- 6 photographers
- Focus on winter landscape, sunrise, sunset, winter soft activities
- Post shared on MyS Insta profile
- Activities in SoMe, stories, posts during the trip and after return
- Sponsored posts ongoing also in February

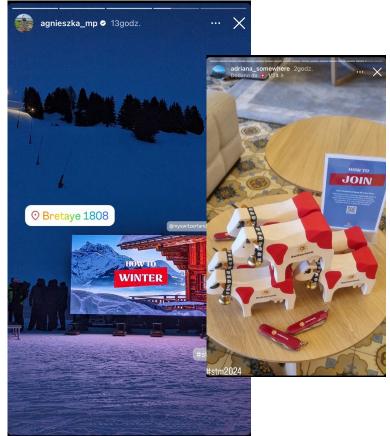


#### KAM: STM Winter edition.



- 12. 18. January
- 5 TOs from Poland
- Meetings and exchange
- Destination exploring
- SoMe activities, reach 31'200





## Campaigning & Activ.: Facebook contest.

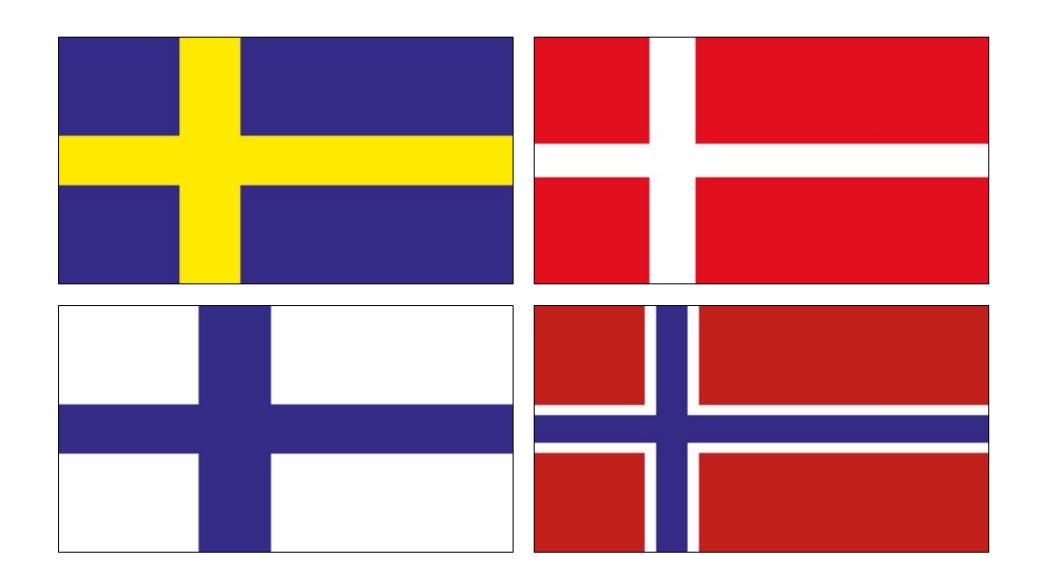


- One week activity on ST Facebook
- Posting pictures from Switzerland
- 3 ST wall calendars to win (in high demand)
- 68 comments picture posts
- Posts reach organic over 11'000



## Nordics.





## Recovery: OOH campaign Stay longer.



- Date: 8-26JAN
- OOH campaign in all public transport especially underground in and around Stockholm with sunny and light train and winter pictures. Over 4000 displays.
- Focus: Stay longer and explore more
- Contacts: 13'260'000
- Partner featured: STS, Engadin, GRF,
   Andermatt, LUV



#### Exhibition Jens Assur.



- Exhibition "Privat Natur" of Swedish star photographer and film maker
   Jens Assur in museum Liljevalchs in Stockholm
- Date: 6OCT23-7JAN24
- The Alps were exclusively represented by shots of Switzerland.
   ST coordinated some of Jens' travels.
- Visitors: 120'000



## Infl. Trip: Kajsa + William Larsson Engelberg



- Date: 12JAN-22JAN
- Activity: influencers @kajsal + @william\_larsson
- Focus: Skiing and lifestyle in Engelberg
- Partner: Engelberg

#### KPI

- Impressions: 760'000
- Posts + stories: 6 posts + 40 stories





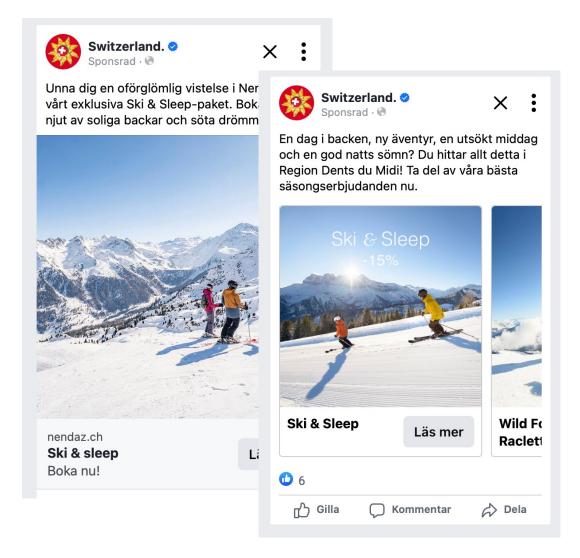
## C&A: Meta campaign

- Date: 13DEC-20JAN
- Activity: awareness campaign + traffic campaign
- Focus: Winter in Valais region
- Partner: Valais

#### **KPI**

Impressions: 1'671'314









- 9<sup>th</sup> jan in Copenhagen
- 80 buyers from Southern Sweden and Denmark
- One one meetings and networking
- New event format on the Danish market but seemed appreciated and will probably develop and get more established over the coming years.



## SCIB - Travel Match Norway.



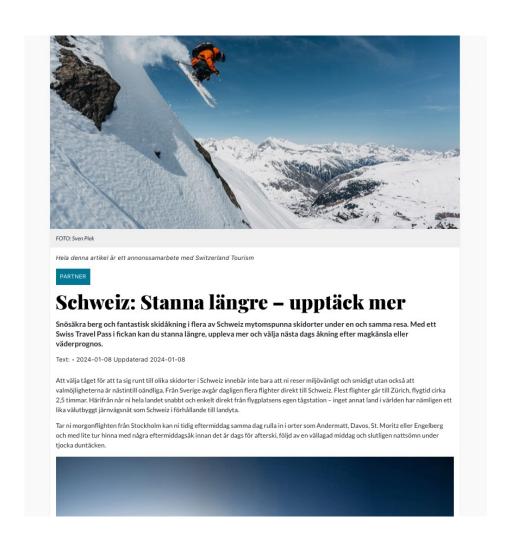
- 11<sup>th</sup> Jan in Copenhagen
- 170 buyers from Norway leisure and MICE
- One one meetings and networking
- Jungfrau Region, Jungfrau Railways and Geneva CVB participated
- Very business oriented and well prepared buyers. Good meetings with also a few requests already.



## Campaigning: Åka Skidor – Winter Campaign.



- Date: 8DEC-8JAN
- Activity: Digital Native + print advertorial
- Focus: Stay Longer Delve deeper
- Partner: Andermatt, Ticino,
   Engelberg, St. Moritz, DVS, Zermatt,
   Lucerne, Montreux, ZRH, STS.
- KPI: Contacts 140'342



## Campaigning: Vagabond – Winter Campaign.



- Date: 7DEC-7JAN
- Activity: Digital Native and print advertorial
- Focus: Stay Longer Dwelve deeper
- Partner: Andermatt, Ticino,
   Engelberg, St. Moritz, DVS,
   Zermatt, Lucerne, Montreux, ZRH,
   STS.
- Contacts: 596'000



nattsömn under tjocka duntäcken

## KAM - Inspiration Day, Världens Resor



- Stockholm, 21 January
- Världens Resor invited its customers to an inspiration day to tell more about their travels in 2024.
- Switzerland Tourism contributed to swissness by offering some Gruyère during a VIP reception.
- Attended:
  - VIP Event: 78
  - General Event: 182







## KAM - Individual Fam Trips.

Market	Company	Participant/s	Destination	Theme	Date	Pax
SE	Lime Travel	Olof Jeremias	Engadin St Moritz	Winter	11-14/01	1
SE / NO	Select Collection	Ellen Aslaksen Gunhild Kreken Hanna Swärdstedt	Engadin St Moritz	Winter	11-14/01	1
DK	Nyhavn	Per Storm	Zürich	City	12-13/1	1
DK	Nyhavn	Per Storm	Laax	Winter	13-15/1	1
DK	Nyhavn	Per Storm	Andermatt	Winter	15-17/1	1
NO	Alpene	Thomas Salvesen	Engadin St Moritz	Winter	18-21/1	1
SE	Ski Unlimited	Anna Larsson	Val d'Anniviers	Winter	18-21/1	1
NO	Alpespesialisten	Tim Molland	Schilthorn / Mürren	Winter	19-22/1	1
NO	Alpespesialisten	Tim Molland	Andermatt	Winter	22-24/1	1











- **Date:** 01January 2024
- Description: new year greetings on HH SoM accounts, with ST Daniela's greetings from Switzerland
- Results:
  - 50'000+ viewers
  - 1800+ like





## ISPO Beijing: Forum Speech



Date: January 12

 Description: Presentation on women in outdoor sports and introduction of the ST 100% women campaign.

**Topic:** 100% Women

Partner: Mammut

Results:

Ca. 50 participants



#### HCG – Gala Dinner



- Date: January 12
- Description: Networking dinner with HCG agents, national tourism boards and other representatives of the tourism industry
- Results:
  - No specific results







- Date: January 09
- Description: one hour live
   broadcasting on Beijing Joy FM
- Topic: Winter Fun in Switzerland
- Results:
  - **1**45,000
  - Partners related: STS, LAAX, DDK, Titlis, JR, Schilthorn, MRAG, Zermatt, ESTM





# KMM: Live broadcasting on Beijing Communication Radio FM103.9.

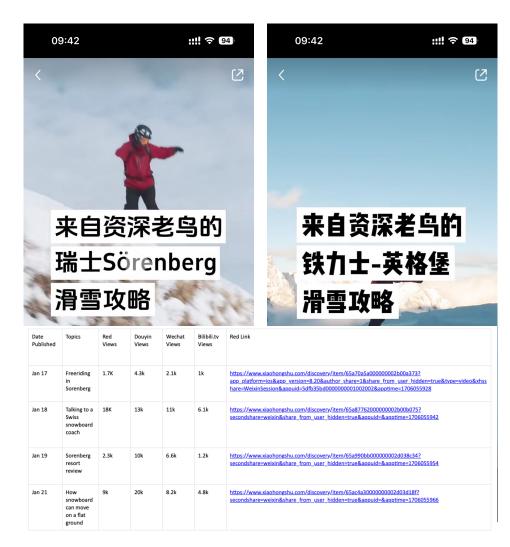
- Date: January 25
- Description: one hour live broadcasting on FM103.9
- Topic: Winter Fun in Switzerland
- Results:
  - **1**45,000
  - Partners related: STS, Zermatt, Matterhorn Region, MGB, ZBAG, GEX



## KMM: Snowboarder KOL media trip



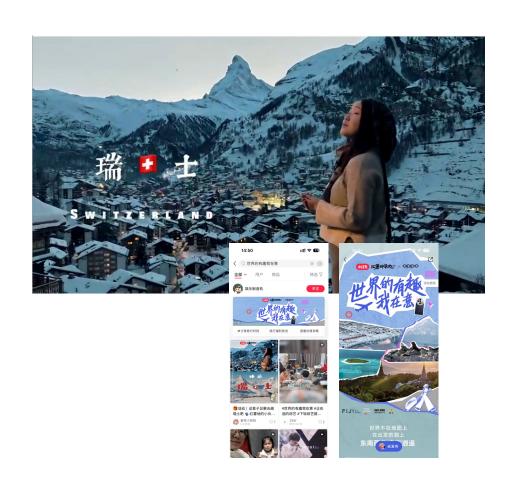
- Date: January 11-16
- Description: 2 Snowboarders ski and shooting in Central Switzerland, supported by LLR
- Topic: Ski enthusiasts in Switzerland
- Results:
  - Total Impression: 119,300



