



澳門旅行社協會

Associação das Agências de Viagens de Macau

MITE 【No. M0817】

Dear Sir/Madam,

We would like to extend our sincere gratitude for your continuous support to our Association as well as the tourism industry of Macao.

Organized by Macao Government Tourism Office, supported by China National Tourism Administration and coordinated by Macau Travel Agency Association, the 6th Macao International Travel (Industry) Expo ("MITE") will be held at Hall D, Cotai Expo of The Venetian Macao from 27th to 29th April, 2018. Working in conjunction with the Macao SAR government's participation in the National construction of "The 21st Century Maritime Silk Road" and the development planning for a city cluster in the Guangdong-Hong Kong-Macao Greater Bay Area, and for exerting Macao's positioning as the Commercial and Trade Co-operation Service Platform between China and Portuguese-speaking Countries as well as the "World Centre of Tourism and Leisure", the Expo will draw on the results accomplished in the past five editions and further explore the exchange of ideas in the tourism industry, striving to build a comprehensive platform for the exhibitors, professional buyers and the general public in the promotion of tourism brands and products, matching of tourism projects and enhancing the communication and interaction of the tourism information internationally.

This year, the Expo area will expand to 11,000m² with 500 booths, covering six major traditional tourism categories including dining, accommodation, transportation, entertainment, sightseeing and shopping. The Expo includes travel agencies, hotels, scenic spots, tourism transportations, tourism-extended services, as well as other tourism related entities and enterprises from overseas, Mainland China, Hong Kong, Macao and Taiwan region.

We sincerely invite you to attend the "6th Macao International Travel (Industry) Expo", and take this opportunity to stimulate the connection, exchange and cooperation of tourism industry of Hong Kong, Macao and Taiwan with Mainland China and overseas, and thus accelerating the development of economic diversification in Macao.

Enclosed are:

1. Letter of appointment from Macao Government Tourism Office (copy);
2. Expo information;
3. Preliminary floor plan;
4. Exhibitor application form.

We look forward to hearing from you soon.

With best wishes,

The 6th Macao International Travel (Industry) Expo
Macau Travel Agency Association (Expo Co-ordinator)
27th Dec, 2017



澳門友誼大馬路1023號南方大廈4樓A座

AVENIDA DA AMIZADE NO.1023, EDIFÍCIO NAM FONG, 4 ANDAR A, Macau

TEL: (853) 28703707

FAX: (853) 28700238

Attachment 1:

Letter of appointment from Macao Government Tourism Office (copy)



澳門特別行政區政府
Governo da Região Administrativa Especial de Macau
旅遊局
Direcção dos Serviços de Turismo

Mr. Lao Nga Wong
President
Macao Travel Agency Association

來函編號
Sua referência

來函日期
Sua comunicação de

發函編號
Nossa referência

澳門郵政信箱三零零六號
Apartado 3006 - MACAU

DST-1705752/D'TNE/2017

事由:
Assunto Coordination of the "6th Macao International Travel (Industry) Expo"

Dear Mr. Lao,

Based on the proposal submitted by your Association on 29th May 2017 regarding the "6th Macao International Travel (Industry) Expo" to be held from 27th to 29th April 2018 at The Venetian Cotai Expo, the Secretary for Social Affairs and Culture has approved, on 7th July 2017, that Macao Government Tourism Office (MGTO) is the organizer and Macao Travel Agency Association (MTAA) is appointed as the coordinator of the event.

Responsibilities of MTAA:

1. Coordination of exhibitors and trades invitation and their hospitality and logistics;
2. Expo venues and exhibition services;
3. Onsite management of the Expo, events during the exhibition and promotion;
4. Submission of the event report after the expo, etc.

Should you have enquiry, please do not hesitate to contact our colleague Ms. Venus Chan at Tel: 8397 1004, Fax: 2838 9181 or email: venuschan@macaotourism.gov.mo.

Macao Government Tourism Office, on 28 July 2017.

