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التاريخ : ٢٠٢٢/١١/٢٠

منشور لجميع الفنادق  
رقم (١٩٣) لعام ٢٠٢٢

السيد / مدير عام الفندق

تحية طيبة وبعد....

ورد الينا كتاب الهيئة المصرية العامة للتنشيط السياحي بشأن الأنشطة الترويجية المقرر انعقادها في النرويج، والتي تتضمن: -

- الحدث المهني Travel match 2023 المقرر عقده يوم ١٢ يناير ٢٠٢٣.
- المعرض الجماهيري TravelXpo / Explore the World والذي يُعقد خلال الفترة من ١٣-١٥ يناير ٢٠٢٣.

في حالة الرغبة في الاشتراك بأي من الأحداث الترويجية المذكورة بعاليه، ولمزيد من المعلومات، يُرجى التكرم بالتواصل مباشرة مع الشركة المنظمة وذلك على البريد الالكتروني: [arne@asbconsult.no](mailto:arne@asbconsult.no)

وتفضلوا بقبول وافر التحية والاحترام،،،

علاء عاقل  
رئيس لجنة تسيير أعمال  
غرفة المنشآت الفندقية

مرفقات: ٣ صفحة



[www.travelmatch.no](http://www.travelmatch.no) – [meet@travelmatch.no](mailto:meet@travelmatch.no) – Tel.: +47-91198290

*Open for online registration from September 1:*

## **Welcome to register for TravelMatch Norway 2023!**

The 12th edition of TravelMatch Norway is being organized on January 12th, 2023, being held once again in Oslo Congress Center in the heart of Oslo.

For many of you receiving this, the concept is already well known, while it is important to understand the value of attending for those who did not join us before.

PS: Those attending TravelMatch 2022, shall also receive an email generated by the booking system, with a link to update the information they have already registered in the database.

### **Event concept**

TravelMatch Norway is the biggest B2B Workshop for outbound tourism from Norway, being organized for the 12th time in January 2023.

As a seller/supplier, you shall be able to register in the database and get access to all information about the buyers and media registering for the event (opens mid October).

The event is mainly based on pre-booking of meetings, and there is a total of 18 meeting slots during the full day event, with some additional time for free float meetings and some mingle & networking.

Each seller shall get their own table, accommodating one or two persons from your company, or you can also share a table with another company (this partnership is organized by yourself).

This event creates a platform for interaction with potential partners, and allows the participants to promote their product and network with potential partners. However, the meeting agenda is created by the participating companies themselves through the database platform, and the organizer is not involved in the booking of meetings as so, but only in the promotion of the event and recruiting of a good number of buyers.

### **Target group**

This event is most suitable for the following type of companies:

- NTO's, as well as other national, regional or local tourist offices or representatives.

- Airlines, ferry- and cruiselines, train services etc..
- DMC's / incoming agents from any country or destination.
- Hotel distributors and networks, as well as chains.
- Major attraction and entertainment companies.

At the event, you can meet Norwegian and Scandinavian travel agents, tour operators, event organizers, incentive houses and other MICE companies.

### **Prices**

The price for attending TravelMatch 2023 as a seller, is as follows:

- |  |           |
|--|-----------|
| - One table with one person from the attending company | NOK 5.900 |
| - One table with two persons from the same company     | NOK 6.850 |
| - Two companies sharing one table; per company         | NOK 4.100 |

All prices are subject to a 25 % vat to be added. However, for foreign based companies, it shall be possible to apply for a tax refund after the event.

### **Registration procedures**

Registration for the event shall be made from the website [www.travelmatch.no](http://www.travelmatch.no).

When entering the website, you can go to «Sign up» and click the button for registration (it shall only be available from September 1). There you shall register as a seller, filling in all the relevant information about your company and your product. The more details you provide, the easier it shall be to find relevant partners, and the keywords you use, shall also be instrumental.

### **Deadlines and conditions**

The deadline for registration of sellers is October 10th, or when the event is fully booked.

All registrations need to be approved by the organizer, and the seller can be rejected if the company does not meet the criteria for the event. It can also be rejected if we already have a high number of registered sellers from the same country. A seller that is qualified to attend, but can not be approved due to the booking situation, shall be offered to be in the waiting list for the event.

The cancellation policy is the following:

- Free cancellation before October 10th (registration deadline).
- 50 % to be invoiced for cancellations before November 10th (date for invoicing).
- 20 % refund/discount for cancellations before December 1st (matchmaking opens).
- No refund. Full payment is required for cancellations after December 1st.

Buyers and media are invited to start registering around mid October. You shall be able to see their information once they register, although you need to wait for the matchmaking to open before you can send formal meeting requests through the database.

### Matchmaking

The database shall open for matchmaking around December 1st, and from this date both sellers and buyers can request meetings with potential partners. However, the other party always needs to approve the request before a meeting is confirmed.

More details about the matchmaking process shall be sent to all registered partners later.

### Various services

The venue is located in the heart of the city, with easy access to various types of public transportation, and with a number of restaurants and hotels in the same area.

Hotel deals negotiated by the organizer shall be published in the website, but it is up to each attendee to decide on, book and pay for their own accommodation.

NB: The consumer event TravelXpo ([www.travelxpo.no](http://www.travelxpo.no)), which includes the international pavilion Explore the World ([www.utforsk-verden.no](http://www.utforsk-verden.no)), shall be held in the days following TravelMatch (January 13th-15th), and you may be combining the participation in both events. Although the consumer fair is held in Telenor Arena a bit outside the city, you may still want to stay downtown, and the same hotel deals can be used.

Please contact us also if you would be interested in attending TravelXpo/Explore the World.

If you have any questions, please feel free to contact us at any time!

We are looking forward to communicating and meeting you for TravelMatch Norway 2023!

Best regards

The TravelMatch team

Arne Sundt-Bjerck  
Project manager