## OPPO x Redbook x ST cooperation



- Date: January 08
- Description: Media cooperation
- Topic: Grand Train Tour of Switzerland
- Results:
  - 1000 media/influencers on site
  - OPPO social media post with Switzerland on Weibo and Redbook
  - 2 KOL in Switzerland for GTTOS
  - ST sponsoring: 2 STP + content/Visual/Video footage + intelligence
  - Redbook H5 campaign





# Award: 2023 Best Marketing Team by National

### **Tourism**

Date: January 05

 Description: ST as best Marketing
 Team by National Tourism, one of the most important B2B trade media in China





# Award: Most Expected Outbound Destination 2023 by Sina weibo

- Date: January 22
- Description: Switzerland as most expected outbound destination 2023 by weibo users





# Award: ST as best destination NTO by Luxury Times magazine

Date: January 30

 Description: Switzerland Tourism was awarded as the world's best destination national tourism bureau by LuxuryTimes magazine





# Award: Switzerland as 2023 Special Destination by Voyage magazine

Date: January 31

 Description: Switzerland was awarded as 2023 Special

Destination by Voyage Magazine



## KAM: Shanghai Yuelai Culture Community Event switzerland.



Date: 16 Jan

#### Description:

 Shanghai based high-end community tour operator Yuelai Culture new year celebration event at BFC Bund. ST presentation and networkings.

#### Topics:

- Swisstainable
- Health
- STS
- Art&Culture
- Winter

#### Results:

30+ participants







# KMM: Pincheng Online Panel "Spring Festival

#### Outbound Trend"

Date: 25 Jan

 Description: Travel media Pincheng online trade salon. ST participated panel of "Spring Festival Outbound trends". PPT including winter partners and panel with new Zealand, Qatar, Poland, on Chinese New Year trends.

#### Topics:

Winter Switzerland

#### Partners:

 SWISS, STS, MRAG, DDK, JR, Schilthorn, Titlis,

#### Results:



2000+ participants



## KAM: Tennis Community product development

### **FAM** tour

- **Date:** 08 11January
- Description: Tennis community KOL Annie inspection tour in Zurich, Interlaken and Davos, visit local tennis clubs and develop 2024 tennis groups to Switzerland.
- Topics:
  - RF
- Partners:
  - SWISS, STS, Zurich, Interlaken, Davos
- Results:
  - 1 KOL



## KAM: Yiqifei Trade event in Shenzhen



• **Date:** 25 Jan

• **Description:** RE GSA in South China Yiqifei hold trade event in Shenzhen.

#### Topics:

 Winter Switzerland, Switzerland by train/GTToS

#### Partners:

STS, RE

#### Results:

50+ participants



### KAM: STM Snow Edition 2024



**■ Date:** 12 – 20 Jan

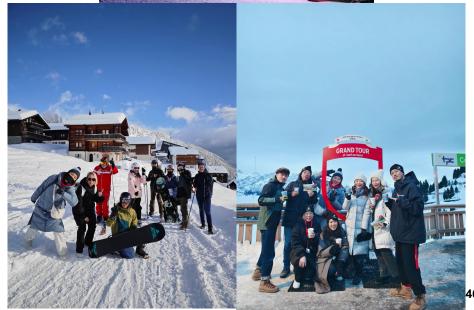
Location: Villars

• Markets: all

 Partners: Pre-Trip to Interlaken, Andermatt, Schilthorn, Crans-Montana, Saas-Fee, Zermatt **Post tour** to Matterhorn region

 Result: 5 Mainland, 1 Hongkong, 1 Taiwan, total 7 buyers participated





### KMM: ST x Harbin Viral Media Result



Date: 15<sup>th</sup> of January

 Description: The WEF interview in Davos with Martin Nydegger went 'viral' in China, becoming a top trending hot topic on Weibo. Martin welcomes Chinese guests to Switzerland and impresses the public with his Chinese.

Partner: Davos

 Result: 340 Mio Impressions on the hot topic



#### KMM: Interview with CGTN



**Date:** 31.01.2024

Markets: China

 Description: 20 minute interview talking about the destination Switzerland, its unique aspects, challenges and projects.

 Partners: STS, Zurich, Geneva, Jungfrau Region, Laax, Davos, St. Moritz, Vaud, Titlis, Schilthorn

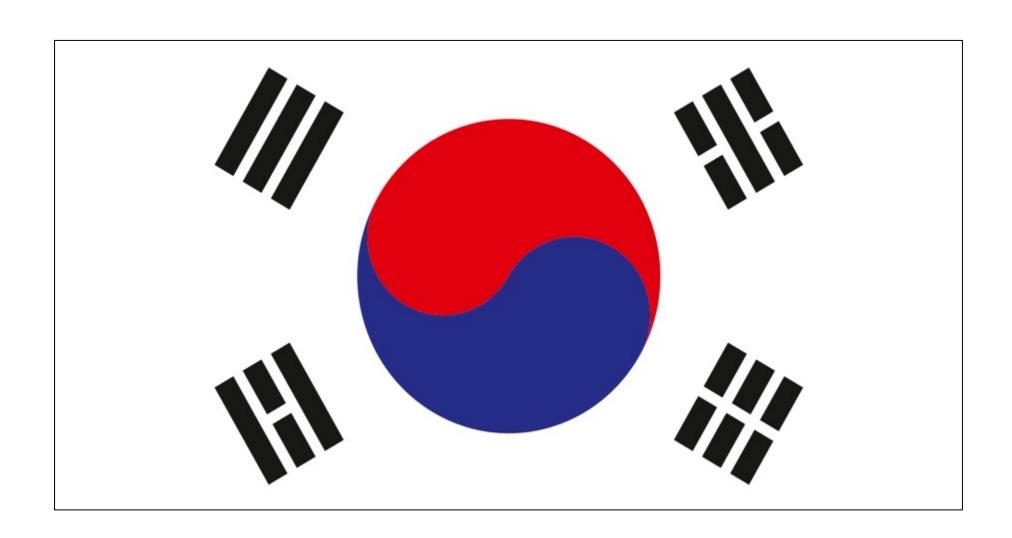
Topics: All-seaon travel, Swisstainable,
 Winter, stay longer

Result: TBD





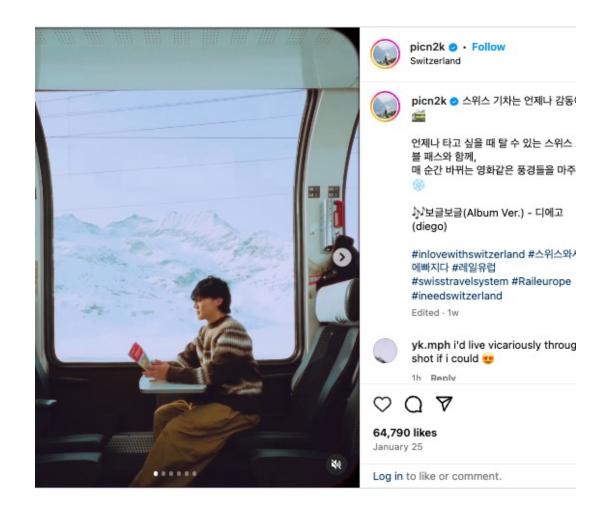




## C&A: Influencer Trip How To Winter.

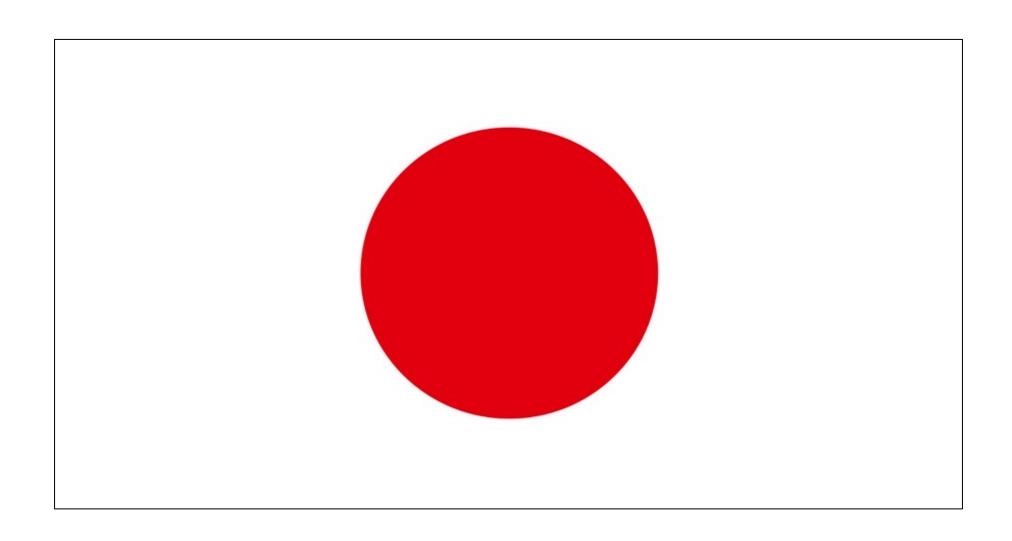


- Title: How to Winter with Travel Influencers
- Background
  - 8 Korean influencers visit to Winter destinations & products in Switzerland to generate vibrant winter travel contents
  - Collaboration with Klook Korea for the dev. of influencer contents, esp. for STP
- Period: 19 29 Jan. 2024
- Destinations : Zermatt, Leukerbad,
   Bettmeralp, Grindelwald, Interlaken, Luzern,
   GEX, BEX
- Result is in the process of collecting









## C&A: Exhibition 50<sup>th</sup> HEIDI Anime anniversary.



- Heidi Anime 50<sup>th</sup> anniversary exhibition in Osaka: 27.12.2023 – 09.01.2024
- Movies & Panels featuring: Jungfrau Region/Railways and RhB (main partners), Zurich (Spyri story)
- Visuals throughout the store (on top of exhibition space)
- Venue: Hankyu Umeda Dep. Store
- Distribution of "Heidi leaflets", 30'000 copies
- Exhibition space: 630m2
- Exhibition Visitors: 6,800
- Store Visitors: 2,380,000









## KAM – Sales Calls in Tokyo with STC.



- Sales calls with STC
- Visit of most important key accounts in Tokyo
- Getting to know key contacts, introduction of new Market Manager and current situation updates
- Date: 16 & 22 January
- Visited 15 accounts
- Participants: 36



## KMM - Magazine 'Kateigaho'.

Switzerland.

- 'Kateigaho' is a high-end monthly women's magazine.
- Circulation: 100'000 copies
- Pages: 10 pages
- Published: 1 January 2024
- Luxury winter resorts and its premium hotels in Zermatt,
   St. Moritz, Bürgenstock
   Resorts and Zurich
   recommended by KOL.















- 'Kateigaho' is a high-end monthly women's magazine.
- Circulation: 100'000 copies
- Pages: 5 pages
- Published: 1 February 2023
- Luxury Swiss mono tour ad by Kateigaho Premium Travel in Jungfrau Region, Zermatt and Lake Geneva Region on Kateigaho Magazine.







