



You're Well come
Spa-dich-fit.de[®]
Wellnessreisen inklusive Extras

The great Wellness travel portal of the Wellvoyage AG, Switzerland.

Keeping Well

Wellvoyage AG, Switzerland

**“We are all about class, not mass. We guarantee quality and provide security.
We build on small, flexible and fast teams of excellence.”**

Spa-dich-fit has been providing comprehensive information on thermal baths and wellness trips in Germany and its neighboring countries since 2006. **Spa-dich-fit** was already recommended as one of the best websites for fans of spas & wellness by Computer Magazin in 2009.

Wellvoyage AG, based in Pratteln, Baseland, was founded in March 2011, thereby laying the foundation for the future innovations, which the company is currently planning or has already undertaken.

In 2019, Wellvoyage AG is expanding its network in Europe. On March 2019 1st, the first regional office in Croatia (Split) was opened. Three more regional representations in Europe (Austria, Switzerland, and Italy) are already in planning.





Absolute Wellness

Wellvoyage AG, Switzerland

MORE PROJECTS. COMING IN 2019:

Expanding the Wellvoyage brand in the European market with local partners.

WellCentive

Tailor-made incentive wellness trips for businesses

WellPremium

Establishing the Wellvoyage luxury hotel line

WellCrowd

Crowdfunding campaign for the contemporary gaining of new customers and client retention. In cooperation with the Department of Industrial Engineering at the Technical University of Munich, the "Wellvoyage AG crowdfunding campaign for client retention" project has been developed, which will be realized from September 2019.

WellTech

Wellvoyage AG's new booking and clearing system offers hotel chains, hotel brands or special tour operators a centralized, effective, and affordable solution for marketing und handling all hotel packages globally.

Wellvoyage AG is becoming a tour operator in 2019, providing its clients with even more wellness inspiration thanks to the dynamic bundling of wellness package offers, including flights and regional service providers.



Very Well.

Wellness with value.

Spa-dich-fit is the wellness travel portal of the Swiss Wellvoyage AG based in Pratteln near Basel. **Spa-dich-fit** has been cooperating very successfully with prestigious regions, hotels and spas since 2006. With a range of more than 100 wellness hotels in every category and more than 300 wellness offers, **Spa-dich-fit** perfectly covers the entire “feeling healthy segment”.

More than
100 partner hotels
in every category

More than 300
tailor-made
wellness packages
extras included

Personalized
vetting process
of each hotel

Specialized in
wellness trips with
added value in every
category

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Well Value. Value WELL.

Spa-dich-fit sells wellness experiences that are worth their price.

Spa-dich-fit opens up diverse communication channels to enable its hotel partners to reach their health-conscious and lifestyle-friendly target group.

Spa-dich-fit thinks ahead: it recognizes the hidden and existing potential of the partner hotels, and develops sales stories tailored to your specific target group.

In an emotive and unique approach, **Spa-dich-fit** positions its partner hotels in their appropriate source markets.

Added value, cost-effective and worthwhile –
Spa-dich-fit generates turnover and delivers profit.

Simply well.

Value-added wellness.

Spa-dich-fit is not just a broker for wellness travel, but also a marketer.

Spa-dich-fit develops unique positioning for each of its partner hotels. And on this basis, it generates a customized 360° marketing concept meeting the exact wants and needs of the core target group as well as opening up new target groups.

Its one-of-a-kind company structure and culture set **Spa-dich-fit** apart from its competition: Hotel specialists, travel managers, and communication specialists all put their heads together to design tailor-made marketing concepts. Subsequently, they coach the staff specifically in travel production and client support.

A strong team for strong solutions:

- **Experienced creative directors, who have worked with international hotel brands**
- **Marketing specialists, who have established national and international brands**
- **Hotel directors, who know exactly what hotel partners and their guests want and how they think**
- **Travel experts, who have managed the travel needs of major German companies, developed new products, and learned client service from scratch**



Well together.

Wellness travel inclusive extras.

The **Spa-dich-fit** business model is both simple and successful. We work on a free-sale basis, just on request, just on request, bear all marketing costs ourselves, our partner hotels don't have to pay us any advertising fees.

All binding reservation requests are sent to you via e-mail. It is then up to you to decide if you would like to book in the guests for the period requested and then confirm the booking by email. Before this, we agree a hotel net rate with you – to be paid by the guests directly in the hotel upon arrival or departure. At **Spa-dich-fit**, no-shows are the absolute exception.

More than 60% of our turnover goes towards marketing our partner hotels.

This is all financed by the 20% to 30% deposits (depending on the type of flat-rate) our customers pay us following their binding booking confirmation.

Running special offers, controlling your long-term base capacity utilization. You are in charge at all times, and there is no risk.

