

 **FALK TOURS**
incoming europe





COMPANY

Falk Tours is your trusted partner for unforgettable travel experiences. As one of Central Europe's leading Destination Management Companies (DMC), we specialize in creating customized travel solutions across various European destinations. With decades of expertise, our team understands the needs of partners, clients, and service providers, working closely with you to ensure every detail of your journey is seamless and exceptional.

For over 40 years, Falk Tours has been a key player in the tourism industry. Since our establishment in 1983, we have built a strong reputation as a Destination Management Company, serving both group and individual segments. Today, Falk Tours operates as a DMC network from seven strategic locations, offering unparalleled service and expertise.

Beyond traditional accommodation contracting and supplementary services, we leverage our in-depth destination knowledge to craft unique special-interest travel experiences, ensuring our partners and clients benefit from exclusive, tailor-made offerings.

COMPANY HISTORY

We operate as a pan-European DMC network in seven locations.



Glattbrugg, CH



Varna, South Tyrol, IT



Palermo, IT



Vienna, AT



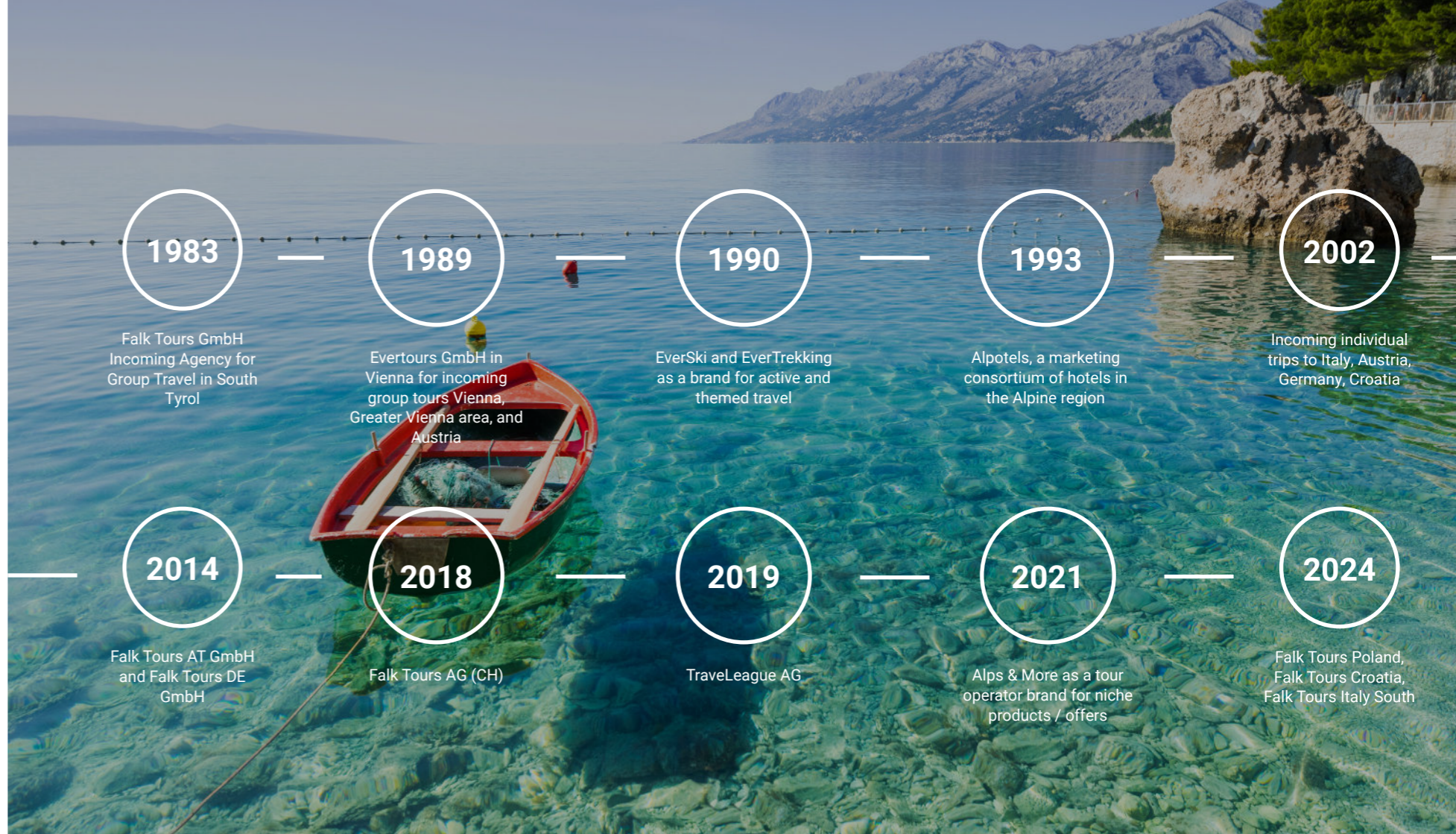
Munich, DE



Kolberg, PL



Pula, HR



1983

Falk Tours GmbH
Incoming Agency for
Group Travel in South
Tyrol

1989

Evertours GmbH in
Vienna for incoming
group tours Vienna,
Greater Vienna area, and
Austria

1990

EverSki and EverTrekking
as a brand for active and
themed travel

1993

Alpotels, a marketing
consortium of hotels in
the Alpine region

2002

Incoming individual
trips to Italy, Austria,
Germany, Croatia

2014

Falk Tours AT GmbH
and Falk Tours DE
GmbH

2018

Falk Tours AG (CH)

2019

TravelLeague AG

2021

Alps & More as a tour
operator brand for niche
products / offers

2024

Falk Tours Poland,
Falk Tours Croatia,
Falk Tours Italy South



HOTEL & SERVICE PARTNERS

Comprehensive services for package tours and individual travelers.

We offer a wide range of products and services, perfectly tailored to meet the needs of travelers:

- **HOTELS**
Direct and dynamic hotel contracts in numerous destinations.
- **TRANSFERS**
Reliable airport transfers at any destination
- **ROUND TRIPS**
Expertly planned, tailor-made journeys to a variety of destinations
- **CAR RENTAL**
A large selection of trusted car rental providers in multiple locations.
- **EXPERIENCES**
Unique activities, excursions, and guided tours.
- **TAILOR-MADE-PROGRAMS**
Customized local experiences designed for all preferences.
- **MICE & GROUP TOURS**
