

# VISITSCOTLAND | EXPO 2019

**Scottish Event Campus (SEC), Glasgow**  
**10 – 11 April 2019**

Opportunity	Price (excl. VAT)	Please Tick
<p style="text-align: center;"><b><u>First-time/lapsed exhibitor offer</u></b></p> <p style="text-align: center;"><b><u>4m<sup>2</sup> stand at Expo 2019</u></b></p> <p>Criteria which <b>must</b> be met in order to be considered:</p> <ul style="list-style-type: none"> <li>• SME exhibiting for the first time at Expo or one that has not exhibited at Expo since 2015, including any shared stand participation</li> <li>• No sharing partners</li> <li>• Must complete SME declaration below</li> <li>• Maximum 4 passes per stand</li> </ul>	<p><b>£620</b></p>	

VisitScotland Expo is Scotland’s flagship travel trade event. Expo 2019 will take place on Wednesday 10 and Thursday 11 April and will see hosted International and UK Buyers take part in pre and post Expo fam trips, a networking event for around 700 buyers and exhibitors as well at the trade show itself.

Preferred areas of interest based on buyers feedback

- Coach Hire & Transport
- Cruise
- Family
- Food and Drink
- Independent Hotels
- Luxury
- Multi-Generational
- Nature and Active
- Private hire tours
- Soft Adventure
- Unique experiences



A SME is a small or medium sized business which meets the following EU criteria

- Less than 250 FTE (Full Time Equivalent) employees
- Has an annual turnover of less than 50m euro (approx £35.6m)
- Has assets of less than 43m euro (approx £30.6m)

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This opportunity is suitable for businesses looking to attract Fully Independent Travellers (FIT) and/or group business. **Spaces are very limited** and acceptance will be determined by our Events and Trade teams looking at buyer requirements as well as a balanced sectoral mix. You will be contacted shortly after the **26 October submission date** to let you know if your application has been successful.

The following Information must be gathered in order to to assess your eligibility to attend. Please fully complete before returning this form to your local [Industry Relationship Manager](#)

## What is the legal structure of your business?

- |  |   |
|--|---|
| <input type="checkbox"/> Public Limited Company        | <input type="checkbox"/> Limited by Guarantee |
| <input type="checkbox"/> Sole Trader                   | <input type="checkbox"/> Partnership          |
| <input type="checkbox"/> Limited Liability partnership | <input type="checkbox"/> Charity              |
| <input type="checkbox"/> Limited Company               | <input type="checkbox"/> Co-operative         |

## How would you define your business?(\*)

- Autonomous enterprise (independent business)
- Partner enterprise
- Linked enterprise

\* These definitions of small to medium sized enterprises (SME) are for the purpose of meeting the eligibility criteria to attend. If you are unsure of the meaning of these definitions, please consult this document:

[http://www.visitscotland.org/business\\_support/SME\\_definition.aspx](http://www.visitscotland.org/business_support/SME_definition.aspx)

Date business established M/Y	How many full time or equivalent employees do you have? (**)
Annual turnover	Balance sheet total (***)

Please give the value in £ sterling to the nearest £1,000. This should be the figure from your most recent financial accounts. This information will only be provided to other Government agencies for the purposes of administering, evaluating and monitoring VisitScotland programmes. This information will not be shared with any other parties.

\*\* This should be 1 if your business is only owned by you or 2 if your business is owned by a couple, even if you do not employ any additional people. Therefore, the minimum value you should enter here is 1.

\*\*\* This is the net worth of your business = Total assets minus total liabilities.

## State Aid

This activity is subject to the law governing the level of public sector State Aid which can be given to businesses. It falls into the De Minimis category for businesses which limits the level of public sector funding for businesses to €200,000 (around £142,450) over a 3 year period. We are required to take into account any De Minimis aid you may have received from VisitScotland or from any other public body including Local Authorities, Scottish Enterprise, Highlands & Islands Enterprise, Scottish Government, lottery funding, or any EU funding. To enable VisitScotland to meet the regulation requirements, could you please complete the following table for any De Minimis aid you have received over the last 3 years.

Date of offer	Name of body providing aid	Purpose of aid	Amount received £

## Note of Interest: 4m<sup>2</sup> stand offer at Expo 2019

Expo19SME

Name of establishment: \_\_\_\_\_

Unique Reference Number (if known) \_\_\_\_\_

Contact Name: \_\_\_\_\_

Email: \_\_\_\_\_ Telephone: \_\_\_\_\_

Company Position: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Please submit your Note of Interest by 26 October 2018**

I wish to submit my note of interest to attend Expo 2019, as indicated at the prices shown.

I have read, understand and agree to comply with the *Terms & Conditions of Working with VisitScotland* which can be viewed at: [http://www.visitscotland.org/business\\_support/BuyingServices-TermsConditions.aspx](http://www.visitscotland.org/business_support/BuyingServices-TermsConditions.aspx) and the *Expo Terms & Conditions* which can be view at [http://www.visitscotlandexpo.com/terms\\_conditions/](http://www.visitscotlandexpo.com/terms_conditions/). I confirm that the information provided is accurate to the best of my knowledge.

VisitScotland will be undertaking PR activity for this event, if you do not want your business to be mentioned in any publicity, please tick this box: