

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





第八屆澳門國際旅遊(產業)博覽會 8.ª Expo Internacional de Turismo (Indústria) de Macau 8<sup>th</sup> Macao International Travel (Industry) Expo

澳門威尼斯人金光會展A-B館

24-26/4/2020





**Exhibition Guidebook** 

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### 扇A記 Foreword

第八屆澳門國際旅遊(產業)博覽會(下稱"旅博會")將於2020年4月24至26日在澳門舉行。澳門特別行政區政府旅遊局作為主辦單位,與承辦單位澳門旅行社協會保持緊密協作,誠摯歡迎海内外旅遊及相關業界參與此項年度旅遊盛事,共商、共建、共享,拓展多元合作商機。

在中央政府的大力支持下,澳門積極打造"世界旅遊休閒中心"和"中國與 葡語國家商貿合作服務平台",參與及助力"一帶一路"和粵港澳大灣區建設, 融入國家發展。

第八屆旅博會是澳門特區成立20周年後舉辦的新一屆旅博會,將致力完善配套、提質增效,圍繞"一帶一路"、粵港澳大灣區、中葡旅遊合作、文創和澳門"創意城市美食之都"等重點內涵,打造集不同範疇項目的強大載體,讓海內外參會者展示宣傳、交流洽商,促進旅遊與不同產業的聯動發展,進一步實踐"走出去"、"引進來"。第八年舉行的旅博會繼續推陳出新,將加大旅遊與美食等跨領域創意合作,提升盛事效應。



旅博會作為澳門的品牌展覽之一,有賴各方的支持,謹向支持單位國家文化和旅遊部、各參與單位及海内外參展商表示衷心謝意;期望各位業者把握商機,透過旅博會廣結商緣,共享豐碩的收穫!

The 8<sup>th</sup> Macao International Travel (Industry) Expo ("the Expo" or "MITE") is slated to be held in Macao from 24<sup>th</sup> to 26<sup>th</sup> April 2020. Macao Government Tourism Office and Macau Travel Agency Association have been carrying on the Expo in close collaboration as the organizer and coordinator. We sincerely invite tourism and related industry operators to join us in this spectacular annual tourism event to discuss and connect, build partnerships and share new growth, together tapping into a diversity of business opportunities.

Strengthened by the strong support of the Central Government, Macao is forging ahead with the goal to become a world centre of tourism and leisure and a commercial and trade cooperation service platform between China and Portuguese-speaking countries, with our unyielding commitment to the national development by supporting and contributing to the Belt and Road Initiative and the development of the Guangdong-Hong Kong-Macao Greater Bay Area.

The 8<sup>th</sup> MITE will be the latest edition following the celebrations for the 20<sup>th</sup> Anniversary of the Establishment of the Macao Special Administrative Region. We will be dedicated to refining our supporting facilities and enhancing both the quality and productivity of the event. Revolving around the Belt and Road, the Guangdong-Hong Kong-Macao Greater Bay Area, Sino-Portuguese tourism cooperation, culture and creativity as well as Macao's development as a Creative City of Gastronomy amid other major highlights, the Expo will be a strong confluence of different initiatives covering different topics, enabling industry delegates from near and abroad to showcase their products and forge cooperation. In a macro perspective, the event will connect tourism and other industries in their progress forward, further realizing the strategy of bringing in and going global. Held for the eighth year, the Expo will continue to incorporate new ideas and widen the spectrum of synergies between tourism, gastronomy and other creative fields for a more far-reaching impact.

The Expo would not have become one of Macao's prestigious exhibition brands without the support of all the entities. I would like to express my sincerest gratitude to our supporting entity, the Ministry of Culture and Tourism, and to all the participating entities and exhibitors from near and afar. We hope that all industry professionals can tap into the opportunities brought by the Expo to connect and grow, share and reap a fruitful harvest!

澳門特別行政區政府旅遊局局長 文綺華 二零一九年八月

Maria Helena de Senna Fernandes

Director of Macao Government Tourism Office

August 2019

### 大會資料 Expo Information



澳門國際旅遊(產業)博覽會,簡稱旅博會,創辦於2013年,是國際旅遊的專業展,亦是旅遊產品 消費展。2016年開始由澳門旅遊局主辦,是專業性強、參與面廣、影響力大的展會,深受國際旅遊 業界廣泛讚譽,是國際旅遊業重要的交流交易平台。

The first edition of Macao International Travel (Industry) Expo ("MITE") was introduced in 2013 as a professional international expo and a trade fair for tourism products. Since 2016, the Macao Government Tourism Office has started to organize MITE, as a professional and large expo with great influence. MITE gained high reputation among the tourism industries all over the world, and serves as an important platform for business exchange. The expo plays a positive role in boosting regional and international exchanges and cooperation in tourism industry and creating business opportunities to achieve mutual beneficial result.

