



5 - 8 DECEMBER 2022
DUBAI WORLD TRADE CENTRE

HOW TO START A GLAMPING RESORT IN THE MIDDLE EAST

CALUM MACLEOD
GLAMPITECT GLOBAL CEO

6TH DECEMBER 2022





GLampitect

Bringing sustainable luxury to the
Middle East

Key Businesses

GLampitect

Champion of sustainability in the glamping industry.

Formed shortly after opening NC500Pods to help others set up their own glamping sites.

UK glamping market leaders & authority.

900
CLIENTS
ASSISTED TO DATE

Glamping-specific feasibility, planning and digital services.

nc500pods

Established in 2019 by Calum.

High-end luxury glamping pods.

RESCOM

Your Project is Our Business

Established in UAE since 2015

8 years of MENA construction experience

Both sites profitable from day 1.

2ND
SITE OPENED
— IN 2020

Voted best glamping site in 2019

Hospitality projects with the worlds leading brands

Projects spanning over 3 continents

Notable projects:
Ain Dubai (Dubai Eye) and Dubai Airport

My own resorts



[Achmelvich](#)

[Brora](#)

What are Glamping Pods?



What are Glamping Pods?



What is a Glamping Resort?



What is a Glamping Resort?



Where to Use Glamping Pods



Luxury Glamping Site

- ▲ Highly Profitable & Desirable
- ▲ Sustainable Accommodation
- ▲ Built Off-Site

Event Accommodation

- ▲ Temporary, Removable Accommodation
- ▲ High Level of Luxury for Prestigious Visitors
- ▲ Services can be Temporary



Where to Use Glamping Pods



Villa or Hotel Extension

- ▲ Add a Gym or Massage Room
- ▲ Numerous Applications
- ▲ No Work to Existing Buildings

Beach Cabanas

- ▲ Highest Level of Beach Luxury
- ▲ Day Accommodation for Guests
- ▲ Extremely Profitable



#THEBIG5EXHIBITION
www.thebig5.ae

Benefits of Glamping Pods



Manufactured in the Middle East

Easily Transported
Forklift - Truck - Crane

Delivered Fully Built and Ready to Use

Equipped For Middle East Climate

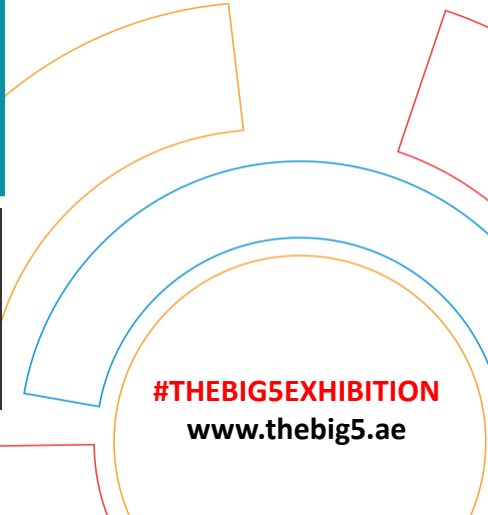
FULLY INSULATED WITH KITCHEN AND ENSUITE BATHROOM

The diagram shows a cross-section of a glamping pod. Black arrows point downwards from the top, representing heat entering the pod. Blue arrows point upwards from the interior, representing heat being reflected back down. The interior is shown through an arched opening, featuring a kitchen and a bathroom. The text 'FULLY INSULATED WITH KITCHEN AND ENSUITE BATHROOM' is written in white on a dark background.

BESPOKE DESIGN OPPORTUNITIES

Any Shape You Want

Any Size You Want



#THEBIG5EXHIBITION
www.thebig5.ae

WEATHER

- Is the pod equipped for hot weather?
Yes, all external materials are rated to withstand temperatures of 60 degrees plus.
- Is the pod waterproof?
Yes, the pod is externally watertight. It also includes a waterproof membrane for extra protection.
- Does the pod come with Air Conditioning?
Yes, all pods come with AC as standard.

DESIGN

- Can the pod be bigger?
Yes, the pod can be whatever size you like. However, we would suggest a width of no more than 3.3m to keep transport costs down.
[Is this the only shape?](#)
- Your pod can come in any shape you like. We can assist with designing the pod internally and externally.
[What is the internal finish?](#)
- As standard the pod is finished in whitewood, however this can be changed to specification. Laminate or vinyl wrapping could be used to reduce cost and increase variability.

FAQs

DELIVERY

- Does the pod come fully built?
Yes, the pod comes fully prefabricated, ready to plug and play.
[Where can the pods be delivered to?](#)
- We can deliver worldwide. However, we are focused on the UAE and Saudi Arabia due to lower transport costs and times.
[How does the pod get delivered?](#)
- As standard all pods are delivered by road, however they can be shipped if necessary.

MANUFACTURE

- Where are the pods manufactured?
All pods are fully built in Dubai.
- Does the pod come with a warranty?
Yes, the entirety of the pod comes with a 2 year warranty, however several components warranties are much longer. The roof tiles, for example, come with a 40 year warranty.

How to Start a Glamping Resort in the Middle East



- o Market Demand
- o Acceptable ROI
- o Land
- o Investment
- o Designs & Approvals
- o Site Infrastructure
- o Glamping Pods
- o Staffing
- o Marketing

Organized by

dmg events

GIΔmpitect

LUXURY GLAMPING PODS

#THEBIG5EXHIBITION
www.thebig5.ae

Market Demand



- o Do you have a desirable location or can you get one?
- o Is there things to do nearby or will you make yourself a destination?
- o Are you interested in tourist, resident or local market?

