EXPERIENCES AND GROUND SERVICES CATALOG FOR B2B PARTNERS

PIPA LOCAL TRIPS



MULTICULTURAL BRAZIL, PRESENTED BY THE PEOPLE WHO LIVE IN PIPA.

Local experiences, ground handling and tailor-made itineraries for travel agencies, tour operators, DMCs, hotels and guesthouses.

PIPA BEACH · TIBAU DO SUL · RN · BRAZIL

PIPALOCALTRIPS.COM

FOR THOSE WHO SELL THE TRIP

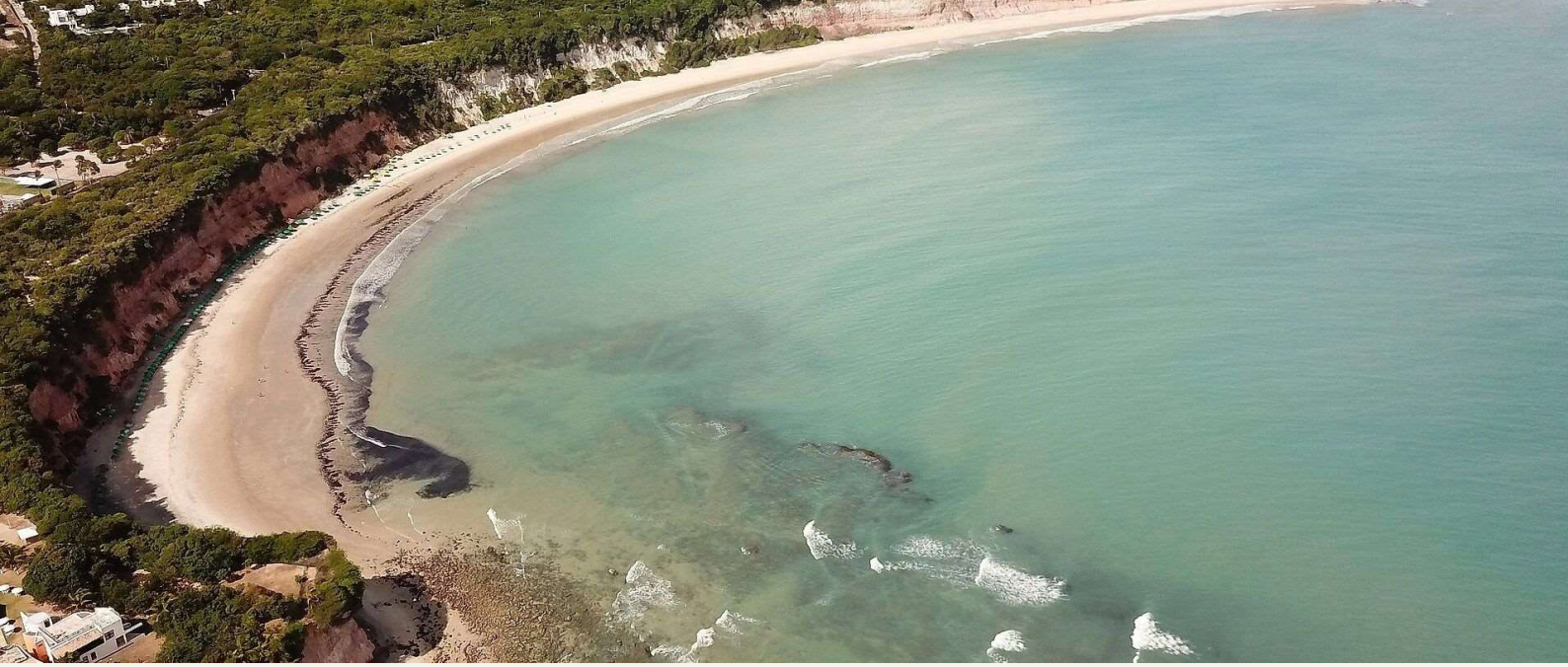
ALL OF BRAZIL IN ONE PLACE.

Selling a trip means making a promise, and then relying on someone at the destination to keep it.

Pipa Local Trips is that presence in Pipa: people who know the tide times, the viewpoint away from the crowds and the name of whoever cooks the fish for lunch. Experiences led by biologists and village residents, transfers, group coordination and support from the first day to the last.

IN THIS CATALOG

The territory	03	Silent Party	14
Pipa and the international market	04	Tailor-made itineraries	16
About us	05	Ground services for partners	17
Why work with us	06	Sustainability	18
Experiences	07	Terms and contact	19



THE TERRITORY

ONE TERRITORY, MANY SIDES OF BRAZIL.

