South African Tourism (SAT) invites you to join the South African Pavilion at World Travel Market - WTM London (Physical)

6 - 8 November 2023

SOUTH AFRICAN TOURISM

Dear SA Tourism Partner,

On behalf of Team South Africa, we would like to invite our stakeholders to join the SA Pavilion at World Travel Market (WTM), from 06 – 08 November 2023.

WTM London is the leading global event for the travel industry. It provides a unique opportunity for the whole global travel trade to meet, network, negotiate and conduct business under one roof. All sectors of the travel industry are represented including Tourist Boards, Airlines, Cruise, Hotels, Luxury Travel, Responsible Tourism and Travel Technology. WTM Means Business.

Close to 5,000 exhibitors take part at World Travel Market to showcase their destinations, products and services. These organisations use WTM as a platform to reach almost 50,000 travel professionals across the three days of the show. More than 50,000 senior travel industry professionals, government ministers and international press, embark on ExCeL - London for WTM every year

WTM London will proactively target and attract the highest quality new and existing buyers keen to gain market intelligence, explore new ideas and meet with new and existing suppliers. This year really is about bringing the travel community together in hopes of rebuilding the industry stronger and better.

We look forward to working with you on showcasing South Africa at WTM London 2023.

Zinhle Nzama
Acting Chief Convention Bureau Officer

SOUTH AFRICAN TOURISM

To book your space at WTM London, please contact:

Mmabatho Sikhakhane
Tel: (+27) 11 895 3079
Email: mmabathos@southafrica.net

Booking Form

Booking deadline is *Friday*, 31st March 2023
Space is limited and will be allocated on a first come / first served basis.
Please book as soon as possible to ensure you are guaranteed a space and are included in the official show catalogue and other pre-show marketing.

Participation Confirmation

I, the undersigned hereby accept South African Tourism's invite to join the SA Pavilion at the World Travel Market (WTM) taking place physically from the **6 - 8 November 2023**, and hereby confirm my participation as Exhibitor. I also confirm that I have an in-country representative who will be able to manage diaries and meet with the buyers physically on my behalf in an event I am unable to physically be there.

Exhibitor Package

RATES

R 101 124.00(Vat not applicable).

The international shows have increased their participation costs in line with their respective country inflations. South African Tourism has decided to work on 2019 cost with 6% inflation co sharer participation rate to ensure subsidized participation for the industry. This means the organisation will incur majority of the costs as these platforms are part of the recovery strategy for the country.

Given the current unpredictable circumstances that come with visa challenges. SA Tourism has to strategically look at alternative means and mitigate the risk of participation. This is to guarantee participation in spite of any prevailing situation, and as such SA Tourism is proposing that all co-sharers identify an in-country representative. This representative will be able to manage diaries and meet with the buyers physically on your behalf in the event there are travel bans and other challenges.

As an exhibiting partner, your fees will contribute towards a percentage of the total cost of the participation. South African Tourism (SAT) will subsidize a percentage of your physical participation.

Benefits of exhibiting with the SAT on the South African Pavilion

- Booth (Physical Stand)
- Onsite Presence
- Access to Appointment System with Buyers
- Product Listing WTM London Directory

SOUTH AFRICAN TOURISM

Exhibitor Details

Company Trading Name:

Invoicing Name:

Vat No: Company Reg. No:

Admin Contact Name: Designation:

Catalogue Contact Name: Designation:

Postal Address:

City: Code:

Email Address: Web Address:

Tel: Fax:

Names of staff/exhibitors attending the physical event:

	Name	Designation	Cell	Email Address
1.				
2.				
3.				

Product Category – Please select your primary business activity:

	Accommodation		Transport
	Conference Venue		Travel Publication
	Destination Marketing		Tourism Association
	DMC		Tourist Attraction
	Golf		
	Other: (please provide details)……..		

Product Overview - 50 words max:

Please attach your 50-word profile as a word document with your application form and email to mmabathos@southafrica.net . Please also note that we will use this 50-word profile for the reporting purposes.

Payment Terms

- The full and non-refundable Participation Fee shall be due and payable by no later than thirty (30) days of return by you and confirmed receipt of this Booking Form by us in writing.
- As the Exhibition hosted outside the borders of South Africa, the South African VAT is not applicable.
- Your invoice will not reflect additional taxes as the Participation Fee is a flat rate.
- Invoices will be processed in South African Rand only and at a fixed rate on the date of exchange, however, these are limited to a certain time period due to currency fluctuations.

Payment Details

All payments to be made directly to SAT as agreed. Please use your company name as your reference.