- **No contingent binding, bookings are upon request**
- **No advertising allowance payable**
- **Direct, fast booking**
- **Daily update of black-out periods**
- **Guaranteed turnover for our hotel partners**
- **Marketing all room categories – from single rooms to suites**

All´s Well.

Wellness travel inclusive extras.

Extras included – added-value wellness trips. Our corporate philosophy is simple:
We inspire our clients and sell experiences.

Spa-dich-fit wellness trips reach up to 32 million households a month.
And this is without our hotel partners paying us any advertising fees.

- **More than 100,000 weekly newsletters with “wellness topics” suited to our target group and the matching partner hotels**
- **Up to 32 million households reached every month in the DACH area via Burda, Springer, Bertelsmann, and Zeitverlag**
- **Media plans developed together with our partner hotels**
- **Running short-term special offers**
- **Sustainably developing the affluent, health-conscious and lifestyle-friendly target group**
- **99.8 % satisfaction rate with 23% “returning customers”**



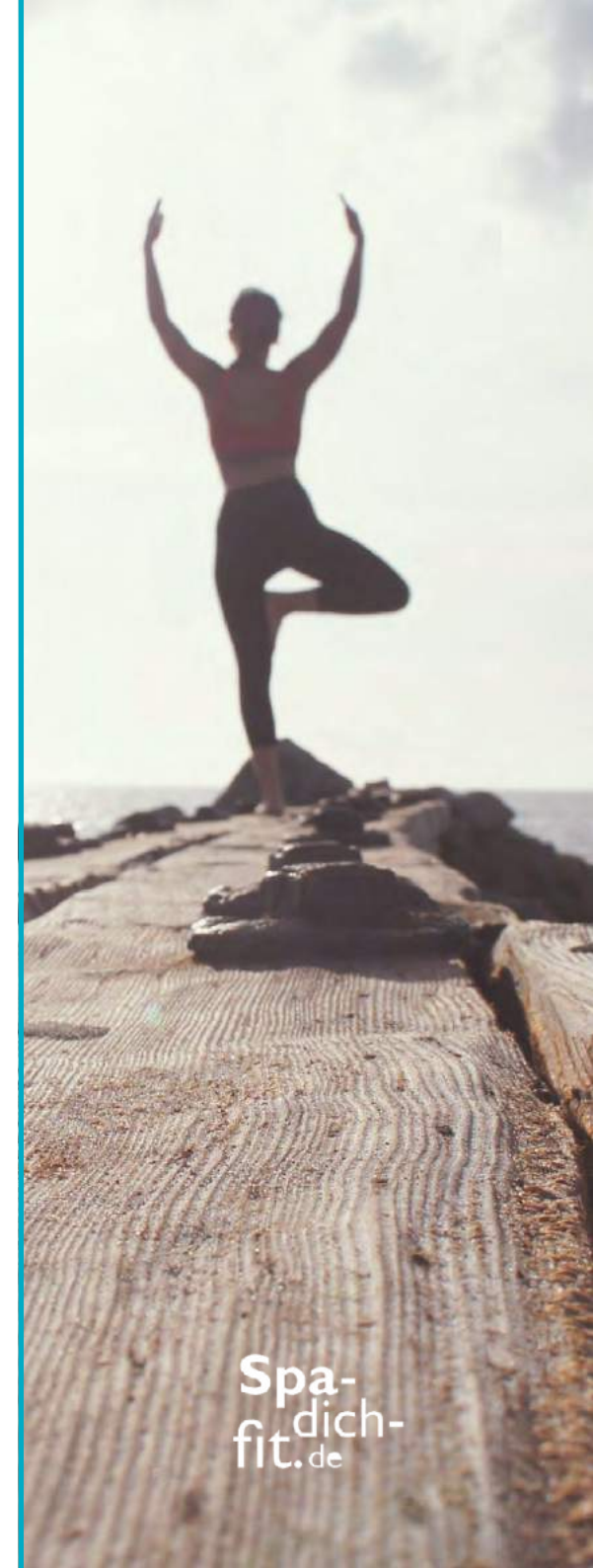
Well innovations.

Wellness-travel-portal

At the end of 2018, the **Spa-dich-fit.de** wellness travel portal underwent a radical technical and visual face-lift and it is now state-of-the-art. In 2019, further innovations will be implemented, with the goal of making **Spa-dich-fit.de** the “wellness travel booking machine” setting new standards.

The platform as a whole is exceptionally user-friendly, and guests can always find and book the order perfect for them with just a few clicks. The modern database structure and the automatic workflow process ensure the fast and smooth handling of booking requests and confirmations as well as the efficient control of incoming payments, thereby avoiding no-shows.

- **Innovative, responsive booking machine**
- **Dynamic listings of offers based on geo data and known interests**
- **On-page booking process**
- **Short-term sales support with innovate CRM**
- **7-day availability by telephone for hotel partners and customers**



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Well business part 1

A small selection of our media partners.