Pipa is a district of Tibau do Sul, on the southern coast of Rio Grande do Norte, about 85 km (53 mi) from Natal. Red cliffs, remnants of Atlantic Forest and a bay where dolphins swim close to the shore share the landscape with a village of fishermen, artisans and travelers from all over the world.

Dolphin Bay

Wild dolphins in their natural habitat, seen on foot.

Ecological Sanctuary

Atlantic Forest on top of the cliffs.

Guaraíras Lagoon

Mangroves, dunes and artisanal fishing.

Meeting of cultures

Local Potiguar tradition and the world in one village.

THE WORLD WANTS A DIVERSE BRAZIL. PIPA IS PART OF IT.

+27.25%

more foreign tourists entering through Rio Grande do Norte's borders, from 20,368 in 2023 to 25,919 in 2024.

TOP SOURCE MARKETS IN 2024

Argentina, Portugal, Uruguay, Chile and the United States

DIRECT INTERNATIONAL FLIGHTS

From Lisbon and Buenos Aires, with 36,780 seats from January to June 2025

TIBAU DO SUL IN OFFICIAL PROMOTION

Featured in Embratur's 2023 campaign for the Latin American market and on press trips with journalists from France in 2023, and from Argentina and Chile in 2024.

BRAZIL IN 2024

More than 6 million foreign tourists, up 14.6% from 2023, according to Sebrae and Embratur.

For operators working these markets, a partner in Pipa means arriving with a ready product, led by people who know the territory.

SOURCES: EMBRATUR, SEBRAE, BRAZILIAN FEDERAL POLICE, ANAC AND FORWARDKEYS

ABOUT US

YOUR GUIDES ARE LOCALS.

An ecotourism and ground services company based in Pipa Beach. Experiences are led by biologists, environmental educators, instructors and residents who know the trails, the tides and the points of care along each route.

Pipa Local Trips knows Pipa because it lives here.

SOME OF OUR PEOPLE

Ras Barack
Local biologist, Pipa Sunset City Tour

Vinícius Thawaan
Birdwatching

Mariana Ferro
Surfing, longboard athlete

Naldo Pereira
Skateboarding instructor

Native fishermen
Guaraíras Lagoon



"Conscious, deep tourism, grounded in the experience of being in this abundant nature."

MILENA BORGES · GOOGLE

WHAT TO ASK BEFORE SELLING THIS BRAZIL TO YOUR CLIENTS.

“Will they be on time?”

Schedules follow the tide table and are confirmed with each booking, along with the meeting point and instructions.

“Will the guide be qualified?”

Tours are led by local biologists, environmental educators and instructors, with content on wildlife, plants and culture.

“What if the flight is delayed?”

Transfers with real-time flight tracking and support for unexpected schedule changes.

“Will my client have someone to call?”

WhatsApp support from the first day to the last, and a dedicated local coordinator for groups.

“Is the company officially registered?”

Registered with Cadastur, Brazil's Ministry of Tourism, under CNPJ 67.186.844/0001-40.

Your agency's reputation travels with your client. Here, it arrives at a destination where someone answers for it.

EXPERIENCES

NINE EXPERIENCES, NINE WAYS TO DISCOVER PIPA.

Each one can be sold on its own, combined into packages or built into multi-day itineraries.

NO.	EXPERIENCE · THEME	PAGE
01	**Pipa Sunset City Tour** Culture and sunset	08
02	**Dolphin Eco Walk** Nature and marine wildlife	08
03	**Guided Immersion in the Pipa Ecological Sanctuary** Atlantic Forest	09
04	**Sunset Hawaiian Canoe** Sea, sport and contemplation	11
05	**Birdwatching · Observação de Pássaros** Wildlife and contemplation	10
06	**Snook Fishing in Guaraíras Lagoon** Sport fishing	11
07	**Guaraíras EcoPark Expedition** Nature, culture and adventure	12
08	**3-Day Retreat** Group immersion	13
09	**Silent Party** Events and groups	14

To complete itineraries: surf lessons for women, skateboarding lessons and transfers from Natal, Recife and João Pessoa.



01 · CULTURE AND SUNSET

PIPA SUNSET CITY TOUR

Historic and artistic landmarks of the village, viewpoints and sunset at Mirante Sunset, with tips on small local businesses.

Ideal for the first afternoon: clients get their bearings and make the most of the rest of their stay.