- 'Hokuu Shimpo' is a local newspaper.
- Circulation: 32'000 copies
- Pages: 1/16 page
- Issued: 18 January 2024
- Article about the life the Alps in Wengen visiting by Luzern Interlaken Express.
- As a result of Int'l media trip 'STS Swissness and History' in 2023.





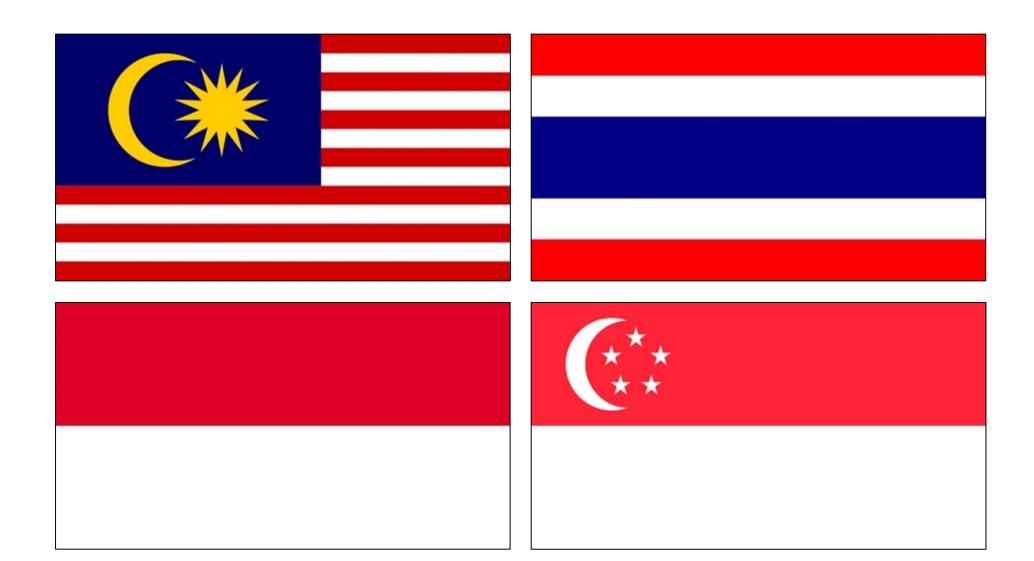


- 'Shikoku Shimbun' is a local newspaper.
- Circulation: 164'000 copies
- Pages: 1/16 page
- Issued: 24 January 2024
- Article about Glacier Garden in Lucerne and Aletsch Glacier.
- As a result of Int'l media trip 'STS Swissness and History' in 2023.









#### STS - Jan Newsletter to Trade - SEA



- 8 Jan
- Communicate New Year greetings, 2024 STP rates, Winter offerings, promote STP and GTToS.
- KPIs: Continually refresh and expand database, engagement with agents.
- Partners integration: ST/STS



The secret to getting ahead is getting you moving.

Dear travel agent partners & friends of Switzerland,

Happy New Year, or as we say in Switzerland, "Frohes Neues Jahr!" We hope this message

#### STS/SCIB - Sales visit Pacific Arena - SG



- 30 Jan
- Communicate 2024 STP rates,
   Winter offerings, promote STP and GTToS. Broad discussions on 2024 plans, market trends, priorities.
- KPIs: Networking opportunity, sales commitment and engagement, support GSA efforts.
- Partners integration: ST/STS/SCIB



## KAM SEA – Switzerland Travel Mart Winter 2024, switzerland.

- 14-18 January 2024, Villars-sur-Ollon
- 12-14 January 2024, Pre-convention tour at selected destinations
- 5 KAs from SEA:
- Vacio Fun Fun (TH)
- Mitra Kembara (MY)
- Avia Tour (ID)
- Globetrotters (PH)
- HongThai Travel (SG)



## KAM SEA – Snow – Post STMW Famtrip.



- 18-23 January 2024
- New products to be developped by Kas
- Partners: GEX, St.Moritz,
   Graubunden
- 5 KAs from SEA:
- Vacio Fun Fun (TH)
- Mitra Kembara (MY)
- Avia Tour (ID)
- Globetrotters (PH)
- HongThai Travel (SG)



### KMM Snow – The Bucket List TV – Thailand.



- 22 January 3 February 2024
- 10 TV Episodes x 30 mins each
- Reach min 3M per episode
- Eyeballs 300K per episode
- Partners integration:
   LX, STS, ZRH, Lucerne (Pilatus, Stoos, SGV), Zermatt, GEX, MRAG, Schilthorn



# Switzerland.

## SCIB SEA Carried Out Business Meetings.

- Market: Indonesia, Malaysia, Corporate : Incentives
- Period: January 2024
- Carried out in CH: 04 incentives
- Grand Total Overnights: 1,808
- Grand Total Turnover: CHF 602,064
- Destination: Zürich, Interlaken, Geneva,
   Lausanne, Montreux, Zermatt, Lugano



### PHILIPPINES: KMM— CNN's The Final Pitch

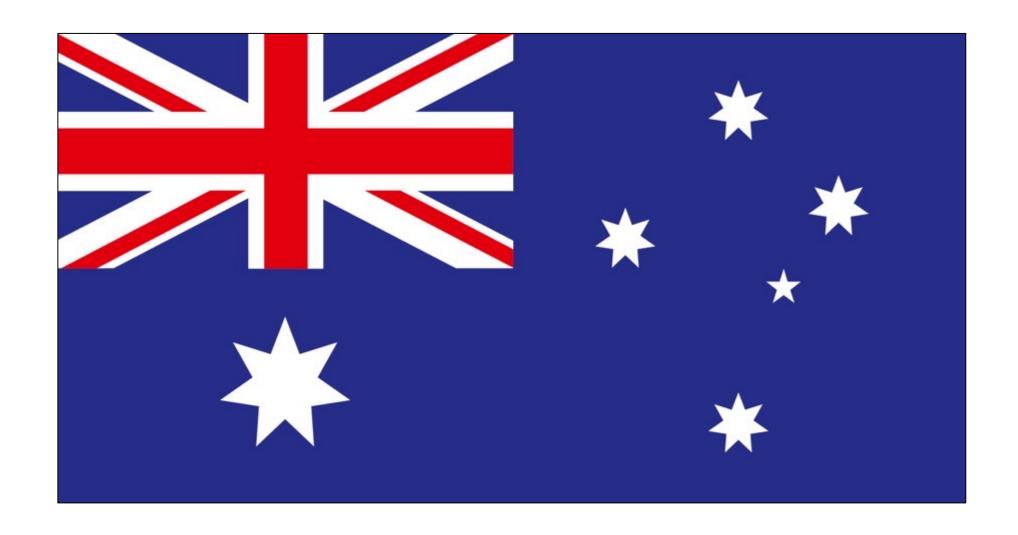


- **•** 21-28 January 2024
- Zurich, Basel, Geneva



## Australia.





## STM participants at Travel Daily.



- Travel Daily is one of the leading B2B media in Australia, sending out daily mail with relevant content about the travel industry.
- Our four Aussies were featured with a little creative licence over the Matterhorn.

Timing: 22 January 2024

Circulation: 35'000



Monday 22nd Jan 2024

#### Mind over Matterhorn at STM



SWITZERLAND Travel Mart 2024 Winter Edition - the leading trade fair for the country's entire tourism offering - took place last week at Villars-sur-Ollon in the Swiss Vaud Alps.

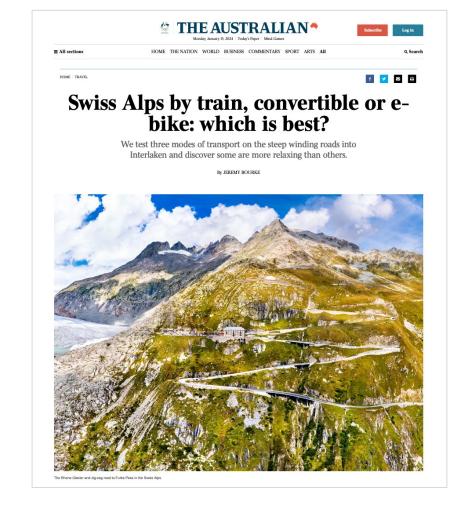
Courtesy of Switzerland Tourism, the Australian delegation enjoyed amazing winter sports and worldleading Swiss hospitality during pre-famils in iconic ski village destinations including CransMontana, Gstaad and Interlaken. Travel across the country was exclusively via rail using The Swiss Travel Pass - the easiest and best value way to explore the country by train, bus and boat. BP

Pictured above with the fabled Matterhorn in the background is Ben Ellison, Sno'n'Ski; Casandra Foister, Skimax; Kevin Looney, Infinity Holidays and Jonathan Hume, International Rail.

# Top Coverage at The Australian newspaper.



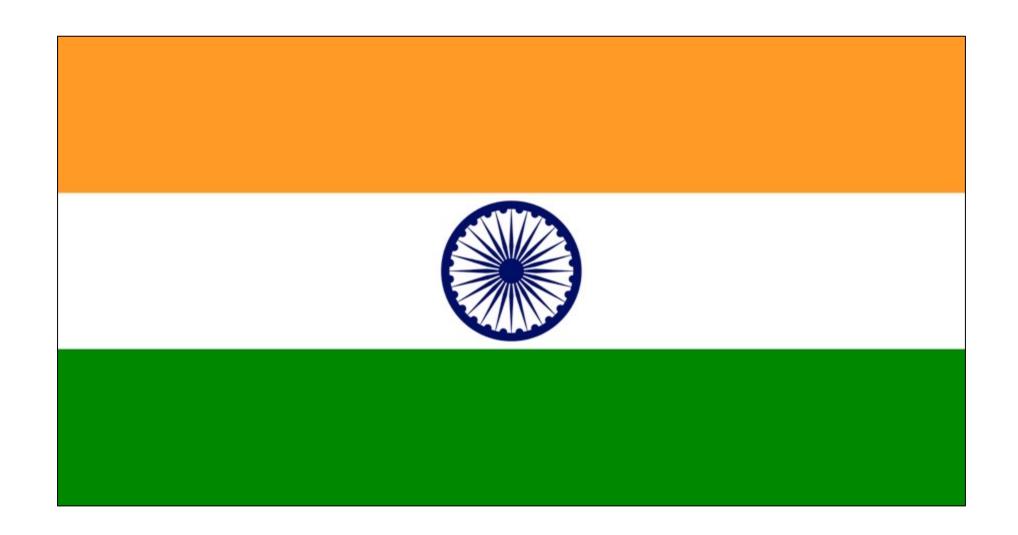
- Interlaken and the Furkapass have been featured in the printed + online Weekend editions of one of the most important newspapers in the market.
- One page in print reaching 400'000 readers
- Full article in digital reaching 1.5 million readers



Timing: 13 January 2024 Media contacts: 1.9 readers









# KAM: Switzerland Travel Mart (STM) – Winter Edition 2024.

- 12<sup>th</sup> 18<sup>th</sup> Jan 2024
  - Pre-tours (12<sup>th</sup> 14<sup>th</sup> Jan)
- Key winter sellers got an opportunity to meet / network with 120+ Swiss winter suppliers, as well as experience Switzerland and its winter offerings
- Invitees from India: Explorience (TA),
   PickYourTrail (OTA), Thrillophilia (OTA),
   Beyond Ordinary (TA) & Original Senses (TA)





# KAM: Training for Zenith Holidays leisure sales team.

- 31st Jan 2024
- Zenith Holidays restarting leisure sales and wanted a training for their team across India
- Conducted a virtual training and highlighted Switzerland and its various touristic offerings
- Interactive Q&A Session in the end
- Total No. of attendees: 33







# PR Event: Tennis Legend Roger Federer meets Indian Olympic Gold Medalist Neeraj Chopra.

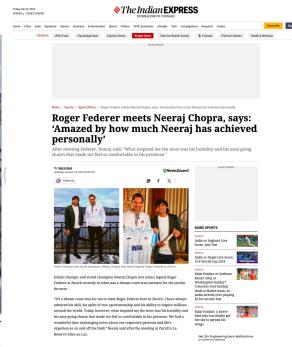
- A rare convergence of two distinguished athletes capturing national attention in India. The idea to execute this before the Paris Olympics aimed to capitalize on the heightened Olympic sentiments this year. Neeraj Chopra, celebrated as the Golden Boy, is particularly emotionally resonant in connection to this year's Olympics.
- Media Impact: Strong resonance in the Indian market following our press release with the very positive image that Neeraj and Roger have in India. Biggest media houses and channels covered the meet, in both print and online versions Total Contacts (600M+)
- Total Top Contacts: 572M

#### Champions' corner



Switzerland Tourism got Roger Federer and Neeraj Chopra together at Zurich's La Reserve Eden au Lac for a casual conversation. "I am amazed by how much Neeraj has achieved and for his country through his grit and determination," said Federer.