### 主辦單位 Organizer



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

澳門特別行政區政府旅遊局是澳門特別行政區社會文化司屬下的部門,專門負責分析、協助制訂並推行澳門特別行政區的旅遊政策,致力為澳門建立優質的旅遊形象。現時全球各地共設有十二個旅遊局駐外代表以及三所澳門特別行政區駐外辦事處,竭力與海外旅遊業界加強聯繫,並與地區及國際旅遊組織交流聯絡,以促進澳門的旅遊業發展。

The Macao Government Tourism Office ("MGTO"), affiliated to Secretariat for Social Affairs and Culture of Macao SAR, is responsible for analyzing, and assisting in the making and promotion of tourism policies of Macao. It dedicates to building Macao's outstanding tourism impression. The Macao Government Tourism Office has 12 MGTO Representatives and 3 MSAR Delegations undertaking the mission to promote exchanges between the tourism industry of Macao and those of other countries. It also forms close ties with regional and international tourism agencies to advance the development of Macao's tourism industry.



## 展會商機

## **Opportunities for Exhibitors**

# ▶ 粵港澳大灣區旅遊發展契機 / Guangdong-Hong Kong-Macao Greater Bay Development

澳門與灣區旅遊資源對接,"9+2"城市群人口近7,000萬,"半小時交通圈"讓"一程多站"旅遊合作釋放巨大潛力。

With the sharing of tourism resources between Macao and the Greater Bay Area which has a population of nearly 70 million, and the shortened distance between cities, the cooperation of multi-destination travel is releasing extraordinary potential.

### ▶ 交流平台促旅遊共贏 / Exchange Platform Leads to a Win-win Outcome

澳門旅博會是澳門唯一官方認可的專業旅遊展。澳門中西文化融合,是創意城市美食之都,具有與葡語國家緊密聯繫的獨特優勢。作為粵港澳大灣區四大中心城市之一,以開放的心態全力推進文化旅遊新發展。

Macao International Travel (Industry) Expo ("MITE") is the only officially recognized professional tourism exhibition in Macao, a city of innovation and gastronomy which has integrated Chinese and Western cultures, and preserves the unique advantage of being closely connected with Portuguese-speaking countries. As one of the central cities in the Guangdong-Hong Kong-Macao Greater Bay Area, Macao will strive to promote the new development of culture and tourism with an open mind.

### ▶ 全球旅遊目的地聚會 / Convergence of Global Tourism

澳門地理位置優越,交通便利;給予部分國家豁免簽證或入境許可,旅遊產品豐富等,吸引國際旅遊業界在"世界旅遊休閒中心"匯集。港珠澳大橋使香港、珠海、澳門三地融匯來自各地的旅客均可經機場口岸進入澳門,亦可由香港國際機場乘坐大巴,40分鐘即可抵達澳門。

Macao's geographical access to the region's high-growth markets, together with the convenience of Hong Kong-Zhuhai-Macao Bridge and the policy of visa exemption or entry clearance for certain countries, allow international tourism industries to gather at the Global Tourism and Leisure Centre. Hong Kong-Zhuhai-Macao Bridge marks a new era of opportunities and cooperation for its connecting ports. Apart from flying directly to Macao, visitors may fly to Hong Kong International Airport and transit to Macao with a 40-minutes bus journey.

### 2019年上半年澳門旅遊數據 Macao Tourism Data for Q1 & Q2 of 2019



澳門入境旅客(人次) No. of visitors arrival

20,284,633



國際旅客(人次) No. of international visitors

18,544,964

大中華市場入境旅客 (人次) No. of visitors arrival from the Greater China market

1,739,669



留宿旅客(人次) No. of overnight visitors

6,939,012

資料來源:統計暨普查局 Source: DSEC

## 報名參展。拓展旅遊業務的合作夥伴

Sign up to exhibit and garner opportunities from exchanging with tourism industry partners

### 參展回報 Exhibitors Benefit

#### 每家參展商透過展前預約配對系統,2天可獲得30場與特邀買家共商業務合作的寶貴機會

Throughout the Pre-scheduled Appointment (PSA) system, each exhibitor will be able to achieve a two-way appointment invitation with up to 30 hosted buyers in 2 days

