



澳門特別行政區政府旅遊局
DIRECÇÃO DOS SERVIÇOS DE TURISMO
MACAO GOVERNMENT TOURISM OFFICE

PATA[®]
Pacific Asia Travel Association

PATA TRAVEL MART 2017

September 13-15
The Venetian[®] Macao Resort Hotel
Macao SAR



PATA TRAVEL MART 2017

PATA Travel Mart (PTM) is Asia-Pacific's premier travel trade show 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.

WHY JOIN PTM?



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.



**CELEBRATE
PTM'S 40TH
ANNIVERSARY**



Since its launch in 1978 in Manila, Philippines, PTM has stayed its course in attracting a steady flow of travel industry professionals throughout numerous global economic shifts. Join us in September 2017 in Macao SAR as we celebrate 40 years of connecting qualified buyers and experienced sellers from emerging and established destinations worldwide.

REDISCOVER MACAO SAR

Unlike other travel trade shows, PTM offers delegates a new host destination each year, showcasing the diversity of destinations across Asia-Pacific while bringing together a new set of buyers and sellers to every Mart.

Experience PTM2017 at a destination that blends cosmopolitan style with rich culture in the Chinese special administrative region (SAR) of Macao, generously hosted by the Macao Government Tourism Office (MGTO).

Macao SAR has recently introduced a pipeline of tourism facilities within the backdrop of its vibrant Portuguese and Chinese historic legacy, positioning itself as the World Centre of Tourism and Leisure.

KEY ATTRACTIONS

Macao World Heritage

Listed as a UNESCO World Heritage, The Historic Centre of Macao comprises over 20 ancient monuments and urban squares interwoven within the heart of the city, reflecting Macao's unique cultural blend of East and West.

Anim'Arte Nam Van

As the city's latest landmark for leisure, culture and creativity, Anim'Arte Nam Van offers dining, cultural and creative retail spaces, exhibition sites, performances, workshops and on-water activities within the backdrop of a colourful skyline.

Macao International Fireworks Display Contest

A signature event of September, the annual Macao International Fireworks Display Contest has grown over the years into an internationally acclaimed event, acknowledged as one of the best of its kind and adding a joyous atmosphere to holidays and festivals.

**THE VENETIAN®
MACAO**

Asia's largest integrated resort and the venue for PTM2017, the Venetian® Macao boasts a convention centre and meeting room complex of approximately 1.2 million sq ft and approximately one million sq ft of retail and dining areas set along streetscapes reminiscent of historical Venice, complete with canals and gondola rides.

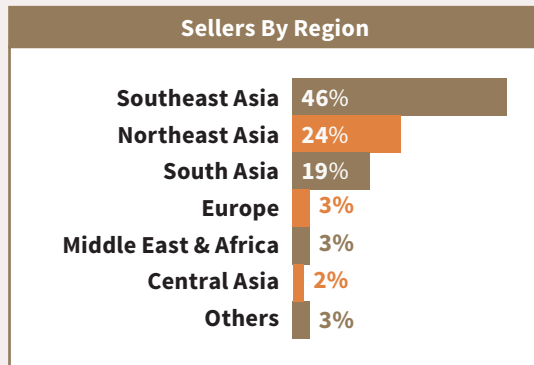
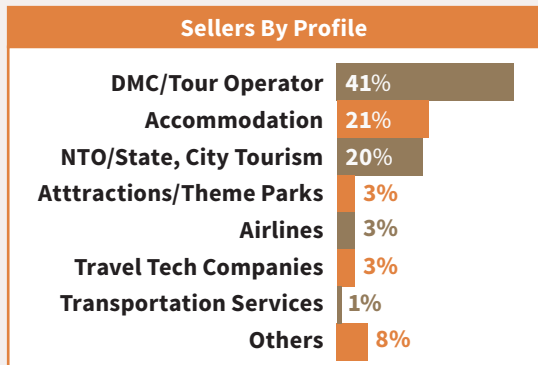
PLAN YOUR VISIT

Macao is easily accessible by air, sea and land via direct flights to Macao International Airport, ferry services from Hong Kong and Shenzhen and land crossings from mainland China.

PROMOTE AND SHOWCASE YOUR BUSINESS

EXPERIENCED SELLERS

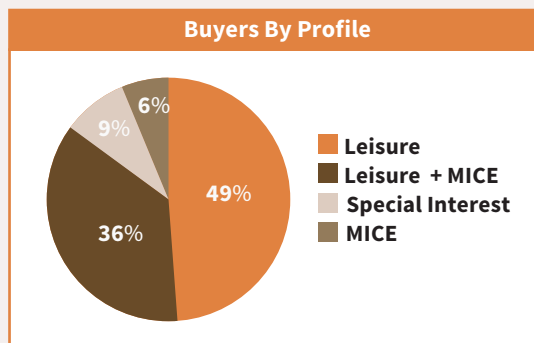
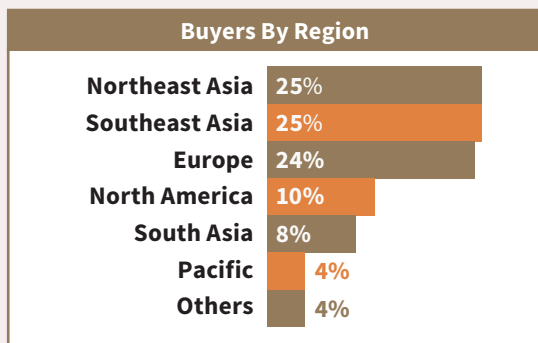
PTM 2016 featured 683 seller delegates from 36 destinations, ranging from Asia-Pacific's leading travel companies to emerging small and medium-sized enterprises. Our MicroEnterprise Pavilion also accommodates small companies and family businesses of 5-10 employees, offering a cost-effective opportunity for such sellers to enjoy exposure to a global audience.