Account Name: **South African Tourism**
Account No: **2310 000 062**

Bank: ABSA - Sandton
Branch code: **631005**
Swift Code: **ABSAZAJJ**

Declaration

By joining the SA Pavilion at World Travel Market platform, you agree to the following:

- **To complete and sign this Booking Form and pay the Participation Fee within thirty (30) days of receipt and acceptance by SA Tourism.**
- **Once payment is received by SA Tourism you will be granted access to the Portal**. Please note that the Portal is proprietary, and the property of Reed and you hereby agree to abide by and comply with the terms of use available on WTM London's website as accessible @ **https://www.wtm.com/london/en-gb.html**. You hereby acknowledge that SA Tourism has no control over the system functioning, challenges and any other related matter affecting the Portal and you thus agree to release and no hold SA Tourism liable for any errors you may experience.
- Please take note further that in all arrangements involving third parties SA Tourism acts as facilitator and not as agent and shall at no point in time be liable for any kind of, including but not limited to, failures, errors, delays whatsoever in the Portal and you hereby indemnify us against any and all claims, losses, demands, actions, damages and causes of action whatsoever arising directly or indirectly of any system failure in the Portal.
- Once you receive your login and password you will complete your online exhibitor information to enable you to start scheduling meetings and networking. Timelines for such will be communicated in due course.
- You take the physical space participation on your own accord and understanding.
- You will load your logo and profile and also adhere to all the timelines given in terms of ensuring that you and SA Tourism receives the ROI expected.
- If you intend on partnering and co-sharing your space, please ensure that your Co-sharers aligns or is an individual or entity of equivalent or similar status with your Product Category
- To maximise participation and business opportunities, you must be present at the stand for all scheduled exhibition days, during operational exhibition hours and until the conclusion on the show;
- In the event you require assistance with anything related to the Portal or the Event, SA Tourism will facilitate any communication between yourself and the Event Organiser, however, we will not be held responsible in any way, shape or form for the information you receive from the Event Organiser and you hereby indemnify us against any and all claims, losses, demands, actions, damages and causes of action whatsoever arising directly or indirectly out of your acts connected with or arising out of your activities.
- Upon completion of the Event, you must complete the SA Tourism exhibitor survey after the exhibition.

For more information on World Travel Market, London, visit https://www.wtm.com/london/en-gb.html .

SA Tourism's Contact Details

The SANCB will be managing the South African participation

SOUTH AFRICA NATIONAL CONVENTION BUREAU (SANCB) – PHYSICAL FORMAT	
Please direct all your stand sharer enquiries to the following SANCB Staff	
CONTACT PERSON	Head Office: Mmabatho Sikhakhane
TEL	+27 11 895 3079 / +27 11 895 3156
EMAIL	mmabathos@southafrica.net
TYPE OF ASSISTANCE	• Stand and participation enquiries. • Payment and invoicing

TERMS AND CONDITIONS FOR PARTICIPATION

1. Definitions

In the context of this document, the following terms and definitions apply-

1.1 **"SA Tourism"** means the South African Tourism Board, juristic person established in terms of the Tourism Act, 2014 with its principal place of business and registered address at 90 Protea Road, Chislehurston, Sandton, 2196;

1.2 **"Exhibitor"** means You and/ or Your Co-sharer being the company that has contracted to SAT for participation at the EVENT;

1.3 **"Product"** means the declared merchandise, expertise and/or product range of the Exhibitor which it contracts to exhibit and/or promote at the Event;

1.4 **"Facility"** means the exhibition space allocated to the Exhibitor at the Event;

1.5 **"Contract"** means this document together with the Booking Form agreement as read with the Event Organiser's General Rules and Regulations for Exhibitors (the **"RULES"**), which RULES are obtainable on request by the Exhibitor, and which will be sent to the Exhibitor;

1.6 **"Event"** means the World Travel Market-WTM a physical event taking place on the 07 - 09 November 2022 (SAT reserves the right to amend the event name at any time; and

1.7 **"Parties"** means either You or Your and us as the context requires.

Any reference in this Contract to any gender, or to either singular or plural number, shall in the appropriate context be deemed to refer to any other gender or number, as the context may require.

2. Basic Contract

We agree to contract with you only on the terms and conditions contained herein. These Terms and Conditions take precedence over any terms or conditions previously issued to you. All transactions relating to this Contract, whether verbal or in writing, are subject to these Terms and Conditions which are deemed to be incorporated by reference into this Contract. You must pay the non-refundable Participation Fee requested before this Contract becomes binding on us. If we accept your Booking Form, we will issue an invoice for the amount to be paid. The issue of the invoice and receipt of the completed and signed Booking Form shall constitute the Contract between us. This Contract

3. Rules

3.1 The inclusion of the RULES, constitutes an integral part of this Contract, you hereby unconditionally undertake and agree to ensure that each and every one of its employees, agents, contractors, invitees or persons falling under your direct or indirect control while present at the Facility or otherwise engaged by You shall unreservedly respect, comply with and fully adhere to the RULES. Any contravention of these undertakings will constitute grounds for the immediate cancellation of your participation at the Event.