Relaxed pace, led by a local biologist.

First-time visitors, families, couples, seniors

02 · MARINE WILDLIFE

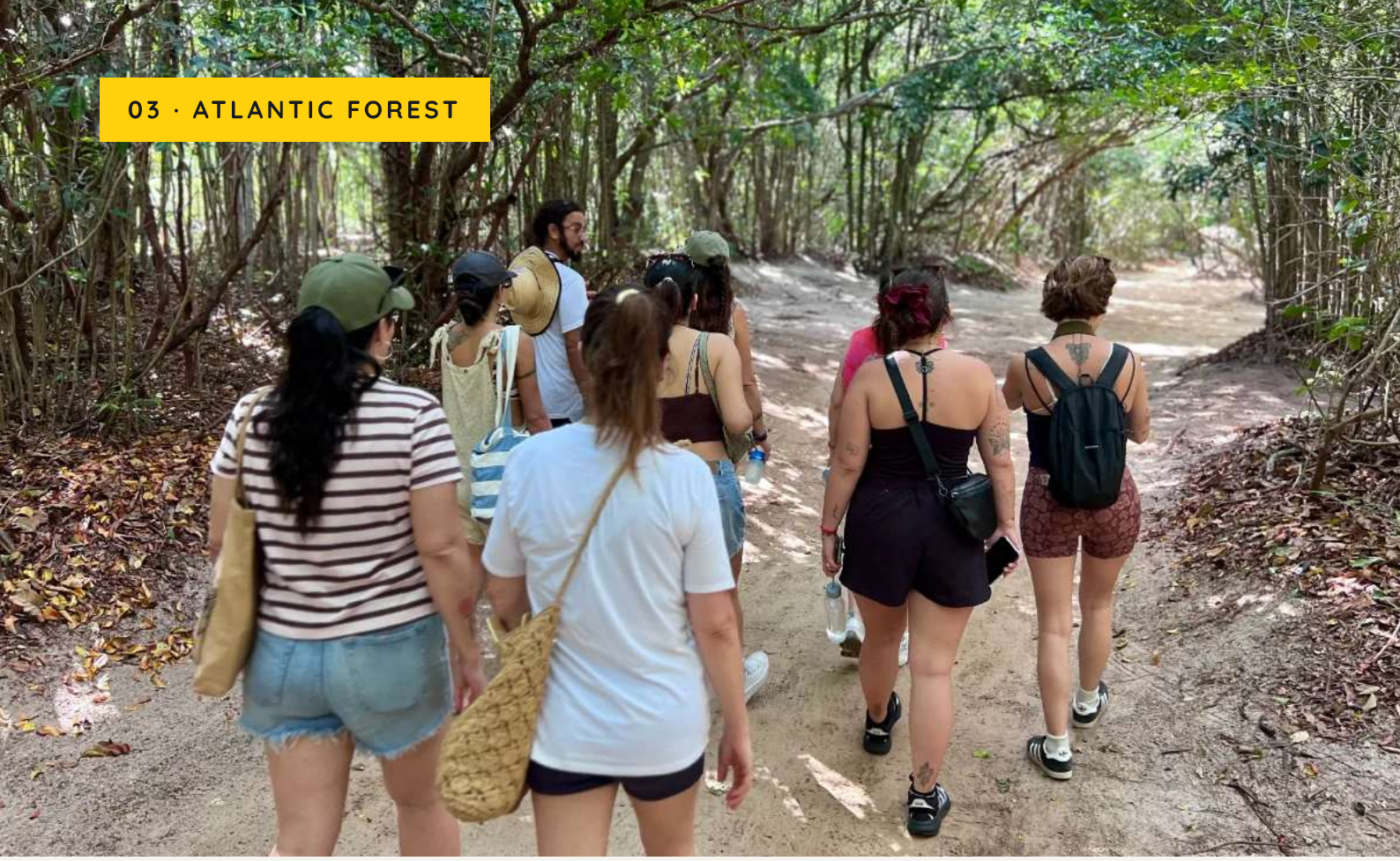
DOLPHIN ECO WALK

Beaches and cliffs on foot, with no engines and no chasing the animals, plus environmental education and voluntary litter pick-up.

95% sighting rate, according to our operations. Dolphins are wild, so sightings are not guaranteed.

Ecotourists, young travelers, families





03 · ATLANTIC FOREST

GUIDED IMMERSION IN THE PIPA ECOLOGICAL SANCTUARY

Well-maintained trails, mostly in the shade and at a comfortable pace, with viewpoints over Dolphin Bay and Madeiro Beach. It ends with beach time at Madeiro.

