

**Call for Expression of Interest from Maltese Hospitality Trade**  
**FITUR FAIR**  
**MADRID - SPAIN**  
**18-22 JANUARY 2023**

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The Malta Tourism Authority would like to invite DESTINATION MANAGEMENT COMPANIES interested in the Spanish Market and HOTELIERS to participate on the Malta Tourism Authority Stand, at FITUR 2023, by taking up a space, on a co-sharing basis. The size of the Malta Stand is 30sq. metres and will accommodate a total of three meeting tables. The overall stand decoration, including the respective meeting tables, is at the sole discretion and responsibility of the MTA.

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**Two tables are therefore being offered to the local hospitality trade. No more than two representatives from the Hospitality trade, may occupy a table. Each table may seat a maximum number of 4 persons only at any time.**

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Should the interest from the local trade exceed the two tables available, participants will be determined via lottery draw to be held at the offices of the MTA on Wednesday 30<sup>th</sup> November, 2022.

**Your meeting table on the Malta Stand**

The space renting fee for a meeting table will be that of **€2,300** (inclusive of an 18% VAT refundable). Co-sharing by two firms (Hotelier/DMC, etc) is allowed, however in that case, the fee per co-sharing firm shall be **€1,400** each firm (inclusive of an 18% VAT refundable). *No more than a total of 2 persons per table from the trade (solo firm or co-sharing firms) is allowed on the stand.*

As a co-exhibitor, you are required to man your table. You may display your own publicity material and collateral (company brochures, flyers, etc) on the meeting table only. No posters, no pop-up stands and no dropdowns are allowed on the Malta stand, as these will negatively affect the overall design of the stand.

**Confirming your Application & Participation**

It is of utmost importance that would-be participants complete and return by email, their interest via the Application Form hereunder, as well as the co-sharing information sheet, marked as Appendix A on a separate sheet. All forms should be duly filled in completely. Please use your company's official email addresses/letterheads when replying to the Expression of Interest. Should trade interest exceed the number of tables/ spaces available, participants will be determined via lottery draw on Wednesday 30<sup>th</sup> November 2022.

Once we receive confirmation of your intention to participate the Malta Tourism Authority and tables have been assigned, as per above guidelines, the MTA shall issue an invoice for the co-sharing amount due. Your participation and space shall only be considered confirmed by this Office upon receipt of your remittance, within 10 days of invoice. Failure to submit payment within the stipulated time, shall give the MTA the right to assign your space to another applicant.

Attached please find the revised MTA Fair Stand Regulations regarding participation in fairs.

**Allocation of meeting tables**

Once your space booking is confirmed, we will forward a copy of the Malta Stand layout. The allocation of meeting tables shall be on a first come/first served basis. Should more applicants than the available tables apply, then the participants shall be drawn by lot by MTA officials, at MTA Head Office on Wednesday 30<sup>th</sup> November, 2022 at 1500hr.

We trust that the above information is clear. However, please do not hesitate to contact the undersigned should you require any further clarifications or assistance.

Yours sincerely,



**Francesca Vincenti**  
Marketing Manager – Latin Markets

Marketing Directorate

**APPLICATION OF INTEREST: Participation at FITUR, Madrid, Spain – January 2022**

Yes please: I confirm my interest in participating in: -

- ☐ 18 – 22 January 2023                      Fitur, Madrid - Spain
- ☐ No Thank You. I do not wish to participate
- ☐ I am participating together with another firm/co-sharing table (please complete separate Appendix with your co-sharing details)

Name of Company Representative:

\_\_\_\_\_ Contact Email: \_\_\_\_\_

Contact Telephone: \_\_\_\_\_

Company: \_\_\_\_\_

Company Address: \_\_\_\_\_

\_\_\_\_\_

Rubber Stamp of Company if Available

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**IMPORTANT**

Kindly note that only signed & completed applications, sent to the undersigned francesca.vincenti@visitmalta.com shall be accepted and taken into consideration.

  
Francesca Vincenti  
Marketing Manager  
Malta Tourism Authority  
Telephone: 00356 22915 277  
francesca.vincenti@visitmalta.com

**PARTICIPATION ON THE MALTA TOURISM AUTHORITY STAND**

**FITUR  
MADRID - SPAIN  
18<sup>th</sup> to 22 JANUARY 2023**

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**PLEASE COMPLETE IN BLOCK CAPITALS:**

- (a) Name of participating exhibitor company's name as it should be on the table plate and sign-boards.

1. \_\_\_\_\_

2. \_\_\_\_\_  
(if co-sharing)

- (b) Participating exhibitor company's logo/s  
Information enclosed: yes/no\*  
Please send these with your application!

- (c) Name(s) and designation(s) of the company's representative/s attending on the Malta Stand

1. \_\_\_\_\_

2. \_\_\_\_\_

- (d) My company will be the Sole Table Occupant  
My company shall Co-Share with\*  
*If co-sharing, please insert name of Partner/Firm*

\_\_\_\_\_

(Signature and designation of  
Official giving above information)

Date \_\_\_\_\_

**Firm's Stamp:**