Organized by

dmg events

GI Ampitect

LUXURY GLAMPING PODS

#THEBIG5EXHIBITION
www.thebig5.ae

Acceptable ROI

- o How much return on investment is acceptable to you?
- o A site in the Middle East can have ROI < 2 years

60 unit site = ~ 20m AED cost
ADR 1200, 60% occupancy
15.8m AED revenue ~ 10m AED profit
ROI = 2 years

#THEBIG5EXHIBITION
www.thebig5.ae

Organized by

dmg events

GIΔmpitect

LUXURY GLAMPING PODS



Land



- o Do you already have land or can you acquire it?
- o Is it in a suitable location, as per Market Data?
- o Is your land suitable for glamping? Utilities?

Organized by

dmg events

GIΔmpitect

LUXURY GLAMPING PODS

#THEBIG5EXHIBITION
www.thebig5.ae

Investment



- o What is the investment required?
- o Do you have the investment required?
- o Can you get the investment required?

Organized by

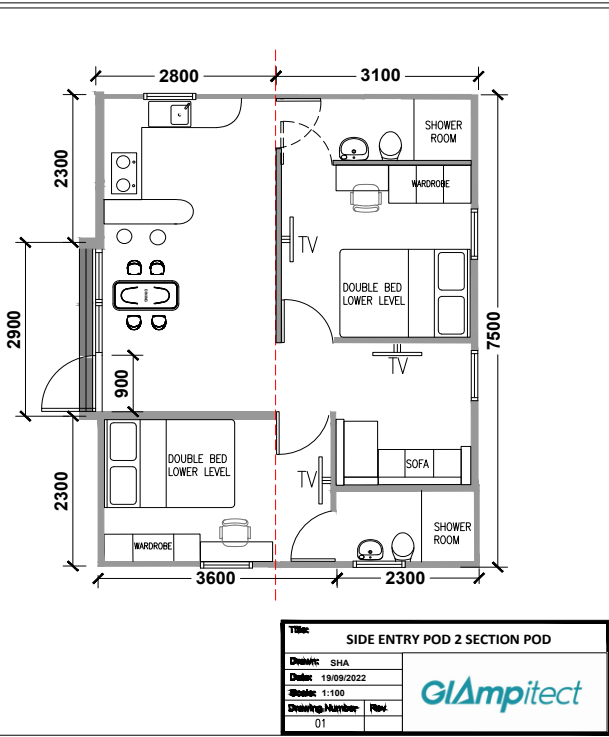
dmg events

GIΔmpitect

LUXURY GLAMPING PODS

#THEBIG5EXHIBITION
www.thebig5.ae

Designs & Approvals



Organized by

dmg events

GI Ampitect

LUXURY GLAMPING PODS

- o Do you have an architect that can help with the designs of the resort?
- o Can you get municipality approvals?
- o Do you have a good manufacture of glamping pods to work with?

#THEBIG5EXHIBITION
www.thebig5.ae

Site Infrastructure



- Need to install utilities and road infrastructure
- Pods must be placed on a solid base and landscaped around
- This work can go on at the same time as the pod build

Organized by

dmg events

GI Ampitect

LUXURY GLAMPING PODS

#THEBIG5EXHIBITION
www.thebig5.ae

Glamping Pods



- o Are you using the best glamping pod manufacturer in the Middle East?
- o Do you have a great design?
- o Pods will be delivered when site infrastructure is complete after off-site build

Organized by

dmg events

GIΔmpitect

LUXURY GLAMPING PODS

#THEBIG5EXHIBITION
www.thebig5.ae

Staffing



Organized by

dmg events

GI Ampitect

LUXURY GLAMPING PODS

- o Glamping sites are not staff heavy
- o Main requirement is cleaning by far, then maintenance
- o Only high paid member of staff would be a general manager

#THEBIG5EXHIBITION
www.thebig5.ae



- o You must market through the correct channels. Social media & booking channels
- o You must have a great website
- o Use of influencers is great in this market

Organized by

dmg events

GIΔmpitect

LUXURY GLAMPING PODS

#THEBIG5EXHIBITION
www.thebig5.ae

How to Start a Glamping Resort in the Middle East - Recap



- o Market Demand
- o Acceptable ROI
- o Land
- o Investment
- o Designs & Approvals
- o Site Infrastructure
- o Glamping Pods
- o Staffing
- o Marketing

Organized by

dmg events

GIΔmpitect

LUXURY GLAMPING PODS

#THEBIG5EXHIBITION
www.thebig5.ae

What Next?



Speak to Glampitect to assist with:

- o Glamping Pod Designs
- o Glamping Resort Designs
- o Glamping Pod Manufacture
- o Glamping Resort Build
- o Glamping Resort Management



Organized by

dmg events

Glampitect

LUXURY GLAMPING PODS

#THEBIG5EXHIBITION
www.thebig5.ae

THANK YOU

Talks

Concrete

Talks

Facilities
Management

Talks

Geotechnical
& Engineering

Talks

HVAC R

Talks

Offsite
& Modular

Talks

Project
Management

Talks

Solar

Talks

Stone Design

Talks

Technology

Talks

Urban Design
& Landscape