WHY SELL IT

An accessible trail that suits all ages

IDEAL FOR

Couples, families and ecotourists

Part of the entrance fee supports the management plan, conservation and local environmental guides.



05 · WILDLIFE AND CONTEMPLATION

BIRD WATCHING

Observação de Pássaros

An early-morning start, when birds are most active, through the Atlantic Forest and coastal ecosystems to observe, identify and photograph native birdlife.

Quiet and low-impact. Endemic or rare species may appear when present in the area.

A niche product for operators serving photographers and birders.

- ✓ Species identification
- ✓ Habitats and behavior
- ✓ Nature photography
- ✓ Environmental education

The early start leaves the rest of the day free for other experiences on the itinerary.

GUIDE

Vinícius Thawaan

IDEAL FOR

Birders, photographers and families

SEA AND SPORT

ON THE WATER, AT THE PACE OF GUARAÍRAS LAGOON.



04 · WATER SPORTS

SUNSET HAWAIIAN CANOE

A group paddle in a Va'a outrigger canoe in the late afternoon, with no engine. Sport, teamwork and contemplation.

Great for group and corporate team building



06 · SPORT FISHING

SNOOK FISHING

Two native guides who know the channels of Guaraíras Lagoon. Catch and release, or catch and keep, within regulations.

Up to 3 people per trip



07 · OFF THE BEATEN PATH

GUARAÍRAS ECOPARK EXPEDITION

Guaraíras EcoPark

Around Guaraíras Lagoon to Senador Georgino Avelino: mangroves, trails, native seedling planting and nearby communities.

Pipa → Guaraíras Lagoon → EcoPark → Santo Antônio Achado Viewpoint

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A reason for clients who already know Pipa to come back.

3-DAY RETREAT



Immersion in the culture and nature of Pipa Beach

A three-day product with its own storyline, for small groups, ready to join your agency's portfolio.

Day 1

Culture and discovery

Village, history, viewpoints and sunset

Day 2

Nature and territory

Lagoon, trails, planting and community

Day 3

Atlantic Forest and wellness

Sanctuary, Madeiro and farewell

WHAT THE PROGRAM INCLUDES

- ✓ Welcome and destination briefing
- ✓ Pipa Sunset City Tour
- ✓ Viewpoints and sunset
- ✓ Ecological Sanctuary immersion
- ✓ Time at Madeiro Beach
- ✓ Local cuisine
- ✓ Evening cultural program*
- ✓ Guaraíras EcoPark and Lagoon
- ✓ Native tree planting
- ✓ Yoga
- ✓ Community experiences
- ✓ Pipa EcoFair*
- ✓ Relaxation or massage*
- ✓ Farewell dinner

* Subject to schedule. Meals, accommodation and transportation are confirmed in each proposal.



SILENT PARTY

A full dance floor, music in the headphones and the neighbors sleeping peacefully. That's the Silent Disco vibe in Pipa Beach.

Each guest gets a wireless headset, sanitized and charged, and chooses between three channels, each with its own DJ and color. An evening program that hotels, guesthouses and groups can offer with no loud music outside.

- Blue channel
- Green channel
- Red channel



A DANCE FLOOR THAT FITS YOUR VENUE.

“What about the noise?”

Sound goes straight to the headphones, which suits events in residential and natural areas.

“Do I need infrastructure?”

Light setup, ready in a few hours, with no large sound system. Headphones, DJs and staff included.

“What about promotion?”

Support with event marketing, from promotion to social media content, customized for each occasion.

USE CASES

Hotels and guesthouses · Corporate events · Incentive travel · Groups · Retreats · Private parties

ALREADY HELD AT CHAPADÃO AND MAPU ECOHOSTEL

TAILOR-MADE ITINERARIES

PIPA, TAILOR-MADE.

