

14-18 NOVEMBER 2022

Do Not  Disturb

BORGO EGNAZIA, PUGLIA, ITALY

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REDEFINING EXCLUSIVITY IN TRAVEL

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# THE STORY

The latest evolution from This is Beyond – the community creators behind PURE Life Experiences, L.E./Miami, We Are Africa and Further East – discover the invitation-only travel trade event that showcases global travel suppliers who embody true exclusivity and away from-the-crowd offerings.

Privacy has always been synonymous with luxury - and if the last 2 years have shown our industry anything - it's that safety and seclusion are valued more than ever before.

From secluded residences, private islands and private yachts, to exclusive experiences and full hotel buyouts, the COVID-19 pandemic has driven huge demand for private travel - and for a growing collective of high-end travellers, it's a mindset that is set to continue.

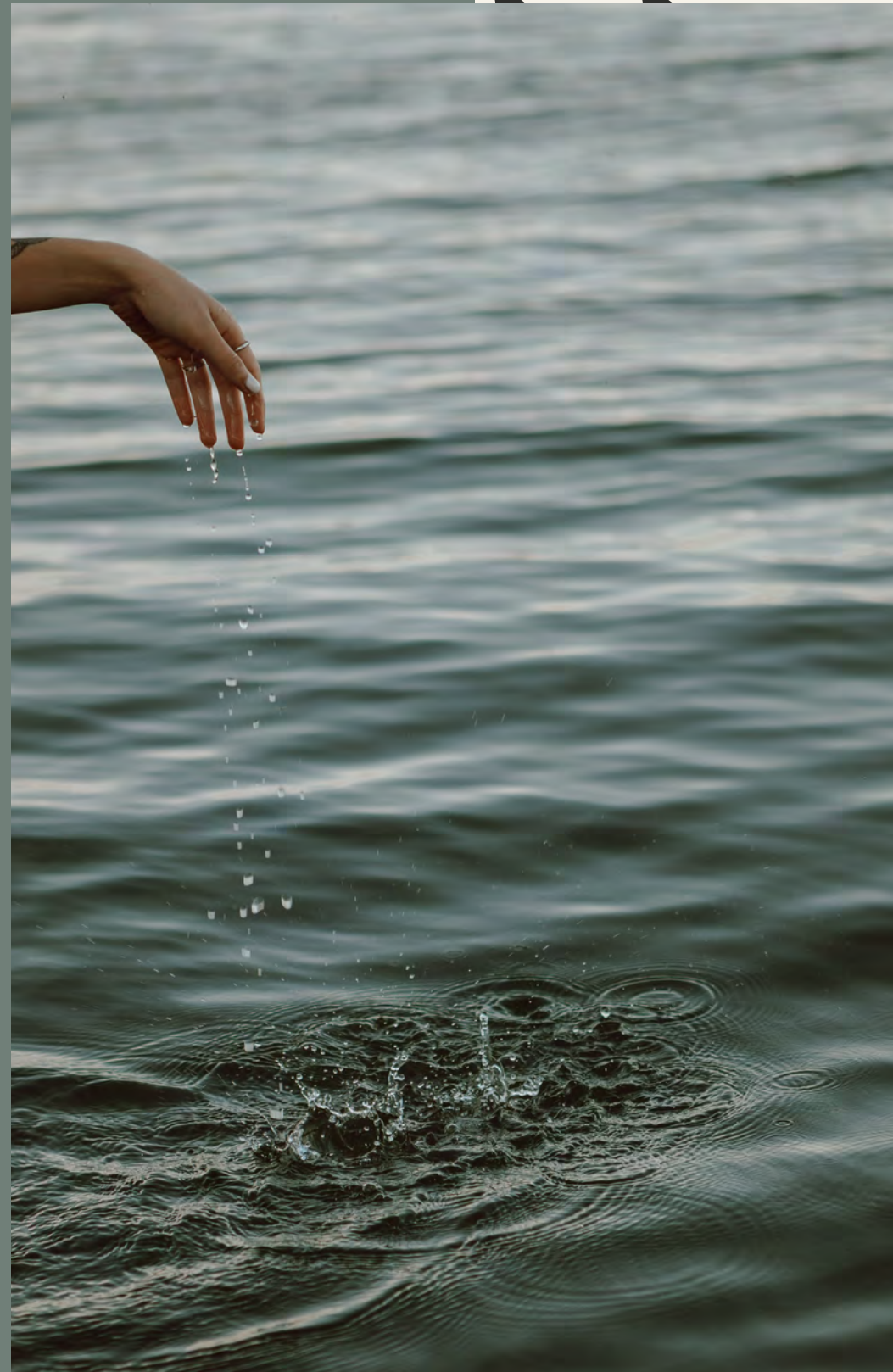
Following our hugely successful digital edition in June 2021, the first physical edition will be taking place in Puglia, Italy from 14-18 November this year. Join the inspired community redefining the meaning of exclusivity in travel.