Brigitte, Für Sie, Die Zeit, Die Welt, rtv, Prisma, Apotheken Umschau, Land & Leute, Münchner Merkur, Augsburger Allgemeine and up to 300 more TZ on DACH-Location.



Well business part 2

A small selection of our hotel partners.

Aktiv & Genusshotel Lodenwirt, Aktiv & Vital Hotel Thüringen, AktiVital Hotel, AKZENT Hotel Acamed Resort, Alpin Spa Panoramahotel Oberjoch, Altstadt-Palais LIPPISCHER HOF, Appartementhaus Thermenhof, aqualux Wellnesshotel, Berghotel Hoher Knochen, Berghotel Rehlegg, Best Western Aparthotel Birnbachhöhe, Best Western Hotel Heidehof, Best Western Hotel Timmendorfer Strand, Best Western Soleo Hotel am Park, Best Western Vitalhotel zum Stern, Bohinj ECO Hotel, Burghotel Blomberg, Castanea Golf Resort & Spa Adendorf, CESTA GRAND Aktivhotel & Spa, Crvena Luka Hotel & Resort, Das Ahlbeck Hotel & Spa, Das Alpenhaus Kaprun, Das Alpenwelt Resort, Das Ludwig Fit.Vital.Aktiv.Hotel, Das Marienhöh – Familien- & Wellnesshotel, Das Weitblick Allgäu, Dorint Parkhotel Bad Neuenahr, Fontana Resort Bad Nieuweschans, Fürstenhof Quellness- & Golfhotel, Gewandhaus Hotel, Grand Hotel Imperial Levico Terme, H+ Hotel Limes Thermen Aalen, Hotel Badehof, Hotel Bergfrieden, Hotel bora HotSpaResort, Hotel Chrysantihof, Hotel Dorint Resort & Spa Bad Brückenau, Hotel Freihof Prichsenstadt, Hotel Kaiserhof Victoria, Hotel Park Plaza Trier, Hotel Pullman Stuttgart Fontana, Hotel Q! Berlin, Hotel Rhön Residence, Hotel Rothfuss, Hotel Saigerhöh, Hotel Sonnenhof Bad Wildbad, Hotel Sonnenhof Lam, Hotel Spirodom, Hotel Sternsteinhof, Hotel Walpurgishof, Hotel Weingärtner Bad Wildbad, Hotel Ödenhof, Hyatt Regency Hotel Mainz, IBB Hotel Ingelheim, InterCityHotel Wien, Johannesbad Hotel Füssinger Hof, Johannesbad Hotel Königshof, Johannesbad Hotel Phönix, Johannesbad Hotel St. Georg, Johannesbad Thermalhotel Ludwig Thoma, Johannesbad Vitalhotel Jagdhof, Kunzmann's Hotel & Spa, Kurhotel am Reischberg, Kurhotel Panland, Kurhotel Unter den Linden, Kvarner Palace, Leonardo Royal Hotel Baden-Baden, Lindner Hotel & Sporting Club Wiesensee, Maritim Hotel Bad Wildungen, Maximilian Quellness- & Golfhotel, Mühl Vital Resort, PK Parkhotel Kurhaus, Q! Hotel Maria Theresia, Q! Resort Health & Spa Kitzbühel, Radisson Blu Park Hotel & Conference Centre, Radisson Blu Resort, RAMADA by Wyndham Weimar, Ringhotel Villa Margarete, Schlosshotel Rühstädt Garni, Schlosspark Mauerbach Resort & Spa, SCHWARZWALD PANORAMA Hotel, Seetelhotel Kaiserstrand Beachhotel, SENTIDO Seehotel Am Kaiserstrand, SENTIDO Zugspitze Berghotel Hammersbach, Siebenquell GesundZeitResort, Sonnenhotel Hoher Hahn, Steigenberger Golf & Spa Resort Camp de Mar, Steigenberger Hotel & Spa Bad Pyrmont, Steigenberger Hotel & Spa Krems, Steigenberger Hotel Bad Neuenahr, Steigenberger Hotel Treudenberg, Strandhotel Gerken, The Monarch Hotel, VITALHOTEL ambiente Bad Wilsnack, Vitalhotel Sonneck, Waldhotel Soodener Hof, WELCOME HOTEL Bad Arolsen, Wellness- & Golfhotel sonnenhotel AMTSHEIDE, Wellnesshotel Bürgerstuben, Wellnesshotel Insel der Sinne, Wellnesshotel Palmenwald Schwarzwaldhof, Wunsch Hotel Mürz, WYNDHAM GARDEN Wismar Hotel, Wyndham Stralsund HanseDom

Longtime WELLness&happiness.

