

PATA TRAVEL MART 2019

18- 20 September, Kazakhstan

Travel &
Trade
Exhibition

INFORMATION KIT

EXHIBITION

PATA Travel Mart (PTM) is Asia Pacific's international travel trade exhibition featuring unparalleled networking and contracting opportunities to help travel and tourism organisations access decision makers, meet new clients, expand their networks, establish new relationships and consolidate existing business partnerships.

www.paata.org

Kazakhstan

Described by the New York Times as a 'luxury eco-destination', Kazakhstan's futuristic cities, dramatic landscapes and friendly locals offer an exciting new destination still untampered by excessive tourism

EXHIBITION

EXHIBITION TYPE: B2B
LOCATIONS: Korme Exhibition Center, Kazakhstan
DATES: 18 - 20 September
DURATION: 03 DAYS

EXHIBITION FEE & PAYMENT TERMS

Resorts/Hotels/Airlines	USD 1600.00
Travel Agents/Guesthouses	USD 1500.00
Additional Participant	USD 500.00
MATATO Member Discount 10%	
Total	

PAYMENT TERMS

100% to be paid for confirmation of participation.
Payments must be made in US dollars.

PACKAGE DETAILS

MICRO ENTERPRISE PACKAGE INCLUDES

one exhibitor badge
one 4-sqm Stand Display with Exhibitor branding
15 appointments on 1st day + 1 delegate

Package does not include, accommodation and traveling expenses.

TERMS AND CONDITIONS

REGISTRATION

Interested companies must submit the attached Co-Exhibitor Registration Form and to MATATO, with the payment, before 1500 hours on Thursday, 15th February 2017. Please note that application form should be submitted along with the Co-Exhibitor Registration Fee. A Fee of US\$200 will be charged for each additional representative.

PAYMENTS

Payments must be made in US dollars.
Cheques should be drawn in favor of the "MATATO"
Bank Name: Bank of Maldives PLC
USD Account No. 7701-177016-002

CANCELLATION

No refund will be made for cancellations after registration is confirmed.

VISA

Participants should apply for visa on their own.
Our support in obtaining visa is limited to providing the necessary documents from the organizers.



Maldives Association of Travel Agents and Tour Operators
No.17, Orchidu Magu, 04th Floor
Male' Maldives
Tel: +960 3344929 Fax: +960 3344909
info@matato.org

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BOOKING FORM

EXHIBITOR INFORMATION

Name of the company:

Postal Address:

Email:

Website::

Phone:

CORRESPONDENCE DETAILS

(All correspondence regarding the fair will be forwarded to this contact)

Name:

Designation:

Email

Phone:

DELEGATE 01

Name:

Designation:

Phone:

Email:

DELEGATE 02

Name:

Designation:

Phone:

Email:

PARTICIPATION CONFIRMATION

I hereby assure that above information is true and I acknowledge that I have read, understand, and agree to the terms and conditions for co exhibiting with MATATO at PATA TRAVEL MART 2019..

AUTHORISED PERSON AND SIGNATURE AND STAMP

CHECK LIST

- ☐ Exhibition Fee
- ☐ Passport Copy (Participants')
- ☐ Annual Membership Fee (MATATO members)

IMPORTANT DATES

Co-Exhibitor Registration
10th March 2019

PAYMENT DETAILS

Registration for the exhibition will only be proceed after MATATO receives the registration fee. Payments will be accepted in US dollars only.

- ☐ Resorts/Hotels/Airlines **USD 1600.00**
- ☐ Travel Agents/Guesthouses **USD 1500.00**
- ☐ Additional Partiticipant **USD 500.00**
- ☐ MATATO Member Discount 10%

Total



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WHY JOIN PTM?



A new host destination every year
Meet a new set of buyers and sellers at every Mart and experience the diversity of destinations that influence the Asia Pacific travel industry.



Access high-growth travel markets
Asia Pacific is the most dynamic and rapidly growing travel market places in the world.



Maximise business opportunities
Two full days of over 10,000 pre-matched appointments across the event, facilitated through PATA's unique business matching software.



Meet the industry's A-list buyers
Exclusive access to the 300+ community of qualified hosted international buyers.



We bring the world to you
Engage with more than 1,000 delegates from over 60 destinations across the globe.



Exciting side events for networking
Socialise throughout the event at the Network Lounge, social functions and complimentary tours.



Learn something new
Keep abreast of the latest trends and insights at the PTM Forums and PTM Talks.



Be inspired
The PATA Gold Awards Ceremony, held during the Mart, recognises and rewards outstanding achievements in the travel industry in the Asia Pacific region across a broad range of categories.