# WHY ATTEND?



Until now, there has never been a dedicated marketplace for global private travel specialists.



For the first time, we're uniting top-tier buyers and suppliers who curate rare and remarkable private experiences for the UHNW traveller, so you can:

- Maximise your private travel bookings for 2023 and beyond!
- Grow your personal network of leaders in travel's highest-spending niche
- Gain unique insights into the ever-evolving world of private travel
- Share your brand story with a receptive audience (with the means to spread it far and wide)

# WHY BORGO EGNAZIA?

Situated far down in the heel of Italy in picturesque Puglia, a region known for its rustic villages, secluded beaches and fabulous cuisine, is the award-winning, architectural masterpiece of Borgo Egnazia.

Some of the accolades include:

- \* Best Hotel of the Year - Virtuoso Best of the Best Awards 2016
- \* #1 Best Hotel in Italy - Travel + Leisure 2018 World's Best Hotels
- \* Stella Michelin 2019 and 2020 - Ristorante Due Camini
- \* Condè Nast Traveler - Gold List 2017 | 2018 | 2019 | 2020 | 2021  
The Best Hotels in Europe

Only a 45 minute drive from the port city of Brindisi and an hour drive from the city of Bari, the masseria-style resort is a hidden sanctuary of luxury, paired with cobbled streets, characterful buttresses and hidden staircases. With 63 guest rooms and suites in La Corte, 92 casette rooms (little houses) nestled around Il Borgo piazza and 29 lavish villas, Borgo Egnazia offers the DND community a totally self-contained and super exclusive environment.



“We are proud and happy to host the first physical edition of DND at Borgo Egnazia in 2022.

We all know that the world of travel is facing new important challenges and the DND event is a clear sign of innovation, following the visionary path of Serge Dive and all his Team. The respect for privacy, the commitment to sustainability and the desire to design unique experiences are the pillars of our work, and they perfectly fit the mission of DND. We can't wait to welcome the Do Not Disturb community in Puglia!”



ALDO MELPIGNANO  
MANAGING DIRECTOR, BORGO EGNAZIA

We're looking for thoughtful brands who embody our ethos: space, seclusion & sustainability.



## SPACE

From private islands to the world's most exclusive superyachts, your property or service offers pure escapism – both physical and mental – from the real world.



## SECLUSION

Masters of discretion and avoiding crowds, privacy is your specialty – and deeply personal, sky's-the-limit service comes as standard.



## SUSTAINABILITY

Committed to protecting people and the planet, you place green principles at the core of your ethos. Private travel has often been at odds with sustainability: you know they can peacefully coexist.



DO NOT DISTURB WILL ASSEMBLE A UNIQUE  
ECOSYSTEM IN THE PRIVATE TRAVEL  
INDUSTRY FEATURING UP TO:

## 100 SUPPLIERS

Exclusive-use Properties, High-end DMCs, Hotel Buyouts, Private Aviation,  
Private Islands, Private Villas & Residences, Superyacht Charters.

## 100 BUYERS

Private Travel Designers. Concierge & Lifestyle Management  
Services. Personal Assistants.

## 15 TOP-TIER JOURNALISTS

Specifically chosen for their creative expertise, meet with the press who  
specialise in telling luxury travel stories to high-end audiences.