Hindustan Times
Mumbai Ed. 18'75'000

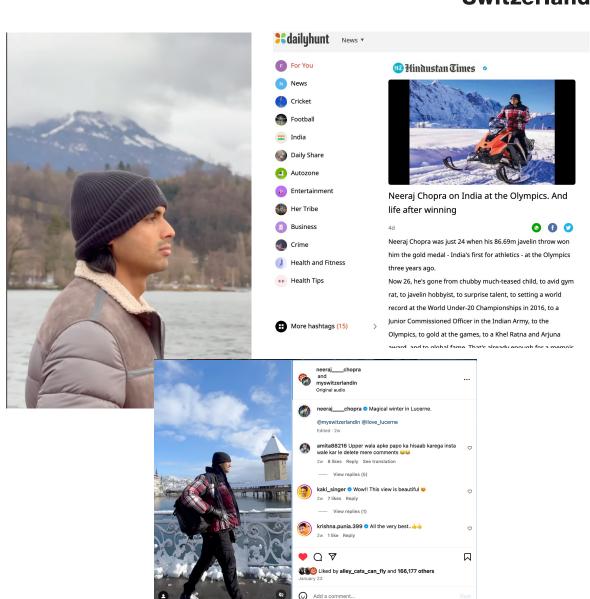


Indian Express – 24'675'000

### Neeraj Chopra winter campaign shoot.



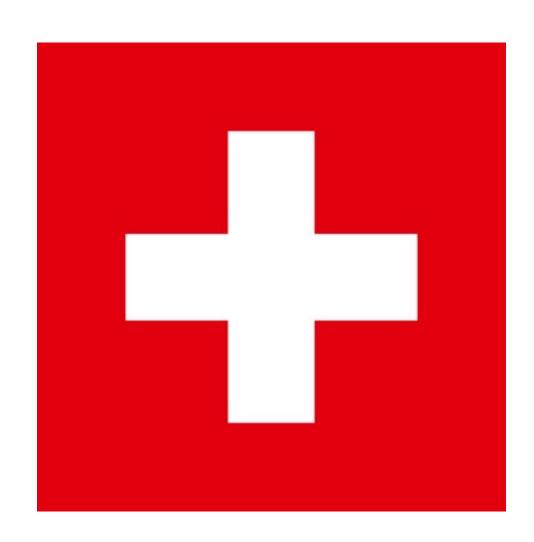
- As part of our ongoing association with Switzerland Tourism India's 'Friendship Ambassador' and Olympic Gold Medalist- Neeraj Chopra, we partnered with Lucerne, Titlis Engelberg, Interlaken & Jungfrau Railways in January, to launch a destination specific campaign to showcase winter experiences beyond what the destination is known for.
- The campaign is currently being launched through social media, which includes Instagram collaborations with Neeraj Chopra and ST India, and will be further integrated into sustenance media activities and digital campaigns.
- Organic coverage from Neeraj's social media content as well as press notes and quotes about the destinations is ongoing.
- Top Media Contacts: 404'840'406 (Ongoing)
- Social Media Reach, Views, etc.: 6M+ (Ongoing)



### Markets West.







### Coop Winter Promo.

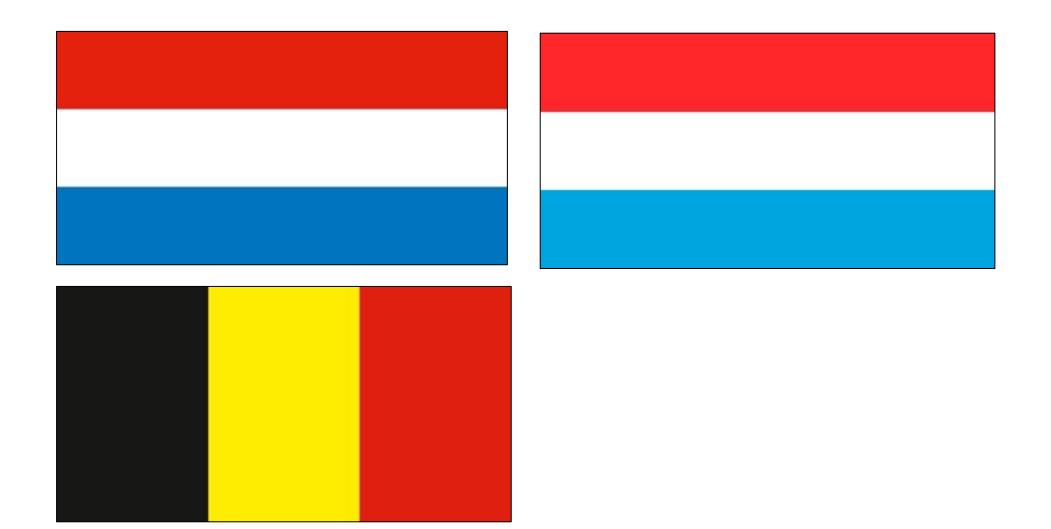


- Publication: KW 2, 2024
- Circulation: 2.5 Mio. / Readership:
  3.4Mio.
- German / French / Italian
- 4 pages inspirational content, button on front page
- 48 Hotel offers in 3 price categories
- Integration of SBB Luggage special









### C&A. Luxemburger Tageblatt – Le Quotidien.



- Key partner activity in Luxembourg in winter 2023 / 2024 for Made in Bern.
- Collaboration with Luxemburgs largest media house and their titles in french and german.
- 2 pages publireportage in the print editions of october in Le Quotidien (32'000 readers) and Tageblatt (44'000 readers).
- Online Articles: 6658 sessions on Lequotidien.lu and Tageblatt.lu.











- Key partner activity in the Netherlands in winter 2023 / 2024 for Valais Promotion.
- Content created on a trip by Hans Avontuur,
   National Geographic photograph.
- 3 online longreads articles in Dutch and English with a total number of sessions 160'911 sessions.
- Average reading time: 5 min 30
- Newsletters sent: 72'222
- Articles were promoted on Facebook and Instagram with a total of 398'853 impressions



















- Distribution of ST and Key Partner content in winter 2023-2024 in Belgium and the Netherlands.
- Collaboration with SnowPlaza, the biggest ski holiday digital plateform in the Benelux.
- 4 webblogs, total reads of 7439
- Average reading time: 2 min
- Newsletters sent: 350'000 2101 clicks
- Native ad impressions: 589'332 6745 clicks



### KMM. Winter group trips.



- 4 group trips
- **24.01 27.01 29.01 -01.02**
- Ski & non-ski
- Interlaken/Thun and Wallis (Saas-Fee & Aletsch Arena)
- 22 journalist and bloggers from the Netherlands and Belgium







- 4 group trips
- **24.01 27.01 29.01 -01.02**
- Ski & non-ski
- Interlaken & Thun and Wallis, Saas-Fee & Aletsch Arena.
- 22 journalist and bloggers from the Netherlands and Belgium.







### KAM. Vakantiebeurs – vakdag.



- 10.01.2024 Trade day at the vakantiebeurs in Utrecht.
- Switzerland Tourism standwith participation partners:
- RhB & MGB
- Swiss Travel System
- Connect and re-connect with Train
   Tour operators and Travel Agents
- Visit of the Swiss Ambassador Mrs
   Cicéron Bühler



### Meetings: Geneva association event.



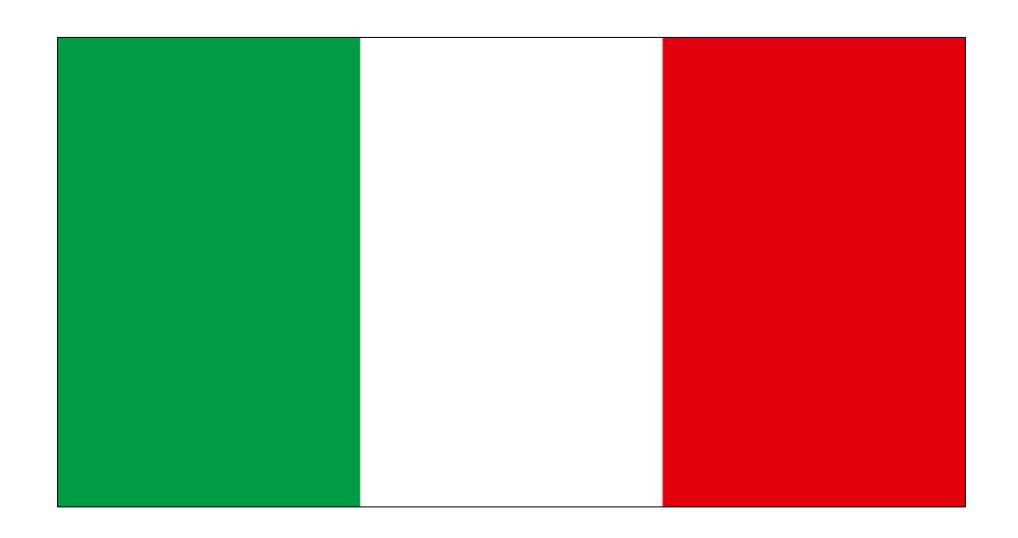
- Brussels 30.01.2024
- Association event at the residence of Swiss Ambassador
- Theme: Legacy through Swisstainable
   Events A Geneva case-study
- Key-note: Sonia Roschnik, executive director international Hospital Federation's Geneva Sustainability Centre
- 18 participants













### Campaigning & Activation: Social Ads for LiLu

Festival Lucerne.