# 為參展商提供全方位品牌曝光渠道,包括網站、微信公眾號、臉書、場刊及宣傳單張、品牌推介會等,最大程度提升參展商品牌信譽度

Enjoy comprehensive brand promotion channels including website, Wechat, Facebook, official guide, leaflets and promotion seminars

#### 現場銷售可助參展商提高投資回報率,實現參展效益最大化

Sales onsite increase exhibitors' return on investment and maximize the benefits of exhibiting

### 參加者回饋 Reviews from Previous Participants

本次商談會上和珠三角以及其他沿海一線城市的旅行社(買家)無縫銜接進行宣傳,效率非常高,如有機會環想繼續每年參加。

At this exhibition, I communicated seamlessly with the travel agencies (buyers) from the Pearl River Delta Area and other coastal first-tier cities. It was quite efficient to promote my services, and I will participate every year if opportunity allows.





這一年是我們首次參展,專業日的B2B交流令我們非常意外驚喜,當天我們接觸到來自周邊地區的優質旅行社以及其他不同範疇的買家。

This year was our first MITE, and we were very surprised by the quality of the B2B meetings. We have met with ideal agents around the region as well as from other markets.

澳門旅博會同期組織各類會議,邀請國際極具影響力的意見領袖及世界菁英,發表真知灼見,探討全球旅遊業未來發展趨勢,受益匪淺。

MITE organizes tourism related seminars, presentations and activities, and invites international influential KOL and world elites to share their insights about the global tourism industry development.





展前商務會談配對系統,便捷富有成效。可加速行業間的合作及業務發展,增加旅遊 行業的創新。

The high quality of hosted buyers and exhibitors are conducive to industry cooperation and development. Pre-scheduled systems definitely helped to increase the effectiveness of business matching.



#### 概況 Overview

第八屆澳門國際旅遊(產業)博覽會將致力於促進國際旅遊發展為使命,連接澳門與世界旅遊業交流與合作的橋樑。繼續突顯B2B及B2C雙平台效應,既為國際旅遊業界獲取旅遊資訊、尋找合作商機提供交易平台,又為旅遊企業和市民搭建展銷平台。參展涵蓋國家旅遊局、旅遊行業組織、旅行社、文創及非遺文化、景點景區及主題樂園、旅遊管理、旅遊科技、酒店及度假村、旅遊交通、旅遊延伸服務之機構等。現場有旅遊相關論壇、旅遊簽約、產品說明會、各國文藝表演及旅遊達人分享,全方位滿足參展商開拓粵港澳大灣區、乃至全球客源市場的需求;滿足買家一站式採購多種產品、尋找新供應商的需求。

The 8<sup>th</sup> MITE will broaden the development of international tourism and enable communications and cooperation between Macao and the world tourism industry. The MITE will continue to highlight its B2B and B2C platforms to facilitate information accessibility and cooperation within the world tourism industry, and to provide a platform for tourism enterprises to exhibit their products to the local residents.

Exhibitors include government and tourism organizations, travel agencies, cultural and creative groups, organizations of intangible cultural heritage, operators of scenic spots and theme parks, institutions for tourism management and technology, hotels and resorts, tourism transportations and providers of extended tourism services. There will be tourism-themed forums, sessions of tourism contract signing and product presentation, cultural and art performances by different countries. In addition, the sharing sessions of travel geeks will also be held to comprehensively support exhibitors to expand into the tourist markets of the Guangdong-Hong Kong-Macao Greater Bay Area and even global markets. Buyers can engage in the "One-stop Purchase" of multiple products and look for new suppliers.

### 參展範疇 Exhibitors Categories

國家和地區旅遊部門、旅遊行業組織、旅行社、文創及非遺文化、景點景區、主題樂園、旅遊管理、 旅遊科技、酒店及度假村、旅遊交通、旅遊延伸服務機構等

Government Bodies / Tourism Organizations / Travel Agencies / Cultural and Creative Groups / Organizations of Intangible Cultural Heritages / Operators of Scenic Spots and Theme Parks / Institutions of Tourism Management and Technology / Hotels and Resorts / Tourism Transportations / Providers of Extended Tourism Services etc.