Yours Sincerely,

Acting Director

Tse Heng Sai



Attachment 2:

6th Macao International Travel (Industry) Expo Pricing and Relevant Information

A) General Information:

Expo Name: 6th Macao International Travel (Industry) Expo;

Expo Date: 27th to 29th of April, 2018;

Expo Venue: Hall D, Cotai Expo, The Venetian Macao;

Venue Size: 11,000m²;

Number of Booths: 500 standard booths (9m² each);

Booth Installation Date: 24th to 26th of April, 2018;

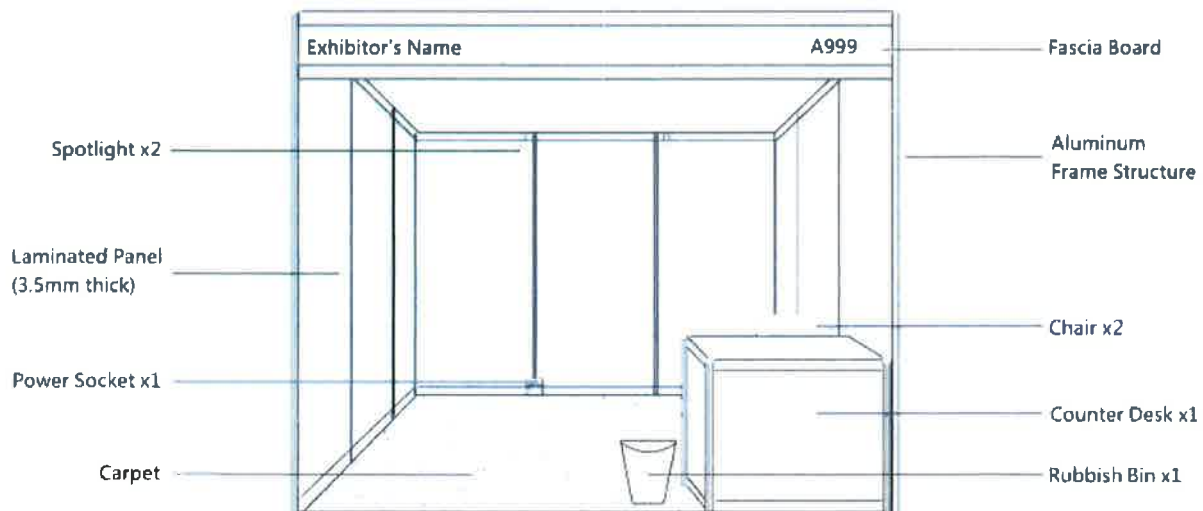
Expo Opening Hours: 27th of April, 2018 (Friday) – 11:00 to 18:00;

28th of April, 2018 (Saturday) – 10:00 to 18:00;

29th of April, 2018 (Sunday) – 10:00 to 18:00.

B) Pricing:

1. Standard Booth: USD3,000 per 9m²



2. Raw Space: USD300 per m² (minimum 36m²)



澳門旅行社協會

Associação das Agências de Viagens de Macau

C) Special Offer:

1. Early Bird Discount:

Applications register on or before 31st January will enjoy a 15% discount to standard booth and raw space respectively;

Standard Booth: USD2,550 per 9m² (after discount);

Raw Space: USD255 per m² (after discount), (minimum 36m² required).

2. Special Discount:

● Enjoy 5% discount for booking 2 standard booths;

● Enjoy 10% discount for booking 3 to 5 standard booths or 36-45m² raw space;

● Enjoy 15% discount for booking 6 to 10 standard booths or 54-90m² raw space;

● Enjoy 18% discount for booking 11 standard booths or 99m² raw space above.

◇ Exhibitors can enjoy both Early Bird Discount and Special Discount at the same time.

D) Hospitality in Macao:

The head of delegation may enjoy 1 standard room for 3 nights from 26th to 28th April, 2018 (Hotel to be confirmed).