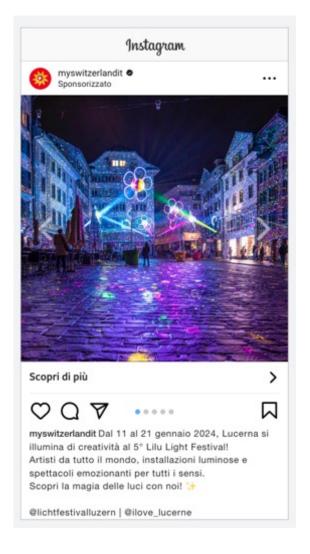
Period: 26.12.2023 - 06.01.2024

 What: Sponsored post on Instagram to promote LiLu Festival in Lucerne

Impressions: 83'952

Web sessions: 486

Partners: Lucerne





## Campaigning & Activation: New Year's trip to Zermatt with Michelle Hunziker & Ilary Blasi.

- Period: 30.12.2024 06.01.2024
- What: Support and organization of the Michelle Hunziker & Ilary Blasi trip to Zermatt over New Year holidays
  - 1 post and 8 stories on @therealhunzigram
     (5.8 Mio followers): 9.746.455 impressions
  - 1 IG posts and 9 stories on @ilaryblasi (2.3 Mio followers): 3.552.035 impressions
  - 21 media articles, 1'652'842 media contacts
- Partners:, Zermatt Bergbahnen,
   Zermatt T., Hotel Cervo, SWISS





### Campaigning & Activation: OOH Christmas Campaign at Swiss Corner.

- Period: 01.-08.01.2024
- What: OOH campaign at Swiss Corner, Milano, to promote Christmas and Eurocity trains
- 9 lightboxes and 1 ledwall, Swiss
   Cities visuals with Michelle Hunziker
- Impressions: 250'000
- Partners: Basel, Baden, Bern, Lucerne, STS, Zurich





- Date: 06.-07.01.2024
- What: Media and production trip with ST Italy Ambassador Yann Sommer to Interlaken and Jungfrau region.
  - Program: Overnight at Victoria Jungfrau Interlaken, visit of the Jungfraujoch, winter kajak on Lake Brienz.
  - Exclusive interviews with GQ Italia (2 online articles) and Schweizer Illustrierte (online article, social media post, 6-page article + cover in the print magazine)





### Campaigning & Activation: Media and production switzerland. trip with ST Ambassador Yann Sommer.

- Photo- and videoshooting for social media (1 IG Reel in collab with @myswitzerlandIT and stories on @yannsommer, posts and stories by ST and partners)
- Ad-hoc <u>landing page</u> on MyS with video, pictures, storytelling and partner content
- Impressions:

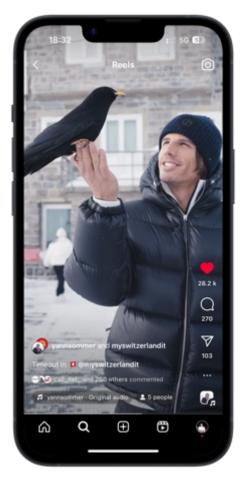
• Reel: 449'995

Stories: 413'702

Partners: Interlaken, Jungfrau

Railways, STS







## Campaigning & Activation: E-Newsletter January.

Date: 08.01.2024

What: ST E-Newsletter January – <u>Link</u>

Market inputs:

LiLu Light Festival Lucerne

Sustainable winter experiences

Contacts: 16'163

Open rate: 45.66%

Click rate: 8.92%

Partner: Lucerne



#### Festival delle luci di Lucerna

Lucerna si trasforma in un incantevole spettacolo di luci con il 5° Lilu Light Festival! Artisti da tutto il mondo illuminano la città con installazioni straordinarie. Scopri l'arte luminosa in una passeggiata magica e lasciati stupire da uno spettacolo indimenticabile.

Scopri di più



#### Esperienze invernali sostenibili

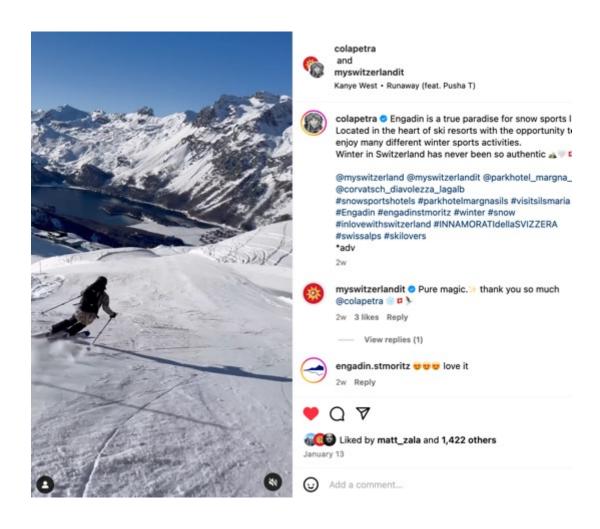
Scopri questa selezione di esperienze invernali uniche. Ti mostriamo come, dove e con quali attività potrai vivere l'inverno in Svizzera in modo più consapevole e con una minore impronta ecologica.

Maggiori informazioni



### Campaigning & Activation: Influencer trip Snow Sports Hotels.

- Period: 10.-12.01.2024
- What: Influencer Trip with Petra Cola (169'000 followers) to promote
   Snow Sports Hotels, in particular
   Parkhotel Margna in Sils
- Content: 2 IG posts, 1 reel (in collab with @myswitzerlandit), 20 stories
- Impressions: 406'023
- Partners: HoKo, Engadin

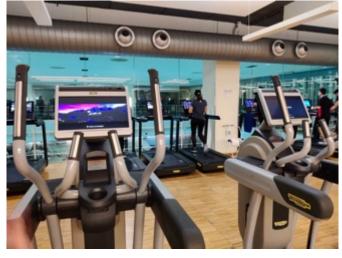




## Campaigning & Activation: OOH Campaign at Virgin Active Fitness Clubs – 1st wave.

- Period: 15.-28.01.2024
- What: OOH campaign in 40 Virgin
   Active Premium Gym Clubs from
   Northern to Central Italy to promote
   Winter Holidays in St. Moritz and
   Grace Hotel.
  - Video on cardio fitness machines, maxi screens and totems
- Contacts: 470'476
- Video views: 12'000
- Partners: St. Moritz, Grace Hotel



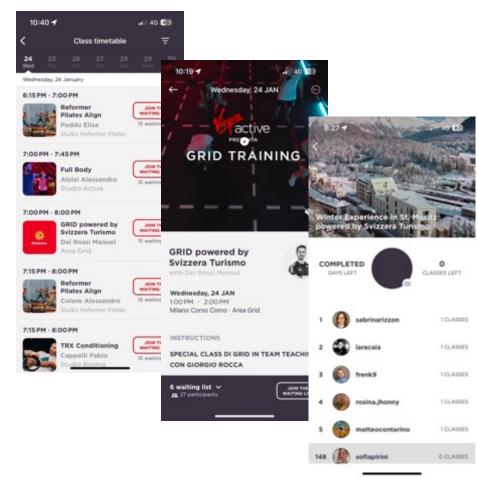






# Campaigning & Activation: OOH Campaign at Virgin Active Fitness Clubs – Challenge.

- Period: 15.-28.01.2024
- What: Promotional challenge across 16 Virgin Active Premium Gym Clubs in Northern Italy to promote Winter Holidays in St. Moritz and Grace Hotel.
  - In-app visibility, Grid training powered by ST with Giorgio Rocca in 3 selected clubs
- Participants: 1'923
- Partners: St. Moritz, Grace Hotel





# Campaigning & Activation: OOH Campaign at Virgin Active Fitness Clubs – DEM.

- Date: 15.01.2024

 What: Newsletter to launch the challenge across 16 Virgin Active Premium Gym Clubs in Northern Italy, to promote Winter Holidays in St. Moritz and Grace Hotel.

Contacts: 7'463

Open rate: 65.89%

Partners: St. Moritz, Grace Hotel





Ciao \${Recipient.contact.firstname[0]!""},

siamo pronti a portare il tuo allenamento a un nuovo livello e farti così conquistare una grande opportunità!

GRID powered by Svizzera Turismo è la nuova challenge che farà sognare tutti gli appassionati di sci.



### Campaigning & Activation: Promotion of LiLu Festival Lucerne.

- Date: 27.-31.01.2024
- What: DEM and 2 newsletter contributions to promote LiLu Festival in Lucerne on web magazine Uomini e Donne della Comunicazione
- Contacts:
  - DEM & newsletter: 303'091 impressions, 20'823 clicks
  - Website: 368'422 impressions
- Partner: Lucerne





Carnevale di Lucerna: una festa per gli occhi e per la mente, uno spettacolo culturale indimenticabile

### KAM: Fam Trip to Bern Region.



- Period: 08.-11.01.2024
- What: Fam Trip with the national board of Fiavet (Italian Federation of Travel and Tourism Companies) to explore the Trenino Verde delle Alpi, Bern city and region.
- Participants: 9 travel agents
- Partners: Bern, BLS



#### KAM: STM Winter in Villars.



- Period: 12.-18.01.2024
- What: Participation at Switzerland Travel Mart Winter Edition in Villars with two Italian tour operators
- Participants: Adrastea Viaggi, TUI







- Date: 29.01.2024

 What: E-Newsletter sent to trade database with focus on BIT (International Tourism Fair in Milano) and new openings – <u>Link</u>

Contacts: 1'658

Open rate: 22.8%

Partners: Made in Bern, RhB,
 Valais, Ticino



#### Carissimi,

la Svizzera torna a Milano alla BIT 2024 con uno stand presso l'Adutei Village.

Vi aspettiamo insieme a **Swiss Travel System** al **Pad.4 - Stand D35** per presentarvi le novità della stagione.

Inoltre saremo presenti al TOVE con una colazione svizzera e alla cena con Swiss Travel System e Ferrovia Retica, presso l'Hotel Melià il 5 Febbraio.

Buona lettura!

Un caro saluto e a presto

Laura Zancolò





- Date: 08.-13.01.2024
- What: Expedition to Zermatt and Saas Fee for the production of a television <u>episode</u> showcasing winter sports in the Valais region.
- Participants: 2 TV crew members
- Partner: Valais





### KMM: Individual media trip Bernina Express.

- Period: 13.-14.01.2024
- What: Journey with the Bernina Express from Tirano, including an excursion to Diavolezza and an overnight stay at Hotel Albrici in Poschiavo.
- Participants: 2 journalists
- Partner: RhB





### KMM: Individual media trip Crans Montana.

- Period: 15.-19.01.2024
- What: Individual media trip to Crans Montana for a feature report for DOVE magazine.
- Participants: 2 journalists
- Partner: STS



#### KMM: Media newsletter.



Date: 25.01.2024

What: E-Newsletter to media database

 Focus on Carnival, Beer in museum Bern, Labyrinth in Interlaken and video Yann Sommer in Interlaken/Jungfrau Region

Contacts: 1'658

Open rate: 38.3%

Click rate: 5.9%

Partners: Basel, Bern, Interlaken,
 Jungfrau Railways, Lucerna, STS, Ticino



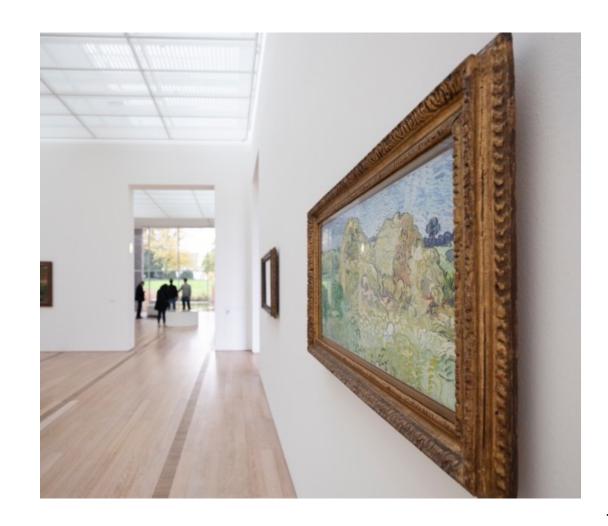
#### Carnevali, curiosità e timeout con Yann Sommer

Lasciarsi andare prima della Quaresima, esagerare e ricercare il piacere dei sensi assumendo un'altra identità con l'aiuto di maschere e travestimenti: è questo il filo conduttore del Carnevale in tutta la Svizzera. Per il resto, i festeggiamenti e i riti (più di 100) sono molto eterogenei e riflettono la diversità e la multiculturalità che caratterizza la Confederazione. La tradizione religiosa si mescola agli antichi riti pagani che scandivano il succedersi delle stagioni. In alcuni Cantoni il Carnevale si basa principalmente sull'usanza pre-cristiana di scacciare l'inverno e gli spiriti cattivi per accogliere, invece, la rinascita della primavera. L'organizzazione è affidata alle corporazioni e ai comitati di cittadini che con passione e dedizione preparano uno spettacolo capace di coinvolgere e divertire i numerosi visitatori.

