



3rd EDITION

EUROPEAN FOOD PAVILION
Food, Hotel and Tourism Bali 2018
Bali – Indonesia
March 1 – 3, 2018

10 SELECTED EUROPEAN COMPANIES
Food & Beverage | Wine & Spirits | Hospitality | Tourism

Organized by:



Co-located with:



A project co-funded
by the European Union

OUR EXPERIENCE

European Pavilion 2016



- ✓ 14 Participating companies from 10 different European countries
- ✓ 50 + B2B meetings were arranged with potential local partners

EU-Indonesia Business Network (EIBN) works towards the enhancement of exports and investments of the EU to Indonesia, particularly by small and medium-sized enterprises (SMEs). Therefore, EIBN organizes European Pavilions for European companies to get first hand impressions of the Indonesian market, get in touch with major players and potential business partners and to attend relevant business events. For the upcoming Food, Hotel and Tourism Bali 2018, we are in the process of selecting a minimum of 10 companies to participate in the Pavilion.

Our offer:

You will benefit from:

- **Full organization of European Pavilion** including design, construction, set up, etc.
- **Logistic support** including assistance in booking the accommodation with discounted corporate rates for participants at selected hotels, translation service, etc.

PARTICIPATION FEE

1.400 EUR per company

Participation fee

Service	Costs (€)
Exhibition space at the European Pavilion for 4 days including the design, construction and set-up	3.950 €
Logistic coordination previous to the event and on the spot support staff during the 4 days of the fair	400 €
- Booklet presenting the European Pavilion's exhibitors (1 full page per participant) - Company listing at the Exhibitor Catalogue	300 €
TOTAL COST	4.650 €
EIBN CONTRIBUTION (SUBSIDY 75%)	3.200 €
PARTICIPATION FEE	1.400 €

*The price does not include 10% VAT

Application & Registration process

Application Deadline: Fri, December 15, 2017

To register, fill in the application form and email to

Ms. Atya Marsyeila
Business Development Officer

atya@eibn.org

+62 21 3154685 ext. 246

CONDITIONS

Eligibility criteria

The participant will need to:

- ✓ be headquartered in an EU member state,
- ✓ be directly engaged in the industry, on which the trade fair is focused or in business aligned with trade fair's objective,
- ✓ be currently exporting or demonstrate export readiness,
- ✓ be represented during the mission by an employee or officer of the company.

Conditions

- The participation fee includes booth stand in joint EU Pavilion at Food & Hotel Bali 2018 trade fair; and optional pre-researched and pre-arranged meeting agenda.
- The European Pavilion will be a large open space equally shared between exhibitors. Please contact us for any special request or demand which will be separately quoted.
- The participant must submit a completed and signed registration form and supplemental application materials, including adequate information on the company's products and/or services, primary market objectives, and goals for participation.
- Upon signature of the registration, the participation for the EU Pavilion will be binding and the participation fee will be due. EIBN reserves the right to evaluate the ability of the applicant to meet the criteria above.
- If the participant cancels prior to the fair commencement or fails to attend, the participation fee will not be refunded, with the exception of the case that a replacement is found for the participant.
- If a minimum number of 10 participants is not achieved, the overall booth size will be either adjusted or canceled. This will be notified minimum 2 months prior to the commencement of the fair.
- The participant must hold and maintain travel and other appropriate insurances in connection with attendance at, and participation in, the fair.
- The participant accepts full responsibility for all of the business and organizational outcomes arising from their participation. EIBN will not be held responsible for the commercial endeavors of any party that participates in the Pavilion.
- Accommodation, Flight from Europe to Indonesia and all food or ground transportation expenses outside the scheduled meals and activities are borne by the participants.
- EIBN will assist in booking the accommodation (discounted corporate rates available for participants at selected hotels).