Full-service planning and organization for corporate events and group travel.

BUSINESS AREA

B2B

As a specialist in incoming tourism, we bring travelers to Italy, Germany, Austria, Switzerland, Croatia, Poland, Czech Republic, Hungary, Montenegro, Slovenia, Serbia and Albania.

We achieve this by offering hotel accommodations, products, and service packages in key source markets. Acting as an intermediary, we connect tour operators with high-quality travel products tailored for end customers.

INCOMING

- FIT (Flexible Individual Tourism) – Customized travel solutions for independent travelers.
- Groups – Expertly coordinated group travel experiences.
- Alpotels – Specialized accommodations in Alpine regions.

D2C / D2B2C

- Alps & More, a niche brand operator for active, special interest & theme holidays





MARKETS & SALES

We have established a strong and extensive sales network, collaborating with leading tour operators across Central and Eastern Europe. Our presence in key European markets is well-established, and we continuously explore new, high-demand markets and sales channels. Our goal is to provide the most effective and impactful marketing solutions for our hotel and service partners, ensuring maximum visibility and success.

In addition to traditional sales channels in both print and online media, we offer a pan-European virtual sales structure through OTAs, affiliates, and dynamic packaging solutions.

With our interface-based technology, we are able to reach international sales channels within 48 hours of contract signing. Our network is expanding into the source markets EMEA, Americas, APAC, CIS for both classic hotel and ancillary services as well as for digital offerings.

DESTINATIONS

DE
GERMANY

IT
ITALY

HR
CROATIA

PL
POLAND

CZ
CZECH REPUBLIC

HU
HUNGARY

SI
SLOVENIA

ME
MONTENEGRO

RS
SERBIA

AL
ALBANIA

CH
SWITZERLAND





ADVANTAGES

for our hotel- & service partners

- Over 30 years of industry experience
- Flexible business model tailored to partner needs
- Reliable and knowledgeable local partner
- Cross-market sales opportunities for your service company
- Targeted market monitoring for optimal positioning
- Fast response to your needs through a lean structure and dynamic team
- Interface – seamless integration from contract signing to first booking within 48 hours
- Direct interface to in-house tour operator Falk.Travel for Flash Sales (B2B, B2C, D2C, OTA, RBs) in the DACH Region
- Connectivity to digital distribution channels, with international reach
- Dynamic sourcing with direct connectivity to channel managers

Let's work together!