### KMM: Group media trip Basel.



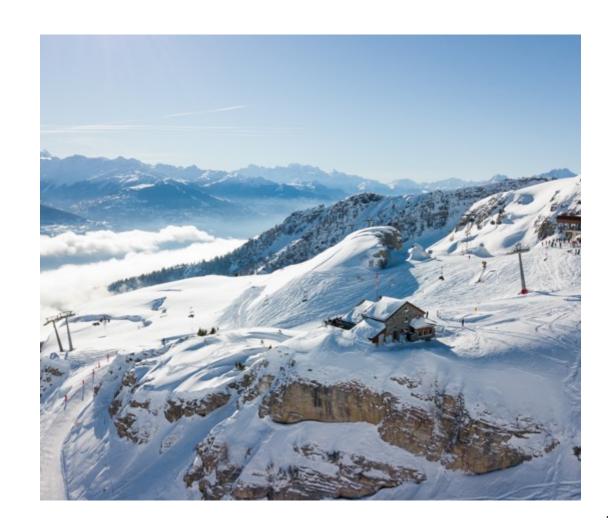
- Period: 25.-26.01.2024
- What: Group media trip to Basel and the Jeff Wall exhibition at the Fondation Beyeler.
  - Trip organized by Fondation Beyeler
  - ST only provided the transport tickets
- Participants: 7 journalists
- Partners: STS, Trenitalia





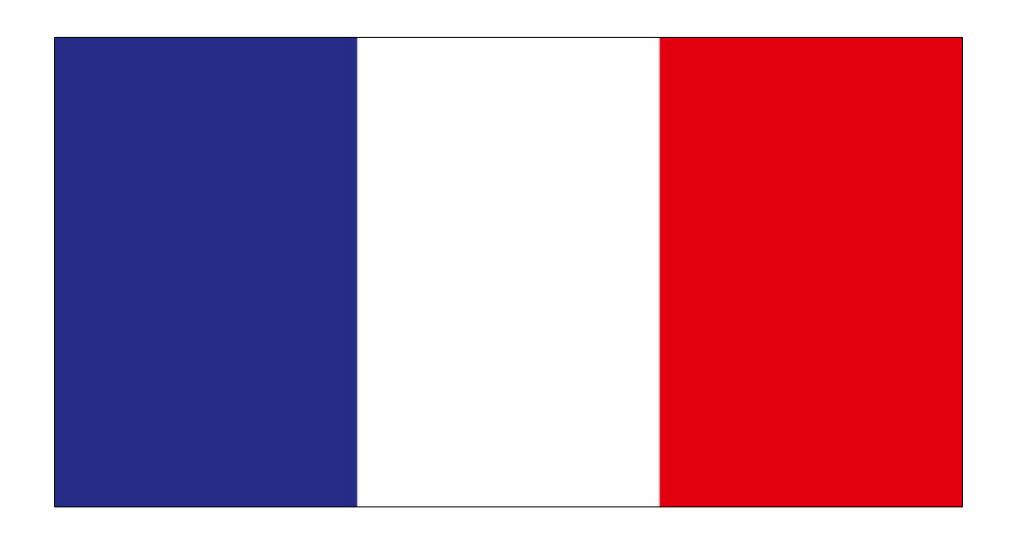
### KMM: Group media trip Crans Montana.

- Period: 26.-28.01.2024
- What: Group media trip to Crans Montana with overnight at Six Senses Hotel.
  - Trip organized by Crans Montana
  - ST only provided the transport tickets
- Participants: 6 journalists
- Partners: STS, Trenitalia













#### **Influencer Campaign**

Goal : To promote SnowSportsHotel

**Date**: 8-10.01.24

Location : Zermatt

Influencer : @samfaitvoyager

Content:

1 Blog Article

2 Reel

**Instagram Story** 

5 photos

**KPI**: 492'000 Impressions







#### Influencer Campaign

 Goal : To promote Nendaz and Winter in the Alps

Date: 03-07.01.24

• Influencer : @noscoeursvoyageurs

Content:

1 Blog Article

1 Reel

3 Post

**Instagram Story** 

5 photos

• **KPI** : 44'000 followers







 A mix B2B event to launch the Olympic year with Vaud Promotion, Lausanne Tourism, Montreux Riviera, Olympic Museum

**Date**: 30.01.24

Location : SPOT24

 Objective: Presentation of Canton de Vaud and partners with a special focus on the Olympic theme, sports and the diversity of the region

KPIs: 14 SCIB, 18 Journalist and 7 KAM





### SCIB – FAM trip to Villars-Diablerets.



Target: 6 agencies from Paris, Lyon

region

Dates: 26th to 28th of January

Feedback:

- Loved both ski resorts especially for their accessibility
- Both have a different offers which allow them to host various type & size of events
- Diverse hotel offer
- Great welcoming from suppliers





### KAM: Travel fair Fitour in Brive-la-Gaillarde.

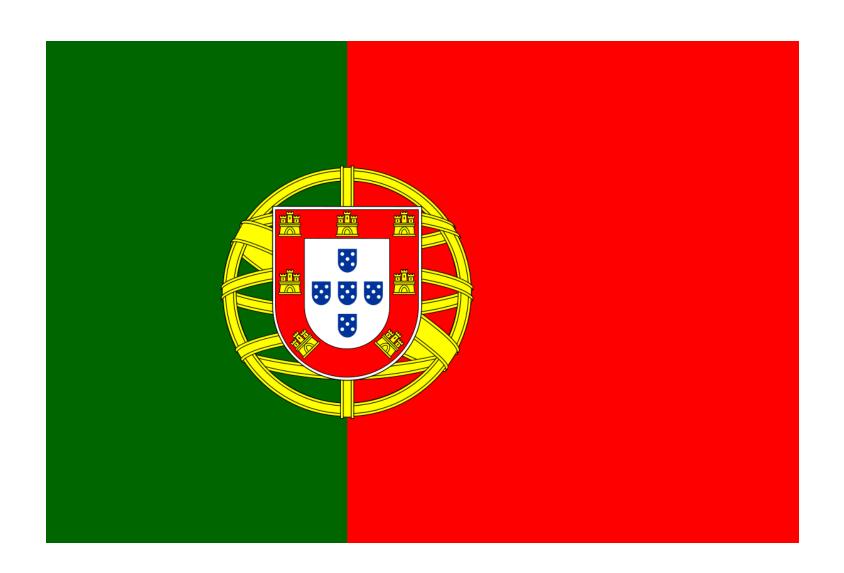


- Travel fair organized by Fitour, a travel agency network in Central and Southwestern France
- Date /location: 26th / 27th January in Brive-la-Gaillarde in Nouvelle-Aquitaine
- Objective:
  - Promoting the Fitour trip package in Switzerland (focus on panoramic trains - dates in June and October).
  - Promoting the Swiss Trains through 2 conferences
- KPI and results: June trip fully booked / October soon full.







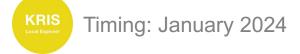


## KAM: STM Winter with TO Sporski.



- Sporski, Portugal's leading tour operator specializing in snow and winter products, made its first appearance at the STM Winter Edition, alongside the first-time participation of a buyer from Portugal.
- Our buyer also participated in the Pre-Tour in Zermatt and shared an excellent feedback on the event's significance for making new contacts and collaborations, as well as discovering winter in Switzerland.

"The contacts I made with the suppliers were excellent and I even met some Portuguese people there who gave me good tips."













### KMM: Top Coverage @ Solo Nieve.



- Launch of the new snow and ski magazine
   «Solo Nieve» with a new design and layout
   style making it much more attractive
- Cover dedicated to Switzerland and and opening report on the Jungfrau Region 5 pages long
- In addition to its print edition, the magazine's content is also published in the digital version of «Mundo Deportivo», one of the most popular sports newspapers in Spain







## KMM: How to Winter @ Diario Sport.



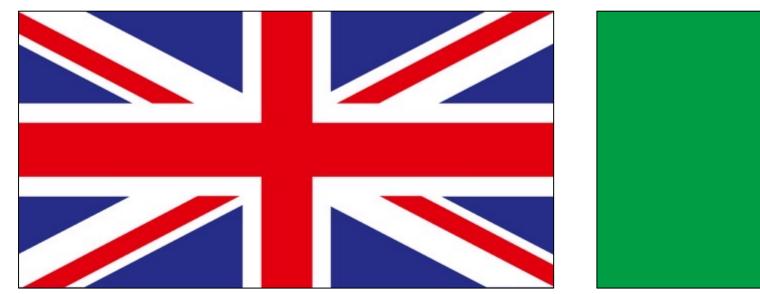
 Top Coverage with the «How to winter & Marco Odermatt» campaign in the sport newspaper «Diario Sport» published both in print and digital format





### UK/Ireland.







# Condé Nast Traveller on Jungfrau Region



- 'Why Jungfrau is the European skiing hotspot to visit in 2024'
- 12-page article in print, digital and social, stunning photography
- 'In Switzerland's Jungfrau region, the quiet elegance of the Belle Epoque lives on.'
- One of many top results of UK media team, also major articles from Financial Times, Telegraph, National Geographic etc.



## Always-On Telegraph Promotion.



- Awareness promotion to showcase Gstaad as a multi-generation winter wonderland destination for UK guests (<u>link</u> to article)
- Media trip before Christmas 2023
- Distributed during Boxing Day & beginning of January
- Achieved 14'978 unique views (+250% overperformed) & 21'858 total page views with dwell time of 01:54 (compared to 01:30 average)
- Learning: Timing & the right talent delivers great results in this always-on promotion. Many more talent trips to follow in 2024 in collaboration with participating regions & destination

#### Gstaad ski resort: Jodie Kidd's Swiss family holiday

The model and all-round adventurer returns to the slopes in Switzerland for a memorymaking multi-generational ski trip

#### Jodie Kidd

17 January 2024 • 11:17am





On top of the world: Jodie Kidd and her family enjoy an unforgettable skiing holiday in Gstaad | CREDIT: Jenny Milow

### 'Sidetracked' x Bernese Oberland - Winter.



- Content collab Bernese Oberland
  - Interlaken & Jungfrau Region
- Focus topics integrated:
  - Alpine skiing, winter kayaking, ski touring with mountain guide, winter paragliding, snowshoeing, Hot Tug on Lake Brienz
- Content Mix:
  - Video (film & social teasers), digital, paid & organic social, e-comms
- Content plan:
  - Feature story & destination guide
  - Film per partner + social teasers & edits
  - Organic & paid media + e-newsletter
- Live: October Feb (2024)



# Switzerland.

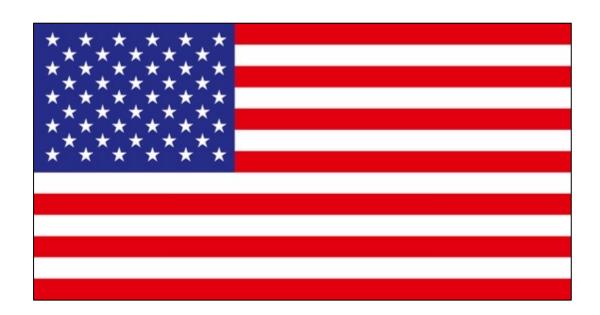
# Skate at Somerset House with Switzerland Tourism.