## 地點 Venue

### 澳門威尼斯人金光會展A-B館 Cotai Expo Hall A-B, The Venetian Macao

## 日期及開放時間 Opening Schedule

日期 Date	時間 Opening Hours	對象 Target Audience
24/4/2020	10:00~18:00	專業觀衆、公衆 Trade Visitors and General Public
25/4/2020	10:00~19:00	專業觀象、公衆 Trade Visitors and General Public
26/4/2020	10:00~18:00	公衆 General Public

## 重要日程與活動 Key dates & Events

内容 Events	日期 Date	地點 Venue
開幕典禮 Opening Ceremony	24/4	主舞台 Main Stage
商業配對與洽談 B2B Business Matching	24-25/4	澳門威尼斯人金光會展A-B館 Cotai Expo Hall A-B, The Venetian Macao
簽約 MOU Signing Ceremony	24/4	主舞台 Main Stage
論壇及推介會 Forums and Seminars	24-26/4	主舞台、會議室 Main Stage & Meeting Room
遊戲、抽獎及節目表演 Games, Lucky Draw and Performance	25-26/4	主舞台 Main Stage



# 展位價格 Rates and Specifications

## 標準展位 Standard Booth

展位類型 Booth Type	内容 Description	價格 Rate	
A類:單入口 Type A: Standard Booth (1-side entry) 尺寸:3米×3米 Size: 3m x 3m	言:楣板(印有公司名稱及展位號)、射燈2 盞、地毯、諮詢枱1張(印有大會LOGO)、摺 椅2張、500W插座一個、廢紙簍1個 Including: 1 x Foam board (Company Name and Stand	<b>2,200</b> 美元 USD2,200	
	Number) / 2 x Spotlights (Fixed) / Carpet / 1 x Information Desk (With MITE Logo) / 2 x Folding Chairs / 1 x 500W Power Socket (Fixed) / 1 x Waste Paper Basket  2.94米(寛)x 2.45米(高)背景牆噴繪製作(不含設計)/面 2.94m(W) x 2.45m(H) Inkjet Foam Board Backdrop (excluding design) / Side	<b>200</b> 美元 USD200	
B類:雙入口 Type B: Corner Booth (2-sides entry) 尺寸:3米×3米 Size: 3m x 3m	言:楣板2個(印有公司名稱及展位號)、射燈2盞、地毯、諮詢枱1張(印有大會LOGO)、摺椅2張、500W插座一個、廢紙簍1個Including: 2 x Foam board (Company Name and Stand Number) / 2 x Spotlights (Fixed) / Carpet / 1 x Information Desk (With MITE Logo) / 2 x Folding Chairs / 1 x 500W Power Socket (Fixed) / 1 x Waste Paper Basket	<b>2,500美元</b> USD2,500	
	2.94米(寬)x 2.45米(高)背景牆噴繪製作(不含設計)/面 2.94m(W) x 2.45m(H) Inkjet Foam Board Backdrop (excluding design)/ Side	<b>200美</b> 元 USD200	

# 展位價格 Rates and Specifications

# 光地展位 Raw Space

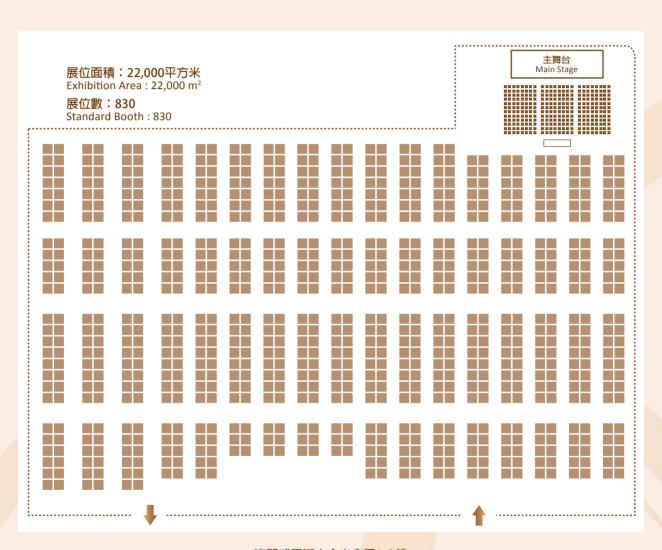
展位類型 Booth Type	内容 Description	價格 Rate
光地 Raw Space	展位面積 /Size: <b>36</b> 平方米起 Starting from 36m <sup>2</sup>	<b>200</b> 美元/平方米 USD200 / m²
光地 Raw Space + 定製 搭建套餐 Custom Set-up Package	<ul> <li>含基本設計,可更改5次; Basic design output, changes up to 5 times;</li> <li>含設計圖中指定搭建材料; Material and construction fee shown in the design is included;</li> <li>含基本傢俱(桌椅); Furniture shown in the design is included, additional will be charged extra;</li> <li>含設計圖中指定地毯; Carpet shown in the design is included;</li> <li>不含LED及電視等; LED or TV are excluded, additional order is needed;</li> <li>不含電力支持及吊點費用。 Electricity supply and hanging points are excluded.</li> </ul>	200美元/平方米 USD200 / m² + 275美元/平方米 USD275 / m²







