

Expression of Interest - Hotels	
<b>Event Name:</b>	<a href="#">IBTM World 2025</a>
<b>Event Dates:</b>	18 <sup>th</sup> November – 20 <sup>th</sup> November 2025
<b>Event Type:</b>	M.I.C.E. Tradeshow
<b>Event Format:</b>	A three-day exhibition focusing on incentive travel, meetings and events
<b>Participation:</b>	<p>Participation is open to:</p> <ul style="list-style-type: none"> <li>○ EIGHT (8) X QA DMCs</li> <li>○ EIGHT (8) X 5-star Conference Hotels</li> <li>○ ONE (1) X Conference and Conventions Centre</li> </ul>
<b>Buyer Markets:</b>	International
<b>Profile of Buyers:</b>	Meetings, Incentives, Conferences and Events Planners
<b>Venue:</b>	<b>Fira Barcelona Gran Via</b> , Av. Joan Carles I, 64, 08908 L'Hospitalet de Llobregat, Barcelona, Spain
<b>Participation Cost:</b>	<p><b>€4,130.00</b> per company, including VAT</p> <p>Participation fee will be waived for the Hotel providing catering services on the stand, as outlined in the Catering Guidelines document</p>
<b>Participation Cost Includes:</b>	<p>Participation fee covers attendance of <b>ONE (1) company</b> and <b>ONE (1) delegate</b> including:</p> <ul style="list-style-type: none"> <li>• <b>ONE (1) individual table</b> with <b>THREE (3) chairs</b> on the MTA stand at IBTM World Barcelona</li> <li>• Individual online appointment system including diary</li> <li>• Presence on online exhibitor directory and inclusion in various PR</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>Registration:</b>	<ul style="list-style-type: none"> <li>• Interested parties are to register via email on <a href="mailto:martina.mizzi@visitmalta.com">martina.mizzi@visitmalta.com</a> and <a href="mailto:esmiron.scicluna@visitmalta.com">esmiron.scicluna@visitmalta.com</a>.</li> <li>• Only written registrations will be accepted. Registrations received will be acknowledged via return email. Should you not receive an acknowledgment for your submission within three (3) working days please call on 2291 5559 or 2291 5555.</li> <li>• Deadline for registrations is close of business on <b>Thursday 19th June 2025</b>. No other registrations will be considered after this deadline.</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><u>Friday 20<sup>th</sup> June at 13:00hrs.</u></b></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 subject to a fully paid participation fee</li> </ul>
<b>Participants per Company:</b>	<ul style="list-style-type: none"> <li>• The participation fee for a 2<sup>nd</sup> Company representative is <b>€250.00 (inclusive of VAT)</b> per day</li> <li>• Contact details of 2<sup>nd</sup> Company representative must be provided to <a href="mailto:martina.mizzi@visitmalta.com">martina.mizzi@visitmalta.com</a> and <a href="mailto:esmiron.scicluna@visitmalta.com">esmiron.scicluna@visitmalta.com</a> by latest <b><u>Thursday 31<sup>st</sup> July 2025.</u></b></li> <li>• No company will be allowed any additional personnel on the stand unless MTA is informed beforehand and 2<sup>nd</sup> Company representative fee is paid in full.</li> </ul>
<b>Regulations for Participation:</b>	<ul style="list-style-type: none"> <li>• Only MTA Licensed QA DMCs and Hotels will be accepted to participate on the Malta Stand, together with a Convention Centre</li> <li>• 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</li> <li>• Participation is granted at the discretion of MTA</li> <li>• If less trade registers for the event, MTA reserved the right to extend EOI to other licensed trade members focusing 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, MTA will issue an invoice. Details on payment deadlines and T&amp;C's will be included in the document</li> <li>• Company will only to be registered on IBTM World portal once participation fee/s and any pending invoices are paid in full</li> <li>• No company representatives will be allowed on the Malta stand unless all payments due are settled</li> </ul>
<b>Cancellation:</b>	<p>Should a company cancel their participation after the payment, MTA reserves the right to withhold that payment as a cancellation fee. Please bear in mind that the Authority is committed through a contract signed with the fair organisers.</p>

*For further information for the above please contact:*

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