E) Expo Relevant Support:

1. Enjoy logistic support for exhibits (e.g. custom clearance and declaration);

2. Enjoy complimentary lunch coupons during the 3 days of Expo (2 coupons per day);

3. Enjoy complimentary drinking water;

4. Enjoy complimentary access to the Business Matching Area;

5. Enjoy complimentary area for holding promotion seminar;

6. Enjoy complimentary use of the Main Stage to host live event;

7. Enjoy complimentary promotion via the Expo website;

8. Enjoy complimentary promotion via the Expo's Wechat platform;

(For above point 4-8, all complimentary offers will be based on first come first serve basis, exhibitors shall prepare for the promotion materials)

9. Enjoy complimentary listing of exhibitor's information in the Expo's official catalogue;

10. Referral of service provider for special design construction services on raw space;

11. Reservation service on accommodation, local tour and show ticket (base on group-purchase discount).



澳門旅行社協會

Associação das Agências de Viagens de Macau

F) Remarks:

1. Reservation of promotion seminar is limited and available on a first come first served basis. Registration will be closed when there are no more vacancies;
2. Exhibitors who need on site selling should fill in the “Sales Declaration Form” with relevant information. If food products are involved, there must be prior application for the organizer's approval, otherwise on site selling should be prohibited;
3. Exhibitors are encouraged to arrange preferential price for tourism products such as travel itineraries, tickets for sightseeing spots or attractions and other tourism related products on site.

G) For Enquiry:

Macau Travel Agency Association:

Tel: +853 28703707, 28701913;

Fax: +853 28700238;

E-mail: info@cmite.com

Contact person:

Mr. Alex Ip, mobile phone: +853 6630 7126, e-mail: alex.ip@cmite.com;

Ms. Sabrina Chiang, mobile phone: +853 6322 2633, e-mail: sabrina@cmite.com;

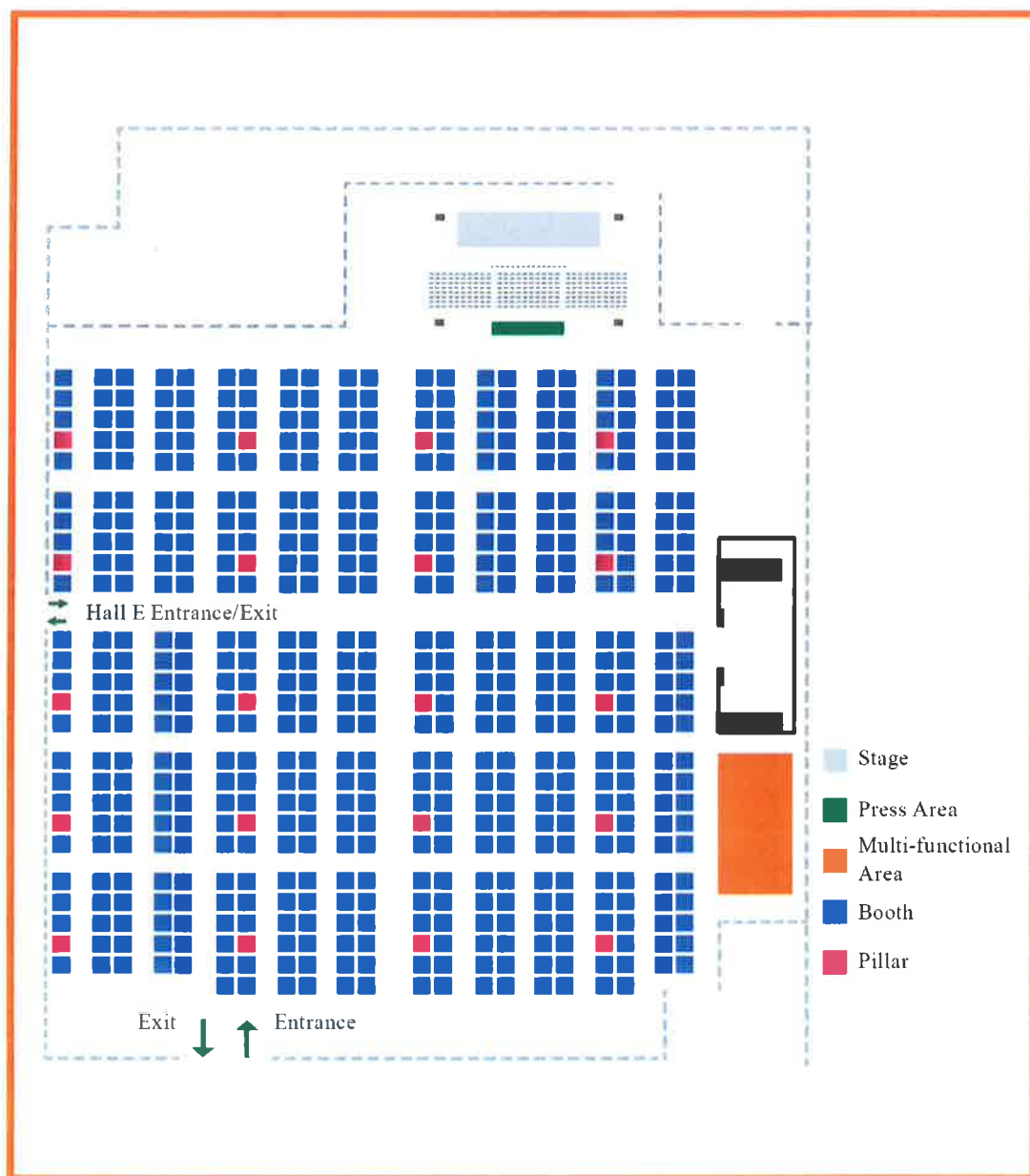
Address: Avenida da Amizade No.1023, Edifício Nam Fong, 4 Andar A, Macau.