Contact us for an informal conversation.

info@falktours.com

FALK TOURS FACTS

1 MILLION
OVERNIGHT STAYS
PER YEAR

300,000
GUESTS
ANNUALLY

1,000+
CALSSICAL
OFFERS

ALPS &
MORE

3,000 +
DIGITAL
OFFERS

7
OPERATIVE
OFFICES IN KEY
DESTINATIONS

DIGITAL
DISTRIBUTION

200 + SPECIAL
INTEREST
PROGRAMS

11
DESTINATIONS

PANAEUROPEAN
NETWORK

OVER 40 YEARS
OF EXPERIENCE

INTERNATIONAL
REACH WITHIN 48
HOURS



OFFERS

AUSTRIA:

Sölden, a top-tier winter destination in the Austrian Alps, offers an unforgettable experience for adventure seekers and relaxation lovers alike. With its world-class ski slopes, glacier resorts, and vibrant après-ski scene, Sölden is a perfect blend of thrilling activities and cozy mountain charm. Whether you're skiing, snowboarding, or enjoying the stunning alpine views, Sölden promises a winter getaway like no other.

International Airports within a reach of maximum 3 hours: Zurich (CH), Munich (DE), Innsbruck (AT)

Offers:

***** Hotel Das Central, Alpine Luxury

€ 350.- per person/per night (bed only)

€ 400.- per person/per night (halfboard)

***** Design- & Wellnesshotel Bergland

€ 330.- per person/per night (bed only)

€ 380.-per person/per night (halfboard)

**** Therme Längenfeld Aquadome

€ 280.- per person/per night (bed only)

€ 320.- per person/per night (halfboard)

SWITZERLAND:

Saas-Fee, the „Pearl of the Alps,“ enchants visitors with its idyllic charm and breathtaking mountain scenery. Nestled in a fascinating glacier world, the village offers countless opportunities for both adventure seekers and those seeking tranquility. Here, tradition and modern amenities merge to create a unique winter experience. Whether skiing, snowboarding, or simply enjoying the crisp mountain air – Saas-Fee is the perfect retreat for anyone wanting to experience winter in its most beautiful form.

International Airports within a reach of maximum 3 hours:

Zurich (CH), Milan (IT)

Offers:

***** Walliserhof Grand Hotel & Spa

€ 370.- per person/per night (bed only)

€ 420.- per person/per night (halfboard)

***** The Capra Saas-Fee

From EUR 230,- per person/per night (bed only)

From EUR 280,- per person/per night (halfboard)

****s Wellness und Gourmet Hotel Schweitzerhof

From EUR 170,- per person/per night (bed only)

From EUR 220,- per person/per night (halfboard)

The **FALKENSTEINER HOTELS & RESORTS** with a portfolio of over 30 hotels in the 4s and 5* segment in the destinations South Tyrol, Italy, Austria, Croatia, Germany, e Czech Republic and Serbia are part of the group. The hotels are located in the most renowned destinations, and some have direct access to the ski areas:

- Kronplatz, Dolomiti Superski (Italy): ***** Falkensteiner Hotel Kronplatz
- Schladming (Austria): ****s Falkensteiner Hotel Schladming
- Katschberg (Austria): **** Falkensteiner Club Funimation Katschberg / ****s Falkensteiner Hotel Cristallo
- Nassfeld (Austria): ****s Falkensteiner Hotel & Spa Carinzia
- Montafon (Austria): ***** Falkensteiner Hotel Montafon
- Saalbach (Austria): ***** Falkensteiner Hotel
- Saalbach-Hinterglemm (from 2026)

Offers: *

€ 170.- per person/per night (bed only)

€ 210.- per person/per night (halfboard)

* Price calculated on ****s Falkensteiner Hotel & Spa Carinzia

travel. explore. live

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