



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  
Macao SAR

Attracting over 1,000 delegates from more than 60 countries, PATA Travel Mart 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 and build or maintain existing relationships. Held in September every year, PTM showcases travel products and services from the Asia Pacific regional market, drawing interest from a broad cross-section of experienced, pre-qualified buyers.

Generously hosted by the Macao Government Tourism Office (MGTO), the 40th Anniversary of PATA Travel Mart will be held in Macao SAR from September 13-15.

## WHY JOIN PTM?



Asia-Pacific is one of the most dynamic and rapidly growing travel market places in the world.



### 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 events at the Network Lounge, social functions and complimentary tours.



### Cost effective

Special airfare and accommodation rates are available to all participating delegates.



### Learn something new

Keep abreast on the latest trends and insights at the PTM Forums and PTM Talks.



### Maximise business opportunities

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



### 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 in a broad range of categories.

## DESTINATION

Macao SAR – located on the western bank of the Pearl River Delta in southern Guangdong Province, China – is positioning itself as the 'World Centre of Tourism and Leisure' as it develops into a quality international tourist destination. The city's architecture, art, religion, traditions, food and community reflect the integration of Chinese and Portuguese culture and influences that began with the arrival of Portuguese settlers in the mid sixteenth century.

The Historic Centre of Macao was inscribed on the UNESCO World Heritage List as a result of its unique historical and cultural landscape. Macao became a Special Administrative Region of the People's Republic of China in 1999 and exercises a high degree of autonomy under the principle of 'one country, two systems'.

In addition to its historic legacy, Macao SAR is enriching its list of attractions and tourism facilities with government projects as well as new world-class hotels, entertainment, meeting facilities, shopping centres and themed museums. With more and more luxury hotels and resorts opening up, Macao has gained a reputation as one of the most sought-after tourist destinations in Asia.

In recent years, Macao successfully introduced a pipeline of tourism facilities. Large-scale resorts and hotels, shopping malls, restaurants, cinema complexes, world-class shows, state-of-the-art MICE infrastructures, entertainment complexes along with all sorts of international events of which, the rise of non-gaming elements are welcomed by family visitors. In the meantime, another round of themed tourism complexes is slated to open between the next couple of years.

New sites and attractions include the Anim'Arte NAM VAN Project, a new landmark for leisure, culture and creativity, and a series of newly restored and revitalized heritage buildings now opened to the public showcases the history of the city as well as offering more creative and cultural activities. An array of family-friendly entertainment offers in the new tourism complexes.

For more information, email [PTM@PATA.org](mailto:PTM@PATA.org)



## SELLER REGISTRATION

Returning sellers enjoy a loyalty discount of up to 15% if 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
<b>Option 1: SHELL SCHEME PACKAGE</b>			
<b>Minimum space requirement: 3m x 3m (9sqm)</b>			
• 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
<b>Option 2: RAW SPACE</b>			
<b>Minimum space requirement: 3m x 6m (18sqm)</b>			
• 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
<b>Option 3: MICRO ENTERPRISE</b>			
• One 4-sqm Stand Display <i>Includes 14 appointments on 1st day + 1 delegate</i>	USD 1,100	USD 1,500	USD 1,600
<b>DELEGATE REGISTRATION</b>			
<b>Additional Delegate Fee / Person</b>	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 set of business calendar with 100% pre-matched appointments with PTM2017 Sellers.			
<b>PACKAGE A</b>			
<b>***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)</b>			
• 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			
<b>PACKAGE B</b>			
<b>***Per Buyer Delegate, NO Air ticket included***</b>			
• 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			
<b>PACKAGE C</b>			
<b>***Per Buyer Delegate, NO Air ticket and accommodation included***</b>			
• 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			
<b>SECONDARY BUYER DELEGATE</b>			
Sharing a set of business calendar with the registered primary buyer delegate and must represent the same Buyer Organisation			
<b>PACKAGE B</b>			
<b>***Per Buyer Delegate, NO Air ticket included***</b>			
• 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			
<b>PACKAGE C</b>			
<b>***Per Buyer Delegate, NO Air ticket and accommodation included***</b>			
• 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			



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PATA STRATEGIC PARTNERS



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