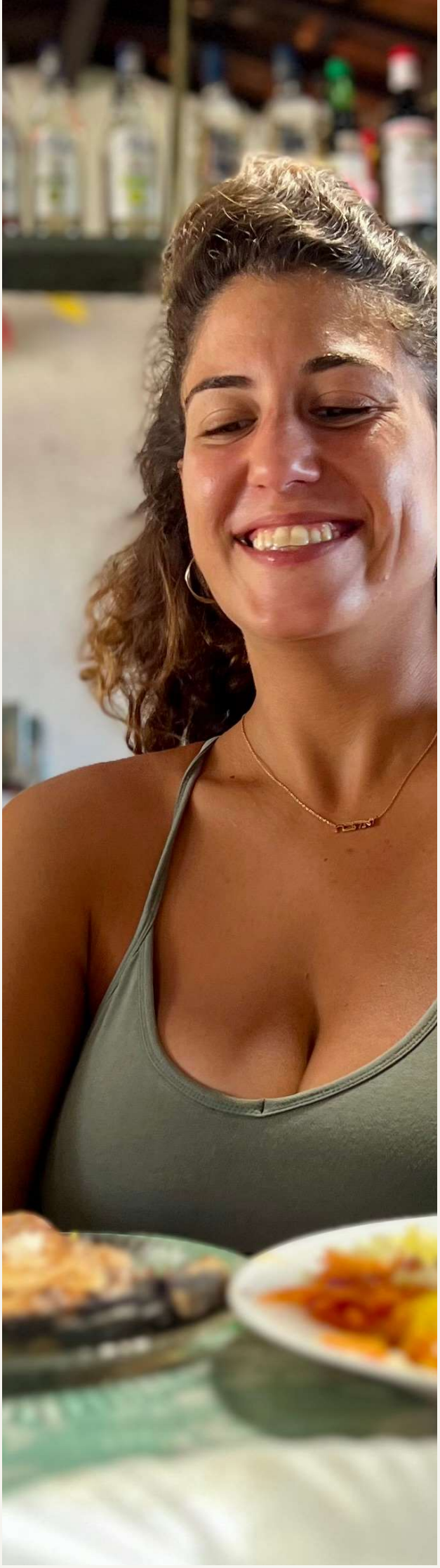
Not the traveler squeezed into a ready-made itinerary.

Trails, sea, culture and rest, combined at each group's pace.

WHO WE DESIGN FOR

Families	Groups of friends
Affinity groups	Companies
Incentive trips	Retreats
Educational groups	Nature
Cultural itineraries	Events

1. **Briefing:** dates, group size, profile and interests.
2. **Proposal:** a designed itinerary with rates for your operation.
3. **Operation:** local coordination and support throughout the stay.



GROUND SERVICES FOR PARTNERS

A PIECE OF BRAZIL IN YOUR OPERATION.

Your clients receive in Pipa the same care promised at the time of sale.

Transfers	From Natal, Recife and João Pessoa. Vans, compact MPVs, executive sedans and minibuses on demand. Personalized name sign at Natal Airport and real-time flight tracking.
Groups	Dedicated local coordinator, radio or WhatsApp, and flexible schedules.
Experiences	Our own portfolio, sold individually or in packages. 4x4 tours along the south coast and boat trips in Dolphin Bay on request.
Accommodation	Recommended partner lodgings in the village.
Support	From the first day to the last, via WhatsApp.

FOR YOUR TRAVELER

“Who's picking me up?” and “Who do I contact if I need to change something?” are answered before departure.

Agencies · Tour operators · DMCs · Hotels · Guesthouses · Companies · Events · Incentive travel



SUSTAINABILITY IN PRACTICE

A DIVERSE BRAZIL IS WORTH PRESERVING.

Hands-off wildlife viewing
Dolphins seen on foot, with no engines.

Native seedlings
Planted at Guaraíras EcoPark.

Responsible fishing
Catch-and-release option.

Environmental education
Led by biologists.

Funding for conservation
Sanctuary entrance fees support its management.

Litter pick-up
During the Dolphin Eco Walk.

Income for the village
Native guides, fishermen and shopkeepers.

Less noise
Silent Party with reusable headphones.

COMMERCIAL TERMS FOR PARTNERS

TERMS DESIGNED TO TAKE PIPA TO THE WORLD.

B2B rates and terms on request.

Provided according to volume, season and each operation's profile.

Net rates	On request
Commission	On request
Groups	On request
Payments	On request
Cancellations	On request
Bookings	Via WhatsApp, with date, meeting point and instructions confirmed
Validity	On request

WHAT SPEEDS UP A QUOTE

- ✓ Arrival and departure dates
- ✓ Group profile
- ✓ Transfer needs
- ✓ Number of people and ages
- ✓ Experiences of interest
- ✓ Accommodation, if already booked

With this information, our team sends back a proposal ready to go into your package.



CONTACT

PIPA BEACH IS WAITING FOR YOUR CLIENTS.

A group, a date or just an itinerary idea is enough to get started.

Discuss a partnership on WhatsApp

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LOCATION
Pipa Beach, Tibau do Sul, RN, Brazil

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