- Audience from mid-November to mid-January: 500'000
- Numerous ST events at Chalet Suisse with KAM, KMM & SCIB
- VIP Opening 14 November
  - 500+ guests total, incl. ST: 150 guests
  - Joined by Swiss Ambassador & Brigitta Gadient
  - Goody bags distributed Swiss give-aways incl.
  - Swiss ice-skaters centre-piece entertainment
- Partner sponsored skating sessions:
  - 19 Nov (LU), 26 Nov (BE), 3 Dec (VS)
- Skate Highlights Video <u>here</u> (private you tube-link)











### SCIB NA: PCMA CL, San Diego.



- Professional Convention Management
   Association, Convening Leaders Conference
- 10 14 January 2024
- 4,200 in person & 800 online attendees
- Partners: Basel, Geneva & Lausanne
- Hot Topics: Sustainability, AI, Trends
- The speakers summary generated by SPARK, an Al generative Al tool
- Key speakers: President Bill Clinton & Secretary of State Hillary Clinton
- Collaboration between PCMA and SCIB for PCMA CL 2025 in Houston was discussed
- SCIB introduced partners to key planners





#### SCIB NA: Confirmed RFP.



- Source: IMEX America 2023, Las Vegas
- Agency: Global Image
- Client: Chevron
- Event: Top Achievers Achievers
- Bucher Travel: Fairmont Le Montreux Palace
- 1. 6. April 2024
- 25 pax
- Turnover \$41,625

 Intro to destination by SCIB and subsequently to partners, several calls and emails later....it's a win!







### Promotion – Outlook 2024 1/2.

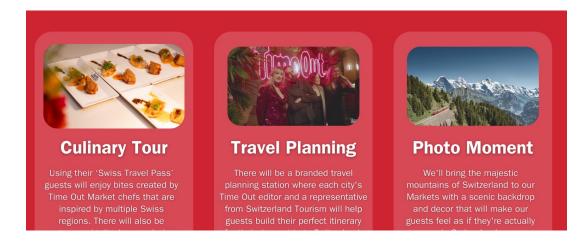


#### Timeout Campaign

- Branded ST x Time Out event in NYC, Montreal April/May
- Editorial articles
- Digital paid campaign

#### Amazon Canada Campaign

- Prime Video Ads (Product launched on February fifth in Canada)
- Amazon owned & operated display ads





### Promotion – Outlook 2024 2/2.

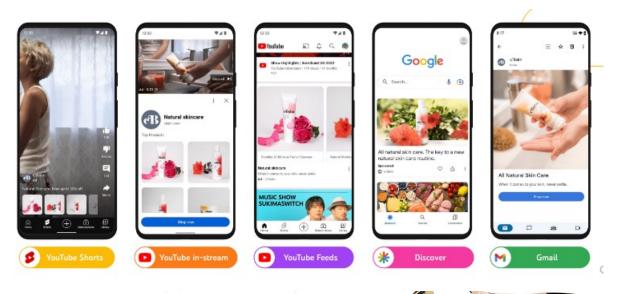


### Digital Campaign

- Google
  - SEA
  - Demand Gen (Test campaign)
- Flighaware Newsletter / Display Ads

#### Bryant Park Winter Village

- Renting a chalet-style booth featuring renowned Swiss brands such as Lindt, Victorinox, Le Gruyère, Kambly, Read-on at the Bryant Park Winter Village
- Pitch send in January tbd





### Meet the Press 2024 – Mediatour.



- Dates: January 22 25
- Parters: Schilthorn & Liechtenstein
- Denver, Austin, and New York
- Partner presentations,
   Apéro riche and networking
- Participants: 61
- Followed by IMM International Media Marketplace NYC
- One2One Meetings: 86













- The New York Times Online
- Journalist: Elaine Glusac
- Date: December 6
- Title: Teetering Between Joy and Terror: Extreme Sledding in the Swiss Alps
- Circulation: 586K
- Featured partners: Grindelwald, Valais, Interlaken, Jungfrau region, Hotel Cooperation, Gastronomy







- The Hollywood Reporter Online
- Journalist: Elycia Rubin
- Date: December 16
- Title: What's New on the Slopes: This Winter's Best Luxury Hotels in Hollywood-Loved Ski Spots
- Circulation: 75K
- Featured partners: Zermatt,
   Matterhorn Bergbahnen, St.Moritz,
   Luxury Hotels



#### Japan, Switzerland, Italy and Norway

If you're yearning for a more far-flung ski adventure, Japan, Switzerland, Norway and Italy are a big draw.

"Many of our clients are traveling much further distances for ski season this year," says Tom Marchant of Black Tomato, a bespoke travel company. "Japan is very popular," he adds. Biggs Bradley agrees. "We're seeing lots of interest in Niseko, located on the northernmost island of Hokkaido, Japan. They're known for epic powder, they're on the Ikon Pass, and Aman announced it's opening there in a few years." Geller is also seeing an uptick in Niseko bookings. "You get tremendous value compared to skiing at premiere resorts in the states when you factor in



- NUVO Online
- Journalist: Lucas Aykroyd
- Date: December 21
- Title: Basel's Art and Architecture by Bik and on Foot
- Circulation: 345K
- Featured partners: Basel, AMOS

#### **NUVO**

Basel's Art and Architecture by Bike and on Foot

Stylish Swiss sights

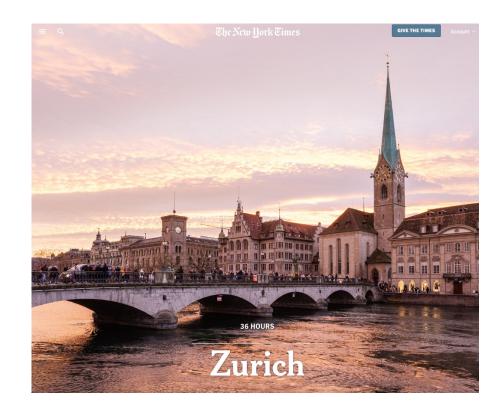
Writer Lucas Aykroyo







- The New York Times Online
- Journalist: Noele Illien
- Date: January 4
- Title: 36 Hours Zurich
- Circulation: 586K
- Featured partners: Zürich, STS,
   Gastronomy, and Hotelcooperation





- Coveteur Online
- Journalist: Stacy Suaya
- Date: January 4<sup>th</sup>
- Title: Modern Matterhorn: Zermatt Goes High Design and Cuisine
- Reach: 285K
- Featured partners: Zermatt



#### Modern Matterhorn: Zermatt Goes High Design and Cuisine

The Swiss town has much more to offer than the world-famous mountain, with sleek hotels and sustainability-focused restaurants galore.

By Stacy Suaya January 4, 2024 in Covetourist



#### Where to Stay





The Omnia Photo: Courtesy of Stacy Suay



- AFAR Online
- Journalist: Catherine Bennett
- Date: January 12
- Title: Europe's Most Stunning Train Trips,
   From Switzerland to Scotland
- Circulation: 275K
- Featured partners: RhB, Graubünden
   Ferien





- NUVO Online
- Journalist: Lucas Aykroyd
- Date: January 26
- Title: Celebrating Cherry Culture in Zug, Switzerland
- Circulation: 345K
- Featured partners: Zug, Gastronomy

#### NUVO

#### Celebrating Cherry Culture in Zug, Switzerland

A pure indulgence with cake and brandy.

Writer Lucas Aykroy





- National Geographic Online
- Journalist: Heather Greenwood Davis
- Date: January 30<sup>th</sup>
- Title: These 21 culinary gems are worth a trip in 2024
- Circulation: 3.32 M
- Featured partners: Graubünden





- The New York Times Online
- Journalist: Adam Graham
- Date: January 2024
- Title: 52 Places to Go in 2024
- Circulation: 586K
- Featured partners: Geneva





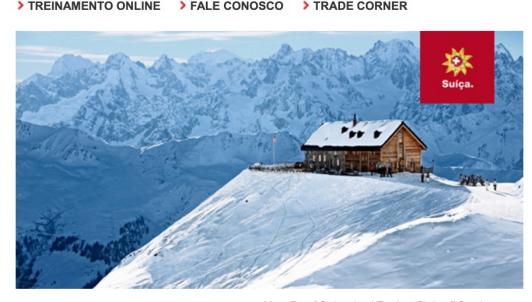




### KAM/Digital Newsletter: Verbier



- Highlight: Verbier Tourism dedicated newsletter
- 02 mailings: Jan 21st and Feb 19th
- Mailing:
  - 26.500 mails for travel agents
  - 160 mails for corporate travel managers
  - 1.800 WhatsApp messages to TAs
- **Opening rate:** 23.45%
- Link newsletter:
  <a href="http://smtp.mailnewsdobrasil.com.br/email/SUICA-01-DE-24-2024/suica-01-de-24-2024.html">http://smtp.mailnewsdobrasil.com.br/email/SUICA-01-DE-24-2024/suica-01-de-24-2024.html</a>
- Key partners highlighted in the content:
  - Verbier Tourisme



Mont Fort ©Switzerland Tourism/Christoff Sonderegger

#### Isso é Verbier: Um destino de contrastes

Localizado em Valais, na região francófona do sudoeste da Suíça, Verbier é um destino que oferece aos visitantes uma área total de 300 km² de diversão e aventura durante o ano todo. Os 4 Vales (4 Vallées), a maior área de esqui da Suíça, atende a todos os entusiastas de esportes de inverno e oferece esqui alpino, freeride, esqui cross-country, esqui de montanha e snowshoeing. A renomada arte de viver (art de vivre) floresce com

### KAM/Digital Luxury Newsletter: Carlton St Moritz switzerland.



- Highlight: Carlton St Moritz dedicated luxury newsletter
- Sending Dates: Jan 26<sup>th</sup> and Feb 07<sup>th</sup>
- Database: 700 mails for luxury travel agents
- Opening rate: 89.36%
- Newsletter link:
   <a href="http://smtp.mailnewsdobrasil.com.br/email/SUIC">http://smtp.mailnewsdobrasil.com.br/email/SUIC</a>
   A-LUXURY-01-2024/suica-luxury-01-2024.html
- Key partners highlighted in the content:
- Tschuggen Collection



> TREINAMENTO ONLINE > FALE CONOSCO > TRADE CORNER

©Tschuggen Collectio

#### Carlton Hotel St. Moritz: Refúgio Exclusivo nos Alpes Suíços

St. Moritz, famoso por suas competições de polo na neve, festivais de arte e eventos sociais de prestígio, é um destino que transcende as expectativas, combinando o glamour alpino com experiências culturais e esportivas de classe mundial.

Estrategicamente posicionado acima do Lago St. Moritz, o Carlton Hotel oferece algumas das vistas mais espetaculares do Vale de Engadine. Seja uma estadia tranquila ou o ponto de partida para grandes aventuras, o hotel é um verdadeiro refúgio discreto onde a privacidade dos hóspedes é priorizada.

O Carlton Hotel, um hotel 5 estrelas superior, membro dos Leading Hotels of the World, conta com apenas 60 quartos e é considerado o hotel de luxo mais íntimo de St. Moritz. Oferece espaçosos quartos e suítes, todos com vistas deslumbrantes do Lago St. Moritz, proporcionando uma sensação acolhedora de lar. Desfrute de duas opções gastronômicas, incluindo o refinado restaurante Da Vittorio-St. Moritz, premiado com duas estrelas Michelin. O Spa Carlton, com 1.200 m2 em três níveis, oferece vistas deslumbrantes das montanhas, enquanto a **Suíte Carlton Penthouse**, com 386 m2, é a maior Penthouse Suite em St. Moritz.

Descubra a exclusividade de St. Moritz no Carlton Hotel, onde cada estadia é uma celebração do requinte e da beleza dos Alpes Suíços.