# THE PHYSICAL EXPERIENCE

**FOUR** days of showcasing your brand to an exclusive ecosystem

**UP TO 30** pre-scheduled appointments with global private travel buyers and press

**DAILY** networking and discussion opportunities



# MINIMO

(75 available)

- 1 Table with 2 chairs for meetings
- Company name board
- 1 Delegate registration
- 1 Set of appointments (up to 30 pre-scheduled appointments)
- 4 Nights accommodation
- 4 Networking breakfasts
- 4 Networking lunches
- 3 Networking dinners
- 3 Networking adventures
- Closing party extravaganza

Standard Rate:    GBP 8,999 + VAT  
Late Rate:        GBP 10,999 + VAT





# DIVANO

(10 available)

- 2 Single Sofas for meetings
- Company name board
- 1 Delegate registration
- 1 Set of appointments (up to 30 pre-scheduled appointments)
- 4 Nights accommodation
- 4 Networking breakfasts
- 4 Networking lunches
- 3 Networking dinners
- 3 Networking adventures
- Closing party extravaganza

Standard Rate: GBP 10,999 + VAT

Late Rate: GBP 12,999 + VAT





# SALOTTO

(Only 8 available)

- Lounge / Hospitality space for meetings
- Company name board
- 1 Delegate registration
- 1 Set of appointments (up to 30 pre-scheduled appointments)
- 4 Nights accommodation
- 4 Networking breakfasts
- 4 Networking lunches
- 3 Networking dinners
- 3 Networking adventures
- Closing party extravaganza

Standard Rate: GBP 12,999 + VAT

Late Rate: GBP 14,999 + VAT



# PRIVATO

(Only 6 available)

- Private Lounge / Hospitality space for meetings
- Company name board
- 1 Set of appointments (up to 30 pre-scheduled appointments)
- 1 Delegate registration
- 4 Nights accommodation
- 4 Networking breakfasts
- 4 Networking lunches
- 3 Networking dinners
- 3 Networking adventures
- Closing party extravaganza

Standard Rate: GBP 14,999 + VAT

Late Rate: GBP 16,999 + VAT

All prices are subject to Italian VAT at the current rate of 22%. Clients that participated in the 2021 DND Digital Event will receive an additional discount on DND 2022, equal to their 2021 participation fee. Exhibitors will all be allocated a private room and ensuite bathroom in a shared Villa or Casetta. Requests to stay in the same Villa or Casetta will be accommodated wherever possible. Accommodation is provided to all registered delegates from check-in at 14:00 on Monday 14 November to checkout at 11:00 on Friday 18 November. All packages and rates are strictly subject to availability at the time of booking.





# WHAT OUR COMMUNITY HAS SAID?

“Winston Churchill once famously said: ‘I’m easily satisfied with the very best’. Do Not Disturb fills exactly that void in the marketplace. We look forward to bringing our portfolio of exceptional XO Private members to the table.”

YVAN VERMEESCH, MD & FOUNDER, XO PRIVATE  
OFFICIAL PARTNER OF DO NOT DISTURB

“Do Not Disturb has been a huge success, everyone I’ve met has been so engaged and exactly the people we want to meet.

For me it’s the most rewarding and engaging conference I have ever attended in the virtual world...or... even real world if I’m totally honest.”

GAVIN COPUS, GLOBAL BUSINESS DEVELOPMENT  
DIRECTOR, AIR CHARTER SERVICE

“While I have attended luxury trade shows in the past this one was definitely a class apart.

It has opened up my thinking and made me re-imagine high-end private travel. The participating suppliers were extraordinary - each one of them, leaders in their respective area of expertise, whether it was Private Charter, Villas, Yachts, Residences or Experiential DMC’s.”

SRIKANT KALYANSUNDARM,  
THE BLU ORB

# INCREASE YOUR EXPOSURE



Why not give your brand some extra high-level exposure? Our exposure and branding opportunities are a great way to increase your reach and boost interactions with your brand and there's something for everyone.

## **ADDITIONAL EXPOSURE**

PRICES START FROM £349

The List is Do Not Disturb's exclusive digital show directory, found year-round on our website. Advertising your brand in The List gives you added exposure to the people who matter.

## **BESPOKE PARTNERSHIPS**

From branding initiatives, to large scale activations, we love collaborating on bespoke projects that get your brand noticed by the industry's elite. We'd love to tell your brand's story in a creative and engaging way. Interested? Let us know!

## **WANT TO HEAR MORE?**

Book a partnership consultation with our Sales and Marketing team.

We'd love to hear from you!

# Get In Touch



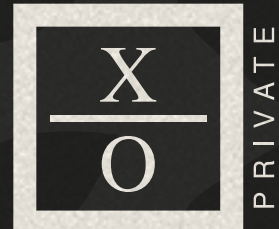
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