

**PARTICIPATION IN
Trade Workshop in Napoli 3rd April 2023**

DEADLINE : 15th MARCH 2023

**EXPRESSION OF INTEREST
EOI-MTA/MRKfV/ITA001-2023**

The Malta Tourism Authority shall be participating in a B2B workshop in Naples organised by Italian company TRAVEL AROUND ITALIA. This workshop is for Tourism Trade interested in General Leisure business. The workshop shall take place over one day only, on Monday 3rd April 2023.

Through this workshop, the Authority aims to increase the presence and promotion of the Maltese Islands with the Italian trade. The exercise supports and compliments the increase in routes between Italy and Malta, with a special focus on flights from Naples with Ryanair, Easy Jet and with Air Malta. Air Malta has started operating this sector as from March 2023.

The MTA shall select ONE (1) Destination Management Company with one representative from the company, to participate in this workshop. The selected Malta DMC shall **share a desk** with the Malta Tourism Authority.

The selected DMC shall receive an invoice directly from **TRAVEL AROUND ITALIA**. Confirmation of participation of the selected DMC is only made upon receipt of payment via Travel Around Italia. Should the selected DMC fail to settle the invoice, another DMC shall be selected to participate. **PARTICIPATION FEE €500 + 22 % VAT (Italy VAT)**

EVENT DETAILS

This will be an all-day event on 3rd April 2023, between 0900hr – 2200hr.
28 operators are being hosted and there shall be 200 seats available for travel agents attending the workshop. A dedicated lunch and dinner buffet, with drinks is being organised by the event planner.

The most important "Media Partners" in Italy shall be covering the event. As such, there shall be audio/video filming throughout the workshop, with dedicated interviews being held with participants and organizers, ensuring wide visibility for all participants.

Deadline for Expression of Interest: 15th March 2023

Should the number of valid Interests received by the Authority exceed the one space available, the participant shall be determined via an online random selector. This shall be carried out at the Head Offices of the Malta Tourism Authority on 15 March 2023, 1400hr.

The Malta Tourism Authority shall forward the company details of the selected participant to TRAVEL AROUND ITALIA who shall directly invoice the DMC. Confirmation of participation shall only be made upon receipt of payment by Travel Around Italia. Should the selected DMC fail to settle the invoice, another DMC shall be selected to participate.

KINDLY COMPLETE THE BELOW AND RETURN BY EMAIL

- ☐ **Yes - I am interested to participate on 3 April 2023 at the Travel Around Italia, Trade Workshop, Naples**
- ☐ **No - I do not wish to participate**

Company:

Address:

Website:

Representative:

Email:

Telephone:

Rubber Stamp if Available

Signature: _____ **Date:** _____

Kindly note that only signed & completed applications, sent to francesca.vincenti@visitmalta.com shall be accepted and taken into consideration. For any questions related to this Fair please contact Cristina Schena (MTA Italy) on email cristina.schena@visitmalta.com or telephone +39 06 39870451

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