

VisitMalta Incentives & Meetings will be attending IBTM World 2023. We are inviting MTA licensed trade members to register their interest in participation on the Malta stand. More details as follows:

Expression of Interest	
Event name:	IBTM World 2023
Event Dates:	28 th November – 30 th November 2023
Event Type:	M.I.C.E. Tradeshow
Event Format:	A three day exhibition focusing on incentive travel, meetings and events;
Participation:	<ul style="list-style-type: none"> • VisitMalta Incentives & Meetings will be participating in the 2023 edition of IBTM Barcelona with an individual Malta Stand; • Booth style stand focusing on networking and brand awareness; • In addition to VisitMalta Incentives & Meetings and Air Malta Plc., we are looking for a total of NINE (9) co-exhibitors to join us on the Malta Stand • Allocation is as follows: <ul style="list-style-type: none"> ○ FOUR (4) X QA DMCs ○ FOUR (4) X 5* Conference Hotels ○ ONE (1) X Conference and Conventions Centre/Venue
Buyer Markets:	Spain and International
Profile of buyers:	Meeting and events professionals including Agencies, Incentive Houses, Corporate organisations, Companies, Associations and Government Associations.
Destination:	Barcelona, Spain
Venue:	Fira Barcelona Gran Via venue Av. Joan Carles I 08908 L'Hospitalet de Llobregat Barcelona
Participation Cost:	€3,000.00 (Inclusive of VAT)
Participation Cost Includes:	Participation fee covers attendance of ONE (1) company and ONE (1) delegate including: <ul style="list-style-type: none"> • ONE (1) individual table with THREE (3) chairs on the VisitMalta Incentives & Meetings stand at IBTM World 2023. • Individual online appointment system including Diary. • Presence on online exhibitor directory and inclusion in various promotional media coordinated by Fair Organisers and official publications (to be confirmed closer to date). • Promotion and marketing of company in any advertising features planned by VisitMalta Incentives & Meetings for the respective show.
Event Website:	www.ibtmworld.com
Registration deadline:	By no later than 10:00am on Monday 25th September 2023.
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 Head Office, Smart City, on Monday 25th September at 14:00hrs;

	<ul style="list-style-type: none"> • A list of those companies that registered interest but were not drawn will be kept on a waiting list in order of sequence drawn; • Should a company cancel their participation; the next company in sequence order from the waiting list will be eligible to participate on the Malta Stand at IBTM World 2023.
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 QA DMCs and Conference Hotel partners; • MTA 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; • If less than the required number of trade participants for the particular event is registered, the expression of interest may be open to other licensed trade members which focus on M.I.C.E./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; • Only fully paid-up commercial partners are allowed on the Malta Stand; • Unless your company settles the full participation fee with VisitMalta Incentives & Meetings within the stipulated deadlines, your company representative/s will not be allowed on the Malta stand; • Should a company cancel their participation after the full payment is due, MTA reserves the right to withhold 100% of that payment as a cancellation fee. Please bear in mind that we are committed through a contract signed with the fair organisers.
Participants Per Company:	<ul style="list-style-type: none"> • In order to maximize on the stand space and avoid overcrowding we will accept only ONE (1) additional company representative per company; • The participation fee for a 2nd Company representative is €500.00 (inclusive of VAT) for all three days; • Deadline for information/requests regarding the 2nd Company representative will be communicated at a later stage. • No company will be allowed any additional personnel on the stand unless informed beforehand.

For further information for the above please contact:

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