### 展位分佈 Floor plan



澳門威尼斯人金光會展**A-B館** Hall A-B Cotai Expo The Venetian Macao

# ◆

日期 Date	時間 Time	主要活動 Activities
22-23/4	09:00-23:00	進場搭建 Booth Set up
23/4	09:00-19:00	參展商報到 Exhibitor Registration
23/4	15:00-23:00	買家報到 Buyer Registration
	10:30-18:00	專業配對洽談 B2B Meeting
24/4	10:30-10:50	第八屆澳門國際旅遊 (產業)博覽會開幕典禮 Opening Ceremony of 8 <sup>th</sup> MITE
(專業觀衆、公衆) (Trade Visitors and	10:50-11:30	嘉賓巡館 VIP Tour
General Public)	11:00-18:00	展覽開放 Expo Opening Hours
	19:00-20:30	澳門旅遊局歡迎晚宴 Welcome Dinner hosted by MGTO
25/4 (專業觀衆、公衆)	10:00-19:00	專業配對洽談 B2B Business Meeting
(Trade Visitors and General Public)	10:00-19:00	展覽開放 Expo Opening Hours
26/4	10:00-14:00	自由配對洽談 Free Business Meeting
26/4 (公衆)	10:00-18:00	展覽開放 Expo Opening Hours
(General Public)	18:00-23:00	撤展 Booth Dismantling
27/4	09:00-23:00	撤展 Booth Dismantling



### 參展方法 Application

### 網上預約 Online Application

### 2019年10月22日起開放線上報名!

Online Application is available from 22th October, 2019

### 參展流程 Application Procedure



### 付款方式 Payment Methods

#### 展位費須在展前繳付,存入或匯入以下帳戶:

The payment should be settled before the exhibition. Payment can be made by cash, cheque or remittance funds to the following bank account:

戶名:澳門旅行社協會 Account name: Macau Travel Agency As<mark>sociation</mark>

開戶行:澳門工商銀行 Bank: Industrial And Commercial Bank Of China (Macau) Limited

Address: R/C, Macau Landmark, 555 Avenida da Amizade, Macau

Swift Code: ICBKMOMX

澳門元帳號 MOP Account No.: 0119 1013 0000 1082061 港元帳號 HKD Account No.: 0119 1013 0000 1081957 美元帳號 USD Account No.: 0119 1013 0000 1082185

付款成功後,請將銀行轉賬單傳真至: (853) 2870 0238 或電郵至: info@mitexpo.mo

Please share a copy of the receipt of payment via fax: (853) 2870 0238 or e-mail: info@mitexpo.mo after the payment is settled.

所有經由銀行收取的手續費及發票稅率,須由參展商支付。 Exhibitors should bear any surcharge or tax arising from remittance.

### 特邀買家計劃 Hosted Buyer Programme

"第八屆澳門國際旅遊(產業)博覽會"推出的特邀買家計劃為有年度預算的國際出境旅遊採購決策者提供交流機會。特邀買家可以與心儀的展商面對面溝通交流,會晤行業權威專家,尊享高端服務及獲取最新行業發展資訊。

The Hosted Buyer Programme is designed for the decision makers of international outbound tourism buyers. The Hosted Buyers will be able to meet with their preferred exhibitors and tourism experts, enjoy exclusive high-end services and stay up-to-date with the latest information of the industry.

