

## Leading travel agency Madrid & Beyond to open Lisbon office December 18, 2019



Madrid & Beyond, the leading incoming luxury travel agency for Spain and Portugal, based in Madrid, will open a new office in Lisbon in January 2020. The new office will further extend Madrid & Beyond's capacity to serve luxury travelers to Iberia. Approximately 30% of the vacations the agency arranges now include Portugal, either as a stand-alone destination or combined with Spain, the most popular destinations being Lisbon, Porto (especially for foodies), the Douro Valley and the Alentejo region.

Founded by Nigel Hack in 1999, Madrid & Beyond creates authentic, personalized travel experiences across the Iberian Peninsula for discerning and sophisticated travelers. The agency began customizing vacations to Portugal several years ago and has seen business a particularly notable increase in demand in the last two years.

In 2020, further demand for Portugal is expected with new non-stop flights to the capital by TAP Air Portugal from San Francisco, Washington D.C. and Chicago on top of existing services from Boston, JFK, Miami, Newark, and Toronto. According to the Portuguese National Tourism Authority, the number of travelers from the USA has risen in 2019 for the third year in a row and is expected to exceed one million this year for the first time, doubling in less than five years.

Hack says: "We are really excited to be establishing a new base in Lisbon. We already have great contacts across Portugal and work with the best collaborators there to help our clients get under the skin of the Portuguese culture. With a permanent base in Lisbon, we'll be even better placed to develop the partnerships required – with hotels, restaurants, transport companies, and guides – to deliver the best luxury experiences for our clients."

# MADRID & BEYOND

Madrid & Beyond designs hundreds of trips every year for clients predominantly from the US and Australia. The team comprises 28 multi-lingual travel specialists and boasts a collection of important accolades. Most recently, Hack was named a Conde Nast Traveler “2019 Top Travel Specialist” and was included in Travel + Leisure’s 18th annual A-List of top agents and tour operators.

## Notes to the editor

**Madrid & Beyond** is the leading incoming luxury travel agency for Spain and Portugal based in Madrid, Spain. Founded by Nigel Hack in 1999, Madrid & Beyond creates authentic, personalized travel experiences across the Iberian Peninsula for discerning and sophisticated travelers.

The agency prides itself on being able to offer clients the most unique and unforgettable experiences that cannot be found online or in a guidebook, and on facilitating access to the most interesting people in contemporary Iberia. Madrid & Beyond’s extensive and exclusive network of collaborators, including artisans and art restorers, top chefs and winery owners, flamenco musicians and soccer insiders, allows travelers to get under the skin of Spanish and Portuguese culture. Madrid & Beyond also has excellent relationships with the best four and five-star luxury hotels across the Peninsula and takes care of all client logistics and travel requirements.

Hack, a former history teacher based in Madrid for over 20 years, set up the company out of a burning passion for Spain and a genuine desire to share more widely the people and places that had inspired him. Madrid & Beyond now designs hundreds of trips every year for clients from all over the world. The team comprises 28 multi-lingual travel specialists and boasts a collection of important accolades. Most recently, Hack was named a Conde Nast Traveler “2019 Top Travel Specialist” and was included in Travel + Leisure’s 18th annual A-List of top agents and tour operators.

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