3.2 Neither the Contract nor any right nor interest thereunder may be ceded nor assigned to any other party without the prior written consent of SA Tourism having been first obtained, which consent may be unreasonably withheld in its sole discretion.

4. Reservation of Contract Benefits

4.1 Whilst the Contract shall have become established as detailed in 2, all right and benefits flowing there from in favour of the Exhibitor shall remain suspended until the Exhibitor shall have fully paid the agreed Participation Fee to SA Tourism.

4.2 Payment by the Exhibitor of the Participation Fee, will convert the booking into a Facility for the Exhibitor.

4.3 Until such time that the Participation Fee is paid over and received by SA Tourism, the allocation of the Facility space shall remain of a tentative nature and at all times free to be re-allocated by SA Tourism to any alternate Exhibitor in its sole discretion. SA Tourism will accordingly notify the Exhibitor in writing of this fact.

4.4 Payment of the Participation Fee shall be required to be affected by the Exhibitor in strict compliance with the invoice terms therefore issued by SA Tourism. Failure by the Exhibitor to pay any contract monies in strict accordance with the stipulated times for payment, will cconstitute a material breach of this Contract.

5. Cancellations and Alterations

5.1 Cancellation of Contract will be accepted at the sole discretion of SA Tourism. In the event of the Exhibitor wishes to cancel the Contract any such cancellation must be sent and confirmed in writing to SA Tourism. On receipt of such cancellation instruction, the following scale of cancellation and will be applied and due and payable to the Exhibitor (whether already paid or not):

a) Cancellations.
   i) Up to 13 weeks before the first day of booked Event - 50% of the Participation Fee; and
   ii) Less than 13 weeks before the first day of booked Event – the full Participation Fee.

5.2 Should SA Tourism elect to cancel the Contract prior to the commencement of the Event, SA Tourism will not be liable for any and all individual accounts and damages incurred by the Exhibitor.

5.3 Whilst every effort will be made to meet the requirements of exhibitors, SA Tourism reserves the right to make any alterations which may be considered necessary or to alter the positions of any of the facilities at any Event, or to take any other steps considered necessary in connection with the Event and in which the Exhibitor shall have no claim of whatsoever nature and kind arising from whatsoever cause against SAT.

5.4 SA Tourism shall use the Exhibitor’s personal information only for purposes of the Event and shall share it only with the Event Organiser who has adequate safeguards in place to protect such personal information against loss, damage, unauthorized destruction or use and unlawful processing.

SOUTH AFRICAN TOURISM

6. Breach

6.1 In the event of a breach by any party of any term or condition of this Contract, the aggrieved party shall only be entitled to seek relief in terms hereof, after giving to the defaulting party written notice to remedy same within the following parameters:

6.1.1 Should the breach materialize within the period of two months prior to the commencement date of the Event, the defaulting party shall be given forty-eight (48) hours; and

6.1.2 Should the breach materialize during the Event, the defaulting party shall be liable for any and all claims and damages sustained by SA Tourism as a result of such breach.

6.2 By virtue of the inherent nature of the Exhibition, time is acknowledged by all parties to be of the absolute essence.

6.3 Without prejudice to any other right whether under common law or in terms of the Contract, the parties reserve the right to any other or additional claim or claims which the aggrieved party may have against the defaulting party in law, and in the EVENT of breach of any term or condition of the Contract not being remedied, the aggrieved party shall have the right and option forthwith either to cancel this Contract or to institute proceedings for specific performance against the party in breach and without any further notice, with or without any additional claim for damages arising from such breach.

6.4 All legal costs incurred shall be recoverable by the aggrieved party on the scale of attorney and own client.

7. Limitation of Liability

In all arrangements involving third parties SA Tourism acts only as a facilitator and not agent of the Exhibitor and no liability of any kind whatsoever shall be attached to SA Tourism in connection with or arising from such arrangement with a third party. SA Tourism will not be responsible for loss, damage, injury to any Exhibitor or third party or their property, howsoever caused.

8. The domicilium citandi et executandi shall be those addresses of the Exhibitor and SA Tourism as recorded on the face hereof.

9. Governing Law

This Contract shall be governed by and construed in accordance with the laws of the Republic of South Africa and the parties submit to the jurisdiction of its courts.

Acceptance and Confirmation

I have read and accept the attached terms and conditions.

Full Name:	Designation:
Date:	Signature:

Please return email a signed scanned copy to mmabathos@southafrica.net