### KAM: STMS pre-Convention tour



#### January 11-14, 2024.

- 1 Brazilian buyer in Andermatt
  - CT Operadora
- 1 Brazilian buyer in Crans Montana
  - Blue Papaya
- 1 Brazilian buyer in Gstaad
  - Alia Travel
- 1 Brazilian buyer in Lucerne
  - Plantel Turismo
- 2 Brazilian buyers in Zermatt
  - TTW Group, Teresa Perez Tours



### KAM: Swiss Travel Mart Snow Edition (STMS) 2024



#### January 14-18, 2024.

- ST Brazil was able to invite 7 Key accounts to attend the Switzerland Travel Mart - Snow Edition (STMS)
- Location: Villars-Sur-Ollon
- Brazilian Buyers: Alia Travel; Blue Papaya; CT Operadora; Plantel Turismo; Sete Mares Turismo; Teresa Perez Tours; TTW Group
- Jan 18th / Post event: Day activity and hotel site inspections in Zurich with the support of Zurich Tourism
- Swiss partners support: Zurich Tourism/ Swiss Travel System; Swiss Air International
- ST Team attendance: Mara Pessoa, Trade Manager Brazil



### KAM: ST & LX Luxury Winter Famtour 2024 | Group 1



#### January 20-26, 2024.

- Partnership with Swiss Brazil team
- Trip prize result of a sales incentive campaign ran in the market between Sep-Nov 2023
- Campaign Target: Virtuoso, Serandipiens by Traveller Made and Signature Network
- Group: ST Brazil + 5 top sellers
- Program focus on luxury hotels, ski, wellness, gastronomy.
- Swiss partners support: Zurich Tourism & The Living Circle; St. Moritz Tourism & Carlton St.
   Moritz; 7132 Hotel; Swiss Travel System; Swiss Air International
- ST Team attendance: Mara Pessoa, Trade Manager Brazil



### KAM: Sete Mares Luxury Ski Famtour 2024



#### January 21-28, 2024.

- Partnership with Sete Mares Turismo, the main virtuoso TO from Brazil with focus on Ski trips, for an exclusive ski famtrip with their top travel agentes.
- Sete Mares Sales Director & Business partner + 6 top agentes.
- Program focus on luxury hotels, ski, wellness, gastronomy.
- Swiss partners support: Crans Montana Tourism & Sport Club Residences & Guarda Golf Hotel & Residences; Gstaad Tourism & Park Gstaad; The Dolder Grand; Swiss Travel System; Swiss Air International
- ST Team attendance: Fabien Clerc, Market Director Brazil.

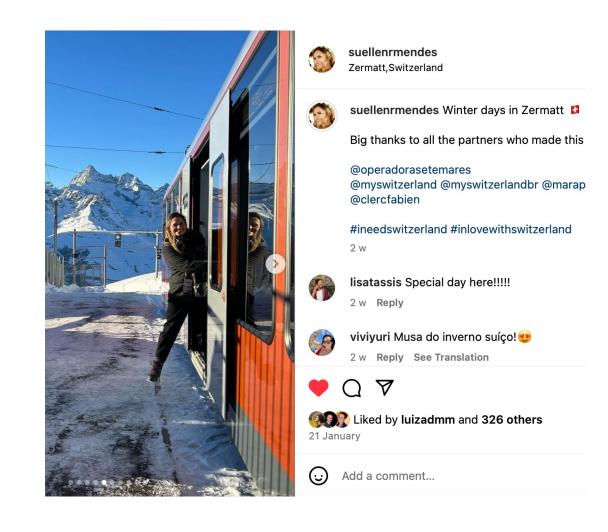


### KAM: Individual famtrips support



#### January 2024.

- During the month of January, ST Brazil supported 3 travel agencies to visit Switzerland:
- Sete Mares Turismo (Virtuoso)
  - Mrs. Suellen Mendes, Sales Director & Business Partner
  - Swiss partners support: Zermatt Tourism,
     Zermatt Bergbahnen, Cervo Mountain
     Resort, The Omnia, Swiss Travel System;
- Superviagem (Virtuoso)
  - Mrs. Lisa Tassis Maia, Travel Consultant
  - Swiss partners support: Zermatt Tourism,
     Zermatt Bergbahnen, Swiss Travel System;



### KAM: Individual famtrips support (cont.)



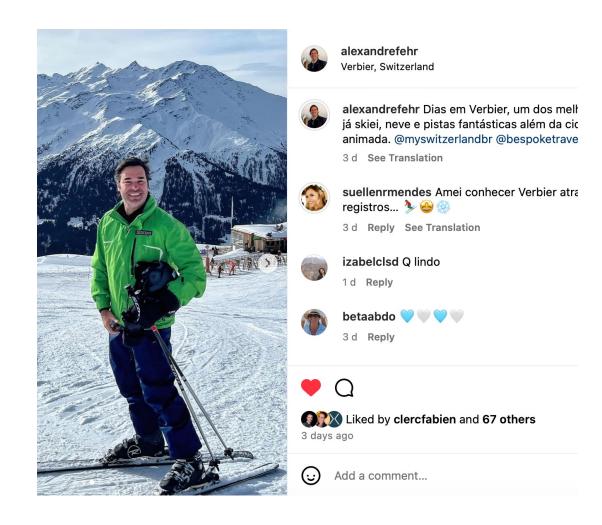
### January 2024.

#### Bespoke Travel

- Mr. Alexandre Fehr, Co-Owner
- Swiss partners support: Verbier Tourisme,
   W Vervier; Ski passes & Ski instructors;
   Swiss Travel System;

#### Wee Travel (Virtuoso)

- Vitoria Abreu, Director/ Co-Owner
- Swiss partners support: STP 4 days by Swiss Travel System.



### KMM: Media Trip – Ronaldo.



#### January, 18th to 22th.

- ST Brazil invited Ronaldo and family for a ski holiday in Switzerland.
- Ronaldo: 30 mio followers on Insta
- His wife Celina Locks: 528k
- Hosted by Interlaken, Jungfrau Railways and Victoria-Jungfrau Collection.
- Activities consisted of skiing and the visit of the Jungfraujoch
- Strong media and social media impact not only in Brazil, but also in CH.



# KMM: Media Trip – Silvia Braz @silviabraz



#### Jan 18th to Feb 04th.

- Silvia Braz 1.5 mio followers, the top influencer of Brazil today
- Four Seasons Geneva: 19-21 jan
- The Alpina Gstaad: 21-25 jan
- Guarda Golf Crans: 25 29 jan
- Badrutt's Palace St. Moritz: 29 jan 3 fev
- ST support: flight, transfer, overnights and program.
- Segment: Luxury, Winter
- Partners: StraPa (Europcar, LX, STS),
   Geneva, Gstaad, Crans-Montana, ESTM





# KMM: Media Trip – Maria Braz @Mariabbraz



#### Jan 18th to Feb 04th.

- Daughter of Silvia Braz, also influencer –
   420K followers on Insta, especially influential on TikTok with 132k followers.
- Four Seasons Geneva: 19-21 jan
- The Alpina Gstaad: 21-25 jan
- Guarda Golf Crans: 25 29 jan
- Badrutt's Palace St. Moritz: 29 jan 3 fev
- ST support: flight, transfer, overnights and program.
- Segment: Luxury, Winter
- Partners: StraPa (Europcar, LX, STS),
   Geneva, Gstaad, Crans-Montana, ESTM



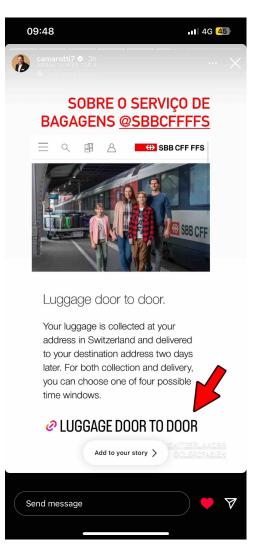


# KMM: Media Trip – Forbes Brazil @



#### January, 19th to 25th

- Forbes is the leading publication on business and on entrepreneurial leaders, a 100-plus-year-old brand that has been published in Brazil since 2012
- Participation by Antonio Camarotti, CEO, Forbes
   Brazil, together with Cecilia St. Viteux Miles, Head of communications
- Coverage of 2 hotels / destinations in Forbes
   Magazine Brazil and social media
- 19-22 Jan: The Alpina Gstaad
- 22-25 Jan: Baur-au-Lac, Zurich
- Content focused on winter activities (lifestyle, gastronomy, wellness, SBB door-to-door)
- forbes.com.br: 3.5 mio users, 23 mio page views, 26 mio impressions
- 7.6 mio followers Instagram, 1.37 mio LinkedIn





### KMM: Media Trip – Adriane Galisteu @galisteuoficial.



#### January, 14th to 20th.

- Influencer trip 3.0 by superstar Adriane
   Galisteu 5.3 mio followers in Instagram
   (former gf of Ayrton Senna)
- In conjunction with metaverse avatar
   @iamgalis for virtual visibility
- 14-17 Jan: Trois-Couronnes in Vevey
- 17-20 Jan: Savoy Mandarin Oriental Zurich
- ST support: flights, overnights and program.
- Partners: LX, STS, Montreux Riviera, Zurich
- Segments: cities of Switzerland in Winter





## KMM: Media Trip – KOL Brazil.



#### January, 13th to 28th

- The objective of ST's promotion in Brazil is to expand the target group to younger HNWIs, who still perceive Switzerland as a conservative and traditional country.
- To start the process of mind shifting, ST Brazil invite Key Opinion Leaders or Trend Setters, mainly consisting of young people from rich traditional families.
- Partners: Tschuggen Arosa, Zurich, STS,
   Alex Lake / Living Circle
- Participation of TV celebrity Alvaro
   Garneiro 3.4 mio followers on Insta.
- Segments: winter activities, gastronomy









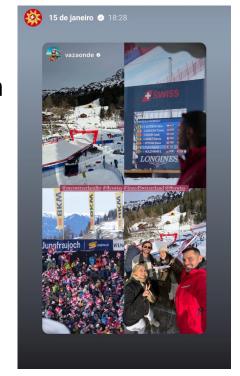
### January, 12<sup>th</sup> to 17<sup>th</sup>.

 ST was part of the SWISS project which led 3 influencers to cover the Lauberhorn Race. We have selected the profiles and intermmediate all the negotiations.

Marcos Vaz: 612k followers

We Love: 454k followers

Luanda Vieira: 60.7k followers









# CAMPAIGNING & ACTIVATION The Chedi Hotel Digital Campaign – Key Parter Package

#### January 2024.

- Digital campaign to promote The Chedi Hotel between Dec, 25<sup>th</sup> and Jan, 25<sup>th</sup>
- Google and Meta Campaign:
  - 2'003'517 impressions
  - 70'761 clicks on The Chedi website









### January 30<sup>th</sup>.

- SWISS Newsletter including Switzerland Tourism content.
- Theme: Winter Sports
- Link to MySwitzerland.com/PT

#### Comece o ano viajando na SWISS Business

Desfrute do conforto exclusivo, da privacidade, dos lounges e do serviço único na SWISS Rusiness

Conheça as nossas oportunidades para 2024.e escolha já o seu destino. Clique aqui



#### A Suíça no Inverno

As baixas temperaturas criam cenários que encantam. Amantes de esportes na neve deslizam pelas pistas, enquanto vilarejos ganham mais vida com seu típico charme alpino.

CLIQUE AQUI ▶



#### Reforma no Check-in 1 no Aeroporto de Zurique

Para garantir que você continue desfrutando de um início de viagem tranquilo, o Aeroporto de Zurique está atualizando seus sistemas de manuseio de bagagem

SAIBA MAIS >



# CAMPAIGNING & ACTIVATION Destination Wedding Constance Zahn

#### January 2024.

- Banner online on Constance Zahn website
- Constance Zahn is the best destination wedding media in Brazil
- Campaign for 3 months
- Page views: 1.2MIO/ month
- Link <u>MySwitzerland.com</u>

