

## Expression of Interest

<b>Event name:</b>	IMEX Frankfurt 2023
<b>Event Date:</b>	23 <sup>rd</sup> – 25 <sup>th</sup> May 2023
<b>Event Type:</b>	Exhibition
<b>Event Format:</b>	3 Days Exhibition
<b>Participation:</b>	Participation is open to: <ul style="list-style-type: none"> <li>- TWO (2) x Convention Centres</li> <li>- SIX (6) x Quality Assured DMCs</li> <li>- SIX (6) x Five Star Conference Hotels</li> <li>- TWO (2) x Four Star Conference Hotels</li> </ul>
<b>Event Statistics:</b>	<b>In 2022:</b> <ul style="list-style-type: none"> <li>- 9,300 participants</li> <li>- 42,000 pre-scheduled appointments</li> <li>- 2,876 hosted buyers and visitor buyers</li> </ul>
<b>Buyer Markets:</b>	Europe and other nationalities
<b>Profile of buyers:</b>	Meetings, Incentives, Conferences and Events planners
<b>Destination:</b>	Frankfurt, Germany
<b>Venue:</b>	<b>Address:</b> Messe Frankfurt Ludwig-Erhard-Anlage 1 60327 Frankfurt Germany
<b>Participation Cost:</b>	€3,000.00 per company, including VAT
<b>Participation Cost Includes:</b>	Participation fee covers attendance of <b>ONE (1) company</b> and <b>ONE (1) delegate</b> including:

	<ul style="list-style-type: none"> <li>- <b>ONE (1) individual table</b> with <b>THREE (3) chairs</b> on the Malta Tourism Authority stand at IMEX Frankfurt.</li> <li>- Individual online appointment system including Diary.</li> <li>- Presence on online exhibitor directory and inclusion in various promotional media coordinated by Fair Organisers and official publications (to be confirmed closer to date).</li> <li>- Promotion and marketing of company in any advertising features planned by Malta Tourism Authority for the respective show.</li> </ul> <p>Each company will have <b>ONE DIARY</b> assigned throughout the show. This diary will be managed directly by the co-exhibitor.</p> <p>It will not be possible to share a table with another company due to diaries being assigned per company.</p>
<b>Event Website:</b>	<a href="http://www.imex-frankfurt.com">www.imex-frankfurt.com</a>
<b>Registration:</b>	<ul style="list-style-type: none"> <li>- Interested parties are to send their registration in writing via email to <a href="mailto:info.conventions@visitmalta.com">info.conventions@visitmalta.com</a>.</li> <li>- Only written registrations will be accepted. Registrations received will be acknowledged via return email.</li> <li>- Should you not receive an acknowledgment for your submission within three (3) working days please call on +356 2291 5553 or +356 2291 5565.</li> <li>- Deadline for registrations is close of business on <b>Tuesday 21<sup>st</sup> March 2023</b>. No other registrations will be considered after this deadline.</li> </ul>
<b>Participants per Company:</b>	<ul style="list-style-type: none"> <li>- In order to maximize on the stand space and avoid overcrowding we will accept only <b>ONE (1)</b> additional company representative per company;</li> <li>- The participation fee for a 2<sup>nd</sup> Company representative is <b>€500.00 (inclusive of VAT)</b> for all three days;</li> </ul>

	<ul style="list-style-type: none"> <li>- Information/requests regarding the 2<sup>nd</sup> Company representative must be provided to <a href="mailto:alexia.c.camilleri@visitmalta.com">alexia.c.camilleri@visitmalta.com</a> or <a href="mailto:nadine.abdilla@visitmalta.com">nadine.abdilla@visitmalta.com</a> by latest <b>Friday 24<sup>th</sup> March 2023</b>;</li> <li>- No company will be allowed any additional personnel on the stand unless informed beforehand.</li> </ul>
<b>Lottery Draw:</b>	<ul style="list-style-type: none"> <li>- Should interest exceed allocated slots, participation will be determined via a lottery draw.</li> <li>- In such case, the lottery would take place at Malta Tourism Authority Head Office on <b>Wednesday 22<sup>nd</sup> March 2023</b> at 12:00hrs.</li> <li>- A list of those companies that registered interest but were not drawn will be kept on a waiting list.</li> <li>- Should a company cancel their participation; the next company in sequence order will be eligible to participate in the event.</li> </ul>
<b>Regulations for Participation:</b>	<ul style="list-style-type: none"> <li>- Only MTA Licensed DMCs and Hotels will be accepted to participate on the Malta Stand, together with Convention Centres.</li> <li>- Malta Tourism Authority will not accept companies that are not licensed or that have outstanding/ pending matters related to licencing, regularisation or enforcement with MTA or any other organisations.</li> <li>- For the intents and purposes of the above M.I.C.E. specific tradeshow, registrations will be accepted from: <ul style="list-style-type: none"> <li>- Quality Assured Destination Management Companies</li> <li>- Five Star Conference Hotels in Malta &amp; Gozo</li> <li>- Four Star Conference Hotels (offering conference facilities for more than 100 delegates on site) in Malta &amp; Gozo</li> <li>- Convention Centres</li> </ul> </li> </ul> <p>Participation is granted at the discretion of Malta Tourism Authority.</p> <ul style="list-style-type: none"> <li>- If less than the required number of trade participants for the event is registered, the EOI will be open to other licensed trade members which focus on M.I.C.E. business.</li> </ul>

<b>Invoice &amp; Payment Terms:</b>	<ul style="list-style-type: none"> <li>- Once participation is confirmed, the respective trade partner will receive an invoice from MTA on behalf of VisitMalta Incentives &amp; Meetings including details on payment deadlines and T&amp;C's.</li> <li>- Unless your company settles the full participation fee with Malta Tourism Authority within the stipulated deadlines, your company representative will not be allowed on the Malta stand.</li> </ul>
<b>Cancellation:</b>	Should a company cancel their participation after the deposit payment is due, Malta Tourism Authority reserves the right to withhold that payment as a cancellation fee. Please bear in mind that we are committed through a contract signed with the fair organisers.

## CONTACT US

For further information for the above please contact:

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*This EOI has been sent to licensed Quality Assured DMCS, Convention Centres and FOUR- and FIVE-Star Hotels who registered interest in receiving EOI announcements only.*