CORPORATE DOSSIER 2026

SEVILLA 3.0

Original, different and inclusive experiences in Seville and its province.

Inbound tourism · Routes and experiences · Culture and gastronomy · Events · B2B services

Presentation document for meetings, conferences and professional B2B partnerships.

Who we are

SEVILLA 3.0 creates and manages original and different activities, routes and experiences in the city of Seville and its province, with special attention to the LGTBIQ+ community and those seeking an authentic, free and inclusive city.

We connect travellers, companies, agencies, tour operators, institutions and groups with a carefully curated selection of local offerings. We design every service based on destination expertise, close personal attention and customization.

Mission

To be the leading inbound agency in Seville and its province for the LGTBIQ+ public, and a trusted intermediary for the professional channel.

Vision

To contribute to a more inclusive, accessible and contemporary destination, capable of showcasing its heritage from new perspectives.

Values

Quality, warmth, respect, inclusion, safety, authenticity, local collaboration and personalized attention.

Philosophy

Sustainable, accessible, respectful and non-intrusive tourism that supports the local economy and the life of the city.

A Seville lived with freedom, diversity and confidence.

What we bring to our partners

A flexible offering to integrate into travel programs, conferences, incentives, events, getaways and cultural tourism proposals.

LGTBIQ+ specialization

In-depth audience knowledge, sensitivity in service and experiences built on memory, culture and diversity.

Tailor-made design

Adapted by language, group size, interests, mobility, available time, budget and brand objectives.

Local management

Selection and coordination of guides, venues, tickets, gastronomy, transport, shops and trusted suppliers.

Distinctive product

Original routes and unconventional combinations that expand Seville’s usual tourism offering.

Multilingual service

Offerings in Spanish, English and French, supported by audio guides and informational materials.

Safe experience

Inclusive, personal attention, a space of trust, and adaptation to specific needs.

We work as the local extension of each partner’s team.

Route through the LGTBIQ+ history of Seville

A nighttime, queer and unusual walking tour through figures, places, events and struggles that have shaped Seville’s LGTBIQ+ memory.

Original narrative

Local history told with rigor, complicity, humour and emotion — a different perspective on the city.

Format

Two-hour tour (6–8 pm) at a relaxed pace, meeting at the kiosk in Plaza Adolfo Rodríguez Jurado.

Includes

Expert guide, audio guides, informational materials, gifts and the option of a closing cocktail.

Accessibility

Wheelchair-accessible route, attention to special needs and recommendation of comfortable footwear.

Languages

Available in Spanish, English and French, depending on setup and group.

Audiences

Travellers, conference attendees, agencies, companies, institutions, groups, adult parties and families.

More than a visit: memory, culture, freedom and community.

A catalogue connected to real Seville

We combine culture, heritage, gastronomy, retail, nature and leisure to create complete programs before, during and after each route.

Flamenco, shows and art

Tablaos, concerts, theatre, exhibitions, galleries, museums, monuments and the Flamenco Full Experience offering.

Gastronomy

Tapas Tour, authentic markets and restaurants, salmorejo, pork cheek stew, white and rosé wines, and tailor-made proposals.

Shopping Experience

Vintage & Retro routes, Premium Luxury, iconic APROCOM shops, art and crafts with a personal shopper.

Sport and outdoors

Cycling, kayaking on the Guadalquivir, yoga, urban sports and activities to discover Seville actively.

Province and nature

Hiking, horseback riding, cattle ranches, wineries, tastings and experiences in Seville’s rural surroundings.

Pet friendly

Activities, venues, events and care solutions to enjoy Seville with your pet.

We also manage tickets, transport and complementary services to build a comprehensive experience.

B2B and MICE solutions

We design and coordinate services for professional gatherings with local, flexible and personalized operations.

Inbound and intermediation

Local support for OTAs, tour operators, travel agencies, outbound companies, institutions and associations.

Conferences and meetings

Side activities, destination experiences, social programs and delegation assistance.

Incentives and team building

Cultural, gastronomic and participatory proposals for teams and clients.