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Attachment 3:





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Attachment 4:

Exhibitor Application Form

(Deadline : 2018/3/25)

Company Name/ Organization	(English)		
	(Chinese)		
Address :			
Contact Person :		Job Title :	
Tel :		Fax :	
E-mail :		Mobile :	
Type of Business (Please tick as appropriate)			
<input type="checkbox"/> Government Entity <input type="checkbox"/> Chamber of Commerce/Association <input type="checkbox"/> Souvenir			
<input type="checkbox"/> Tourism Media <input type="checkbox"/> Travel Agency (<input type="checkbox"/> Inbound <input type="checkbox"/> Outbound) <input type="checkbox"/> Scenic Spot/Theme Park			
<input type="checkbox"/> Hotel/Resort <input type="checkbox"/> Airline/Transportation <input type="checkbox"/> Cruise Liner/Yachts			
<input type="checkbox"/> Others(Please Specify _____)			
Exhibit Content :			
Please tick as appropriate			
<input type="checkbox"/> Standard Booth			
Number of Booth Required : _____ Unit Total Price : _____			
<input type="checkbox"/> Raw Space (Minimum rental size : 36m ² or above)			
Total Size : _____ m ² Total Price : _____			
- Raw Space Installation Support <input type="checkbox"/> Yes <input type="checkbox"/> No			
Company Profile (No more than 500 words) :			
English : _____			

Chinese : _____			

- Please provide the company profile in Chinese and English;			
- Exhibitors are requested to provide accurate information and will be listing in the Expo Catalog;			
- Submission in separate attachment is acceptable.			



澳門旅行社協會

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PAYMENT METHOD :

Account name : Macau Travel Agency Association

Bank : INDUSTRIAL AND COMMERCIAL BANK OF CHINA (MACAU) LIMITED

Address : R/C, MACAU LANDMARK, 555 AVENIDA DA AMIZADE, MACAU

SWIFT CODE : ICBKMOMX

MOP Account No. : 0119 1013 0000 1082061

HKD Account No. : 0119 1013 0000 1081957

USD Account No. : 0119 1013 0000 1082185

Remarks :

1. All exhibitors must fill in the application form and return it to the Coordinator for registration;
2. In order to verify the exhibitor's qualification, please provide your company operating license or business registration certificate. The Organizer reserves the right to accept or refuse an exhibitors application;
3. Exhibitors shall prepay 30% of the exhibition fee to reserve the booth upon confirmation of participation. All outstanding balance must be settled by 31st March, 2018. Any failure to comply will be considered as no show, and deposit will be forfeited;
4. The Coordinator will send Booth Confirmation Letter to the exhibitors upon receipt of the full payment of the exhibition fee;
5. The Organizer and Coordinators bear no legal responsibility for the content provided and reserve the right of usage, dissemination and promotion at their discretion.

Applicant's Signature & Company Stamp : _____

Date : _____