**DIGITAL
HUB**

Showcase your travel-related digital marketing solution at the Digital Hub, an exhibition platform dedicated to innovative technology impacting the travel and tourism industry. Enjoy networking opportunities and stay updated with travel and tech solutions featured by Digital Hub exhibitors. The area will be a major focal point for all PTM delegates during coffee breaks and other side events.

TENTATIVE PROGRAMME

September 17 (Tuesday)

- Raw Space Build Up
- Registration

September 18 (Wednesday)

- Standard Shell Scheme Booth Set up & Decoration
- Registration
- PTM Forums
- Half-day Complimentary Tour
- PTM2019 Welcome Reception

September 19 (Thursday)

- PTM Talks
- Business Sessions
- Social Hour at Network Lounge (subject to sponsorship)
- Dinner Reception & Late Night Function (subject to sponsorship)

September 20 (Friday)

- Trade Visitor Registration
- PTM Talks
- Business Sessions
- Social Hour at Network Lounge (subject to sponsorship)
- Dinner Reception & Late Night Function (subject to sponsorship)

September 21 (Saturday)

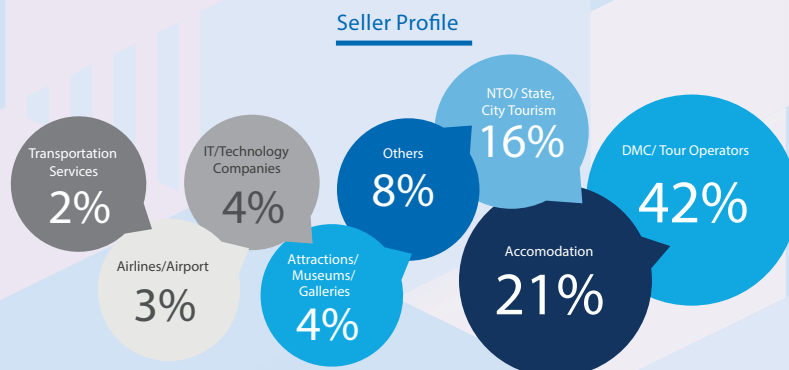
- Departure/Post-Mart and Optional Tours

The programme is subject to change.

PROMOTE AND SHOWCASE YOUR BUSINESS

EXPERIENCED SELLERS

At PTM 2018, 397 seller delegates representing 207 organisations booked over 2,700 square meters of floor space. Of these seller organisations, 46% were first-time sellers to the Mart. In total, 32 seller destinations (countries and territories) were present. Seller profiles are listed as follows:



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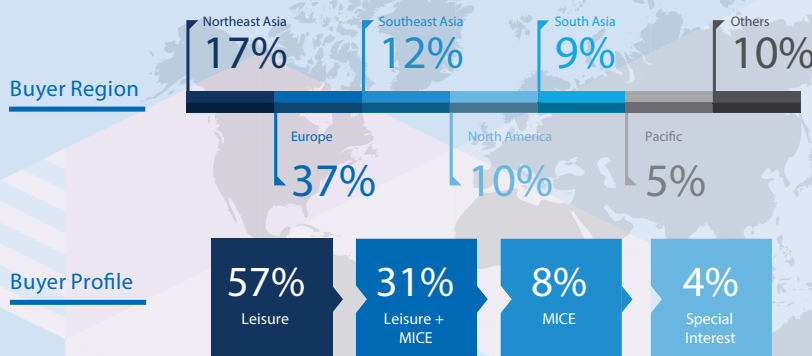
PATA Travel Mart is surely the leading travel trade show in Asia Pacific. Well-organized and everything is so clear with the booths, meetings, schedules, programs etc.

- Javkhantugs Batbayar, Selena Travel LLC (PTM 2018 Seller) -

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HOSTED BUYERS

At PTM 2018, The Mart attracted 252 buyer delegates from 241 organisations and 53 source markets, with first-time buyers comprising 43% of the total. Buyer regions and profiles are listed as follows:



“

A fantastic way to develop new suppliers in a venue that is just the right size (not too large), whilst experiencing the attractions and hospitality of a beautiful country. PATA and Tourism Malaysia teams provided a superb service, Thank you.

- Santha Waldron, Travelserv (PTM 2018 Buyer) -

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GAIN KNOWLEDGE AND INSIGHTS

PTM Talks feature a series of 20-minute insight session within the main trade hall for a small group of delegates, focusing on key aspects of the travel, tourism and the hospitality industry.

PTM Forums, held alongside the buyers-sellers mart, allow delegates to network and learn from highly experienced tourism industry leaders.

Please visit : www.PATA.org/PTM for online registration
or email : PTM@PATA.org for programme updates

