

Services





Inbound Tourism
Outbound Tourism
Airline Agency
Insurance
Financial Services
Conventions & Exhibitions
Elevator Agency

Services



Aitken Spence has extensive interests in the fields of Travel and Tourism, Financial Services and Insurance. Over the years, activities in these areas have more than reinforced the Group's capacity and will to encompass growth and change.

Its worth as a blue-chip proposition for investment and partnership is also manifestly apparent.

Let us look at the key business segments in this sphere.



Travel & Tourism

Aitken Spence has been setting trends in the Sri Lankan travel and tourism industry since the acquisition of its first airline agencies way back in the 1950s. Today, the Group's travel sector covers the full spectrum of travel related activities. Its specialized units cater to each segment of the market, delivering premium products and services to a wide cross-section of clientele.



Inbound Tourism

Aitken Spence Travels is Sri Lanka's top destination management firm, representing several leading international tour operators. Its collaboration with the best in the field can be exemplified by the relationship it enjoys with TUI, the world's largest integrated tourism group. This relationship which began in 1978, has now blossomed into a joint venture.

Aitken Spence Incentives offers incentive packages and tours for both the inbound and outbound traveller.

Ace Travels Maldives offer destination management services in the Maldivian Islands.

Treasures of Sri Lanka is a company that markets private villas and unique leisure experiences, beyond the norm, to the inbound traveller.

Ayurveda continues to be a much sought after health and relaxation regime for the inbound traveller. **Ayurveda with Sri Lanka** is a company specializing in 'wellness holidays' that combine ayurveda with the scenic splendour of Sri Lanka.

Nature Voyages adds another 'string to the Aitken Spence bow', specializing in nature and adventure travel experiences.

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Exhibitions & Conventions

The MICE market (Meetings, Incentives, Conventions and Exhibitions) is a growing one and the package that Sri Lanka offers, of more than adequate facilities plus great destination features, is attracting business from the region and further afield.

Aitken Spence Conventions & Exhibitions, is one of Sri Lanka's leading conference and exhibition management companies.

The Group also offers the services of TUI Event Management, specialists in MICE management.

Airline Agencies

Aitken Spence is the General Sales Agent (GSA) for Singapore Airlines. The Group is honoured to represent one of the world's best airlines...a representation that counts as the longest standing, in the airline's network.



The Group also represents Kingfisher Airlines - India's largest private airline - as its GSA in Sri Lanka.



Likewise, Aitken Spence is the GSA for Aeroflot, which representation is handled through another firm, **Aitken Spence Moscow**.

Outbound Tourism

Aitken Spence Overseas Travel is the Group's outbound arm, offering extensive airline ticketing services as well as a range of attractive holiday packages to the overseas traveller. It has been an IATA accredited agency since 1952, a 'seniority' that commands respect and trust to this day, in the market.



Aitken Spence also represents **All4Ships**, specialists in cruise handling.



Financial Services

MMBL Money Master is a joint venture company of Aitken Spence, and the Mercantile Merchant Bank is the Primary Agent for the renowned Western Union Money Transfer services in Sri Lanka.

MMBL operates through a network of over 2000 sub-agent locations across Sri Lanka - including banks, financial institutions and retail outlets.



Insurance

Aitken Spence functions as survey and claim settlement agents for Lloyds of London - an arrangement that dates back to 1876 and stands testimony to the deep commitment Aitken Spence has, to pursue long and fruitful partnerships at every turn. Its ambit of operation covers the commercial ports of Sri Lanka and the Republic of the Maldives.

Key functions also include quality surveys as well as hull and machinery surveys, in the maritime sphere. The Company is also a leading ancillary service provider to the insurance industry.



Elevator Agency

Aitken Spence holds the agency for **Otis** elevators, since 1989.