Hospitality

Client hosting, guest reception, itinerary design and premium services.

Groups and series

Adaptation of schedules, languages, capacity, logistics, accessibility and visit pace.

Co-creation

Shared product development, brand integration and collaborations with local shops and entities.

Every collaboration begins by listening to objectives and ends with a clear operational proposal.

How we work

Our approach combines service quality, care for people and respect for the destination.

Inclusion and trust

A safe environment where everyone can express themselves naturally and feel welcome.

Accessibility

Planning barrier-free routes and providing prior attention to mobility, vision or other needs.

Sustainability

Well-managed groups, walking routes, support for local businesses and a respectful relationship with residents and spaces.

Authenticity

Selection of places, stories and suppliers with genuine Seville identity, avoiding impersonal experiences.

Quality

Professional coordination, clear information, follow-up and customization of every service.

Privacy

Responsible management of data and consents in accordance with applicable European and Spanish regulations.

Seville for everyone, without giving up its identity.

Collaboration models

SEVILLA 3.0 is open to agreements with agencies, tour operators, accommodation providers, conference organizers, companies, institutions, associations, shops and tourism suppliers.

Distribution

Adding routes and experiences to catalogues, packages, conference programs and professional channels.

Tailor-made product

Creation of exclusive itineraries, private experiences and proposals aligned with each audience or brand.

Local partnerships

Integration of shops, culture, gastronomy, venues and suppliers into joint experiences.

Events and groups

Local production and coordination for meetings, incentives, celebrations and professional visits.

Contact

SEVILLA 3.0

Seville, Spain

partner@sevilla30.es

Corporate website and inquiries: www.sevilla30.es

Owner: Antonio González Sotelo · Tax ID (NIF) 28928169B · Tel. +34 655 802 863 · info@sevilla30.es

Let’s talk about the next experience.

Agencies and tour operators

Confirmed prices, VAT included: basic €18 on Fridays and Sundays; premium €25 on Saturdays. Commissions are agreed in writing.

Retail travel agencies · 15–20%

Indicative commission on the confirmed retail price for intermediary sales. The final percentage must be agreed in writing before sales begin.

Tour operators and DMCs · 20–25%

Indicative terms for groups or recurring distribution. Up to 30% only under a specific agreement, guaranteed volume and a profitability review.

B2B net rate

An alternative to commission: net rate = retail price × (1 − agreed percentage). Illustration, not a current fare: a €25 retail price at 20% gives a €20 net rate. Net rates and commissions are not cumulative.

Confirmation and settlement

The calculation basis, applicable VAT, allocations, payment schedule and cancellations will be agreed in the contract. Free invitations do not earn commission; refunds and unpaid bookings will be governed by the agreement.

Request a proposal

Please provide dates, group size, languages and tour format. We will prepare a written proposal with retail price, net rate or commission, inclusions and terms.

Payment and settlement for resellers

Net Rate model: the reseller charges its customer the official retail price and transfers the net amount to SEVILLA 3.0 after keeping its agreed commission.

Examples per person

Essential €18 with 20% commission → €14.40 to SEVILLA 3.0. Premium €25 with 20% → €20.00; with 25% (tour operator) → €18.75. VAT included.

Booking and allocation

Seats are booked in the reseller portal and deducted instantly from the single pool of 30 seats per departure, shared with the website and direct sales.

Payment for new accounts

Bank transfer of the net rate at least 48 hours before the tour, sending proof to partner@sevilla30.es. Unpaid bookings may be released.

Partners with a framework contract

Monthly summary invoice with seats and net amount, payable within 15 or 30 days as agreed.

Bank details

Account holder: Antonio González Sotelo (SEVILLA 3.0) · Tax ID 28928169B · IBAN: to be provided. Reference: reseller name + tour date.

Minimum group of 10 people

Each departure requires 10 participants. If not reached, we notify at least 48 h in advance and offer a 100% refund or a free date change.

B2B cancellations

Free up to 48 h before. Late cancellation or no-show: 100% of the net rate. Cancellation by SEVILLA 3.0: full refund.