Talk about Spa-dich-fit.de

Siebenquell GesundZeitResort, Weißenstadt
Director: Nicole Christoph

Spa-dich-fit has been marketing the Siebenquell GesundZeitResort in Weißenstadt since December 2017. Following a change in Director and a slump in guests, **Spa-dich-fit** has repositioned the hotel and developed a tailor-made marketing and communication concept. A marketing offensive has been started with targetgroup-appropriate media in "rtv", "prisma", Münchner Merkur, Augsburger Allgemeine, Zeit Magazin and ten other print media. In addition, social media campaigns have been run.

SQ is still a very young company and has been successfully working with **Spa-dich-fit** since 2017. Communication is excellent. **Spa-dich-fit** has helped us to increase occupancy (average 78%) and push guest numbers in weak periods.



Longtime WELLness&happiness.

Talk about Spa-dich-fit.de

Wellnesshotel Insel der Sinne, Görlitz Conrad Schröpl

The Wellnesshotel Insel der Sinne in Görlitz was reopened in July 2018, and it has been marketed exclusively by **Spa-dich-fit**. The fast and precise development of supporting campaigns, reaching new target groups, and a strong 360° media presence have helped place the hotel in a top ranking for room occupancy rates in no time at all.

„**Spa-dich-fit** has made a crucial contribution in developing our unique selling points and marketing shortly after we reopened. We have made **Spa-dich-fit** our exclusive partner.”



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Longtime WELLness&happiness.

Talk about Spa-dich-fit.de

RIMC Hotels & Resorts **Margot David**

“**Spa-dich-fit** has been marketing 7 of our hotels for over 8 years with great success. Short communication channels, direct coordination with our Marketing Department and the short-term use of effective communication measures have enabled us not only to massively increase occupancy, but also expand our target groups.”

Berghotel Rehlegg, Ramsau near Berchtesgaden **Franz Lichtmanegger (Board Member)**

Spa-dich-fit is the sole direct tour operator of the Berghotel Rehlegg, and has been since the beginning of 2014. Thanks to the successful marketing and the uncomplicated booking system, occupancy has been optimized and new target groups developed.

“For the past five years, we have been relying on the cooperation with **Spa-dich-fit** as our only direct tour operator. Not only because of the marketing strategy but also because of the uncomplicated cooperation – ranging from contract arrangement to booking process.”



Fare Well&Let´s Spa!

Spa-dich-fit.de

We hope that our service portfolio and philosophy have made you a little bit curious – or even managed to inspire you. We would be delighted for you to be one of our exclusive hotel partners in the future, welcoming new guests and happily exclaim: Let´s Spa!!!

Individual offers, details, workflows, increase in room-occupancy rates, attracting new target groups. Whatever else you would like to hear from us or learn about us, we will be more than glad to discuss with you.

Your **Spa-dich-fit** Team
Thank you for your attention!

The logo for Spa-dich-fit.de is located in the bottom left corner of the page. It features the text "Spa-dich-fit.de" in a white, sans-serif font, stacked vertically. The background of the entire page is a vibrant, abstract pattern of blue and green wavy lines, resembling water ripples or a digital network, which is most prominent at the bottom.

Total WELLness at a glance.

Spa-dich-fit.de

Let's SPA![®]

- Creating specific USP's/Advantages of the partner hotels of marketing professionals
- Focus in the communication on the characteristics of the partner hotels
- Opening up new target groups through targeted media selection and the integration of many social media channels
- Specific use of special interest titles (target-group-specific journals)
- Individual offers for selected target groups
- Over 100,000 weekly newsletters with target-group-appropriate „wellness topics“ and the matching hotels
- More than 70 million media contacts
- Advertisements in all target group relevant media such as „Die Zeit“, „Die Welt“, „Apothekenumschau“, rtv Supplement, and much more
- Spa-dich-fit.de invests up to 150,000 euros in print and online media within a few weeks
- Strong social media presence
- Strong media presence of our customers in selected titles
- No advertising subsidies from our partner hotel
- Personal, individual advice
- More than 100 selected wellness hotels
- More than 300 wellness travel deals
- 99.8% customer satisfaction <https://www.excurved.org/ratings-spa-dich-fit.de-35B3CW>
- No risk for partner hotels

A central CRM control results in high marketing efficiency. Through the central presentation of all hotel packages worldwide, we open up a new marketing channel that actively sells and functions as a profit center. The hotel packages are thereby verified and will generate a significant share of the total turnover of the „hotel group“.

The targeted marketing of hotel packages through print, online and dialogue marketing/permission marketing will have a significant positive effect on image advertising, supports the branding by focusing on the individual products (hotel variety) and significantly relieves the overall marketing budget, or expand it. The customer data is managed according to the most modern security measures in Germany and is the property of the hotel group.



KEEP
CALM

AND

LET'S

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