

Expression of Interest

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| Event name: | The Meetings Show + Post Fam Trip |
| Event Date: | 28 th & 29 th June 2023 / Post Fam Trip 29 th June – 02 nd July 2023 |
| Event Type: | Exhibition & Fam Trip |
| Event Format: | 2 Days Exhibition, 3 Day Fam Trip |
| Participation: | We are looking for ONE (1) x 4 STAR/5 STAR CONFERENCE HOTEL to join us on the Malta Stand and Post-Fair Fam Trip. |
| Event Statistics: | <p>Live TMS 2019 Key Stats</p> <ul style="list-style-type: none"> • 5,214 attendees to the show (visitors and exhibitors) • Visitor side attendance increased by 11% • Over 900 hosted buyers • Over 1200 visitor buyers • Pre-scheduled hosted buyer appointments 12,077 <p>Virtual TMS 2020 Key Stats</p> <ul style="list-style-type: none"> • 4056 registered attendees • 1,364 qualified buyers • 52,822 messages exchanged • 4,226 video calls • 32 average contacts per exhibitor • 17 average video calls per exhibitor |

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| | <p>Live TMS 2021 Key stats</p> <ul style="list-style-type: none"> • 4,698 Total Attendees • 1,033 Total Buyer Attendees • 991 Business Travel Buyer Exchange • 25 avg. Meetings per Exhibitor • 17 avg. pre-scheduled appointments per Exhibitor <p>Live TMS 2022 Key stats</p> <ul style="list-style-type: none"> • 5,659 Total Attendees • 1,105 Total Buyer Attendees • 85% of visitor buyers were from the U.K. • 43% of visitor buyers attended for the first time in 2022 • Pre-scheduled hosted buyer appointments 5,480 • 16 avg. Meetings per Exhibitor |
| Buyer Markets: | U.K., Europe and other nationalities |
| Profile of buyers: | Meetings, Incentives, Conferences and Events Agencies. The show is co-located with Business Travel Show Europe, as well as Northstar's sister event: TravelTech Show. |
| Destination: | Excel, London |
| Venue: | <p>Address:</p> <p>ExCeL London One Western Gateway Royal Victoria Dock London E16 1XL</p> |
| Participation Cost: | <p>€3000.00 per company, including VAT for attendance at the Meetings Show.</p> <p>The Post Fam Trip will be fully sponsored by VisitMalta Incentives & Meetings.</p> |

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| Participation Cost Includes: | <ul style="list-style-type: none"> • A profile in the exhibitor list on the show website • An exhibitor profile in the printed show preview and show guide • Exhibitor Badges which need to be reserved preshow • Access to the appointment system and exhibitor diaries • Access to education seminars • Access to networking events • Shared desk space for appointments on the VisitMalta Incentives & Meetings stand <p>In addition to the above, this year we will also be hosting a Fam Trip for the Hosted Buyers attending the Fair. The Fam Trip will take place from 29th June – 02nd July 2023.</p> <p>The trade partners who will be selected to attend The Meetings Show on the Malta stand, will also be committing themselves in hosting this Fam Trip in collaboration with VisitMalta Incentives & Meetings.</p> <p>All costs related to this Fam Trip will be fully sponsored by VisitMalta Incentives & Meetings.</p> |
| Event Website: | www.themeetingsshow.com |
| Registration deadline: | <p>Any interested parties should register their interest by Friday, 17th February 2023, at 12:00hrs by sending an email to Lindsey Thorpe lindsey.thorpe@visitmalta.com and Alexia Camilleri on alexia.c.camilleri@visitmalta.com</p> |
| Lottery Draw: | <ul style="list-style-type: none"> • Should interest exceed allocated slots, trade participation will be determined via a lottery draw which will take place at MTA UK Office on Monday, 20th February 2023 at 12:00hrs. • A list of those companies that registered interest but were not drawn will be kept on a waiting list. • Should a company cancel their participation; the next company in sequence order will be eligible to participate in the event. |

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| Registrations: | <ul style="list-style-type: none"> • Kindly note that space available on the stand is limited to local operators within the conference and incentive sector and that are licensed in accordance with the MTA; • As per MTA policy, right of first refusal for participation is given to Conference Hotel partners; • If less than the required number of trade participants for the event is registered, the expression of interest will be open to other licensed trade members which focus on MICE/C&IT business. |
| Invoice & Payment Terms: | <ul style="list-style-type: none"> • Once participation is confirmed, the respective trade partner will receive an invoice from MTA. Payment terms will be stated on this invoice. • Only fully paid-up commercial partners are allowed on the Malta stand. • Unless your company settles the full participation fee with Malta Tourism Authority within the stipulated deadlines above, your company representative will not be allowed on the Malta stand. |
| Cancellation Fee: | <ul style="list-style-type: none"> • Should your company decide not to participate in the fair, following confirmation, the deposit will be retained by Malta Tourism Authority as a cancellation fee. Kindly note that Malta Tourism Authority is financially committed to the fair organisers for the space booked on behalf of co-exhibitors. The response to this email will bind us with regards to the stand size we will be contracting, and we therefore request our co-exhibitors to honour their commitment |
| Participants Per Company: | <ul style="list-style-type: none"> • In order to maximize on the table space and avoid overcrowding we will accept only ONE company representative per company; • No company will be allowed any additional personnel on their table; • Stand partners are to promote only the Maltese Islands. |

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