

# World Travel Market 2017

## Join Visit Wales on the UKinbound stand at World Travel Market 2017 - the leading travel industry exhibition

Visit Wales invites you to be part of the UKinbound stand at World Travel Market, from 6-8 November 2017. This is a great opportunity to promote your tourism product and services to the travel trade e.g. tour operators and travel agents.\* World Travel Market is the leading global event for the travel industry, a three-day Business to Business event presenting a diverse range of destinations and industry sectors to 50,000 UK and international travel professionals.

Visit Wales has secured space on the UKinbound stand for 2017, which is in a prime location at the front of the UK and Ireland Hall. Meet, negotiate and conduct business with the World by taking a partner pod at a discounted rate (VW are subsidising stand participation costs for Welsh tourism suppliers offering suitable product for inbound visitors to Wales at 50% for 2017, subject to de minimis regulation\*\*). Places are limited and will be offered on a first come first served basis.

### Benefits:

- Stand space in prime location at the front of the UK and Ireland Hall
- Aisle facing pod on the stand with space for 2 x chairs
- Visit Wales branded pods
- Lockable storage area
- Table top brochure dispensers
- 1 sqm graphic panel and signage
- Lighting and electricity supply
- Use of stand cloakroom. (for coats only as space is limited)
- Up to 3 exhibitor badges per pod. (note, max. 2 people on pod at any one time)
- 30 industry invitations for the opening day
- Complimentary tea, coffee, water and biscuits for exhibitors and clients. Visit Wales will be sponsoring the bar area again to enhance the Wales presence on the stand
- UKinbound and VW reception desks to field visitor enquiries
- Inclusion in the UKinbound promotional activity pre show
- Inclusion in the UKinbound WTM @ Magazine which is distributed throughout the show
- Enhanced listing in the exhibitor list on WTM's website, allowing you to upload images, videos, brochures and product descriptions

## Cost:

**Standard Partner Pod** - £2,425.00 + VAT, if granted 50% subsidy, subject to de minimis aid regulation\*\* (full pod cost is £4,850 + VAT)

**Premium Partner Pod** (Pods 1 & 2) towards the front of the stand - £2,675.00 + VAT, if granted 50% subsidy, subject to de minimis aid regulation\*\* (full pod cost is £5,350 + VAT)

Please note that the cost of a partner pod does not include travel and subsistence costs e.g. accommodation, train ticket.

**Dates:** 6-8 November 2017

**Timings:** 10:00 – 18:00 All pods must be manned at all times

**Venue:** [ExCel Docklands](#), London (external link)

For more information on World Travel Market visit the [website](#)

## How to book:

[Complete the booking request form](#) (external link)

Space is limited and Visit Wales reserves the right to confirm participation based on a first come first served basis. You must have an appropriate travel trade friendly product, can sell to UK and international markets and offer travel trade rates (commission/net rates). Any accommodation providers wishing to exhibit must be either VW or AA graded. If you are interested in attending please note that your pod has to be represented for all three days and only 2 people maximum on the stand at any one time due to limited space.

## Booking deadline is 12 June 2017

If you have any queries or wish to discuss with us please contact Tracey Rogers.

**Tel:** +44 (0) 300 0616093

**email:** [tracey.rogers@wales.gsi.gov.uk](mailto:tracey.rogers@wales.gsi.gov.uk)

\*Please note that World Travel Market is a travel trade event only. Therefore, there will be no opportunity to meet direct with consumers.

\*\*The assistance provided by this funding constitutes de minimis state aid as defined by the European Commission. Awards of de minimis aid, from all public sources, must not exceed 200,000 euros within any 3-year fiscal period. Please ensure that your Company has not received de minimis state aid of more than 200,000 euros within the 3-year fiscal period before the date of this application. If the company exceeds the limit then you are responsible for any action as a result, including repayment of the support they have received.

You should read our '[State aid: the basics guide](#)' (external link) and our '[State aid frequently asked questions](#)' (external link) and speak to the State Aid Unit if you have any further questions about de minimis aid. You may also find it useful to read the full text of the regulation on the [European Commission's Competition website](#) (external link)