“I have been attending PATA Travel Mart for the past six years and I am also a member of PATA. It has become a door for me to step out and introduce my country to the fellow buyers whose clients are looking for a unique, mystical and authentic experience.”
- Deepak Tamang, CEO Raven Tours and Treks, Bhutan (PTM2016 Seller) -

HOSTED BUYERS

Each buyer is selected carefully, based upon a continuous purchase record in the Asia-Pacific region or a strong intention to purchase, along with proven experience in the industry.



“I have enjoyed meeting tremendous amounts of people, hopefully future customers. I have enjoyed the food, the accommodation - everything here was really perfect.”
- Boris Mimetic, CEO, Croatia Travel Agency (PTM2016 Buyer) -

GAIN KNOWLEDGE AND INSIGHTS

PTM Talks feature a series of 20-minute ‘power’ workshops/seminars 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/mart for online registration
or email : PTM@PATA.org for programme updates

TENTATIVE PROGRAMME

September 12 (Tuesday)

- Booth Setup & Decoration
- Registration

September 13 (Wednesday)

- Booth Setup & Decoration
- Registration
- PTM Forums
- Half-day Complimentary Tour
- Welcome Dinner Reception hosted by Macao Government Tourism Office (MGTO)

September 14 (Thursday)

- Seller-Meet-Buyer
- Open Hall Session
- PTM Talks
- Business Sessions
- Social Hour at Network Lounge (subject to sponsorship)
- Dinner Reception & Late Night Function (subject to sponsorship)

September 15 (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 16 (Saturday)

- Departure/Post-Mart and Optional Tours

The programme is subject to change.



SELLER REGISTRATION

Returning sellers enjoy a loyalty discount of up to 15% when booking before March 31, 2017. Book early for prime space and priority in the matching process. Space allocation is based on a first come, first served basis.

BOOTH SPACE PRICE STRUCTURE	PATA Member	Chapter Member	Non-Member
Option 1: SHELL SCHEME PACKAGE			
Minimum space requirement: 3m x 3m (9sqm)			
• One 9-sqm Shell Scheme Booth <i>Includes 1 appointment set (30 appts) + 1 delegate</i>	USD 2,200	USD 3,000	USD 3,200
• Additional space: 9-sqm Shell Scheme Booth <i>Space only, no appointments and no delegates</i>	USD 1,600	USD 2,200	USD 2,300
Option 2: RAW SPACE			
Minimum space requirement: 3m x 6m (18sqm)			
• One 18-sqm Raw Space Area <i>Includes 2 appointment sets (60 appts) + 2 delegates</i>	USD 3,800	USD 5,400	USD 5,900
• Additional space: 9-sqm Raw Space Area <i>Includes 1 appointment set (30 appts) + 1 delegate</i>	USD 1,900	USD 2,700	USD 2,950
• Additional space: 9-sqm Raw Space Area <i>Space only, no appointments and no delegates</i>	USD 1,400	USD 1,600	USD 1,800
Option 3: MICRO ENTERPRISE			
• One 4-sqm Stand Display <i>Includes 14 appointments on 1st day + 1 delegate</i>	USD 1,100	USD 1,500	USD 1,600
DELEGATE REGISTRATION			
Additional Delegate Fee / Person	USD 500	USD 550	USD 600

BUYER REGISTRATION

PRIMARY BUYER DELEGATE	PATA Member	Chapter Member	Non-Member
Each and every registered Primary Buyer delegate participating under Packages A, B and C must agree to accept a full business calendar with 100% pre-matched appointments with PTM2017 Sellers.			
PACKAGE A			
Limited to ONE buyer delegate per buyer organisation (Subject to Buyer Qualification and valid for Buyer Delegate registrations received with payment at PATA Headquarters only)			
• Registration fees, Consideration for Economy Class of PTM2017 Official Airline or reimbursable return economy class air fare to and from Macao SAR	USD 250	USD 300	USD 350
• Four nights accommodation in Macao SAR			
• Complimentary arrival and departure airport transfers to and from official hotel			
• Participation to the Buyer hosted programmes and activities			
PACKAGE B			
Per Buyer Delegate, NO Air ticket included			
• Registration fees	USD 200	USD 250	USD 300
• Four nights accommodation in Macao SAR			
• Complimentary arrival and departure airport transfers to and from official hotel			
• Participation to the Buyer hosted programmes and activities			
PACKAGE C			
Per Buyer Delegate, NO Air ticket and accommodation included			
• Registration fees only	USD 150	USD 200	USD 250
• Complimentary arrival and departure airport transfers to and from Official hotel			
• Participation to the Buyer hosted programmes and activities			
SECONDARY BUYER DELEGATE			
Sharing a business calendar with the registered primary buyer delegate and must represent the same Buyer Organisation			
PACKAGE B			
Per Buyer Delegate, NO Air ticket included			
• Registration fees	USD 250	USD 300	USD 350
• Four nights accommodation in Macao SAR			
• Complimentary arrival and departure airport transfers to and from official hotel			
• Participation to the Buyer hosted programmes and activities			
PACKAGE C			
Per Buyer Delegate, NO Air ticket and accommodation included			
• Registration fees only	USD 180	USD 230	USD 280
• Complimentary arrival and departure airport transfers to and from Official hotel			
• Participation to the Buyer hosted programmes and activities			

PATA PREMIER PARTNER



PATA PREMIER MEDIA PARTNER



PATA STRATEGIC PARTNERS



PATA PREFERRED PARTNERS



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