#### 線上註冊,獲批准加入特邀買家計劃並履行買家義務,將有機會獲得:

Register online to become an eligible Hosted Buyer to enjoy exclusive arrangements:

交通 Transportation	-往返澳門經濟艙機票、火車票、車票或船票 -酒店與展會現場專車接送 -展前本地遊覽 -Round trip economy flight, train, coach or ferry tickets to Macao -Shuttle service between hotel and exhibition venue -Pre-expo Macao Familiarisation Tour
住宿澳門 Accommodation	-展期内3晚指定酒店住宿 -3 nights accommodation during the event
專屬邀約招待 Exclusive invitations	-出席開幕典禮、歡迎晚宴、買家午餐會等 -尊享特邀買家休息室 -Invitation to Opening Ceremony, Welcome Dinner and Buyer's Luncheon -Exclusive access to the Hosted Buyer's Lounge

#### 其他花費及附加費用將由特邀買家自行承擔,例如:

Hosted Buyer shall bear the expenses arising from the followings:

#### 私人接送/公務以外的餐飲/航班升艙/酒店升級/額外住宿/旅行保險/簽證費用等

Private limousine service / Food and beverages expenses / Transportation cabin upgrade / Accommodation upgrade / Extended accommodation / Travel insurance / Visa and other expenditures



### 特邀買家履行義務 Obligation of Hosted Buyers

- 註冊特邀買家,登入官網www.mitexpo.mo;
  - Hosted Buyers are required to register on the official website www.mitexpo.mo
- 展前透過邀約系統與參展商進行配對預約,並於現場通過邀約洽談對象掃碼完成配對;
   Make appointments with exhibitors through Pre-schedule Appointment (PSA) system. After each appointment,
   Hosted Buyer will be scanned by the exhibitor for verification.
- 現場每天需完成12個邀約洽談;
  - Hosted Buyer must accomplish 12 business matches per day.
- 現場每天需參加2個或以上會議。
   Hosted Buyer must attend at least 2 seminars per day.

#### 預約按金 Confirmation Deposit

#### 參加特邀買家計劃,承辦單位將收取200美元的按金。

To attend the Hosted Buyer's Programme, a deposit of USD200 shall be charged as part of the terms and condition for Hosted Buyer's Programme.

# 當特邀買家如期出席並履行特邀買家義務,承辦單位將在2020年4月26日於買家休息室辦理按金退回手續。

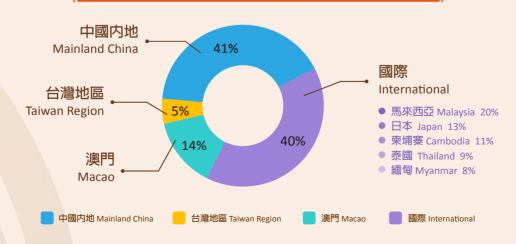
Hosted Buyers who attends the event as scheduled and completes all required business matching sessions are eligible to receive the reimbursement of deposit. The proceduce shall be carried out by the event coordinator located at the Buyer's Lounge Area on 26<sup>th</sup> April, 2020.



## 上屆旅博會精彩回顧 Review of Previous MITE

展覽面積 Exhibition Area (m²)		參與國家及地區 Participated Countries and Regions	54
參展機構 No. of Exhibitors	452	展位數 Exhibition Booths	835
旅遊論壇(推介會) Tourism Forums (Seminars)	29	簽約項目 No. of Signed Contract	34
特邀買家及專業買家 Hosted and Professional Buyers	472+	現場洽談 Business Matches	7,000+

## 參展商地區分佈 Exhibitors Distribution by Regional



### 主辦單位 Organizer



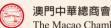
澳門特別行政區政府旅遊局 DIRECÇÃO DOS SERVIÇOS DE TURISMO MACAO GOVERNMENT TOURISM OFFICE

## 支持單位Supporting Entity

中華人民共和國文化和旅遊部 MINISTRY OF CULTURE AND TOURISM OF THE PEOPLE'S REPUBLIC OF CHINA

## 協辦單位Co-organizers

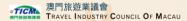
澳門特別行政區政府文化局 INSTITUTO CULTURAL do Governo da R.A.E. de Macau



大い J中半脳同自
The Macao Chamber of Commerce









澳門貿易投資促進局 Instituto de Promoção do Comércio e do Investimento de Macau Macao Trade and Investment Promotion Institute



澳門街坊會聯合總會 Unläo Geral das Associações dos Mordores de Macau





ASSOCIAÇÃO DAS AGÊNCIAS DE TURISMO DE MACAU 澳門 旅遊商會 ASSOCIATION OF MACAO TOURIST AGENTS

### 承辦單位Coordinator



參展查詢:澳門旅行社協會

Enquiry: Macau Travel Agency Association

電話 / TEL: (853) 2870 3707、2870 0655

傳真 / FAX: (853) 2870 0238

官方網站 / Website: www.mitexpo.mo 電子郵箱 / E-mail: info@mitexpo.mo