

# INVITATION

## INVITATION TO PARTICIPATE AT THE WORLD TRAVEL MARKET (WTM) 2017 IN LONDON, INTERNATIONAL TOURISM TRADE FAIR (FITUR) IN MADRID 2018 AND INTERNATIONAL TOURISM BOURSE (ITB) FAIR IN BERLIN, GERMANY 2018

### PROFILE

The Botswana Tourism Organisation (BTO) is a body corporate established through an Act of Parliament with the mandate to: market and promote Botswana as a tourist destination of choice; promote investment in the tourism sector; as well as grade and classify tourist facilities.

Botswana Tourism Organisation (BTO) invites Botswana based and registered companies holding a valid tourism license to participate at the following events.

EVENT	LOCATION	DATES
WTM	London, United Kingdom	6th – 8th November 2017
FITUR	Madrid, Spain	17th – 21st January 2018
ITB	Berlin, Germany	7th – 11th March 2018

The above events are premier Business to Business (B2B) and Business to Consumer (B2C) tourism platforms for trade and business as well as new tourism trends, concepts and contacts.

Interested companies should send their applications by email, fax, or hand delivery with the following details:

### Application details required

- Name of Company
- Postal Address
- Contact numbers
- Contact Person
- Email Address
- Copy of tourism license and grading certificate (for accommodation facilities)
- Names of personnel who will represent them

### Eligibility

- Botswana registered companies with a valid tourism license.
- Graded accommodation facilities.

### Participation Fee Structure

<b>WTM – London</b> All Scales – P5, 000 <b>Closing Date:</b> Friday 27 <sup>th</sup> October 2017	<b>FITUR – Madrid</b> All Scales – P5, 000 <b>Closing Date:</b> Friday 1 <sup>st</sup> December 2017	<b>ITB – Berlin</b> Small Scale – P10, 000 Large Scale – P30,000 <b>Closing Date:</b> 15 <sup>th</sup> December 2017
--	--	---

Successful applicants will be informed by email or fax after the closing dates.

### Applications should be submitted to:

Botswana Tourism Organisation  
 Fairscape Precinct Building  
 Plot 70667, Fairgrounds Office Park  
 Gaborone

Tel: (+267) 391 3111 Fax: (+267) 395 9220

Email: [kmotlamma@botswanaturism.co.bw](mailto:kmotlamma@botswanaturism.co.bw) or [tmasemola@botswanaturism.co.bw](mailto:tmasemola@botswanaturism.co.bw)