



**17-19**  
MAY 2024

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## HOSTED BUYER PROGRAM

### TERMS AND CONDITIONS

#### Qualifying criteria

To qualify for the hosted buyers program the applicants must be final decision makers, representing companies or agencies that are searching for collaborations and properties in Greece. The approval of any hosted buyer is subject to the Organizer's final decision. Furthermore hosted buyers have to commit to attending at least 10 appointments during their visit at the Exhibition with exhibitors of their choice, while accepting additional appointments that may be arranged for them either by the competent Hosted Buyers Team or requested by the exhibitors themselves.

To be accepted as Hosted buyer, applicants should meet strict qualifying criteria that appear in the application form. The organizer may contact the applicant or other sources to verify the information on her/his application.

#### Registration

1. Qualified hosted buyers will receive complimentary:

- Admission to the Exhibition
- Admission to the official B2B and other networking events of the Exhibition
- Pre-scheduled appointments with exhibitors of their choice
- Up to 300€ reimbursement for travel expenses
- Accommodation for 2 nights in a hotel of our choice (3 stars & above)
- Snacks/coffee and lunch breaks at the Hosted Buyers Point within the Hosted Buyers program and during the Exhibition
- Complimentary bag with printed time-schedule, informative material, entrance badge and free parking

NB: All other costs and incidental expenses are the responsibility of each attendee; examples include private transfers, flight upgrades, hotel upgrades, additional

nights' accommodation, personal extras, travel insurance, etc.

## **APPLICATION FORM**

1. Completion of the application form does not automatically guarantee you a place in the hosted buyers program. You will be notified in writing if your application is successful. RM INTERNATIONAL reserves the right to decline your registration without reason. Organizer's decision is final and you will be notified accordingly either way.
2. The Organizer will only accept one application per participant. If more than one application per participant is received, only the first application will be accepted.
3. All required sections of the application form must be fully completed. Failure to do so will result in the form not being processed.
4. Participants who are not accepted for the hosted buyer program will have the opportunity to attend the exhibition as invited buyers, on their own expenses and may apply again in a future event.
5. By accepting the hosted buyer status, all hosted buyers are consenting to their contact details being made available to all exhibitors as well as all official show partners, sponsors.

## **Attendance**

1. The Organizer is responsible for coordinating your participation as a hosted buyer at the Exhibition. All attendance queries should be directed to the Organizer.
2. The hosted buyer must make sure that his/her visit is organized within the dates set by the Organizer for the B2B appointments (usually during the first two days of the Exhibition). These dates have to be agreed between the Hosted buyer and the Organizer. The hosted buyer will be reimbursed with a **300€ voucher and accommodation for 2 nights in a hotel of our choice** (3 stars & above). RM International will only cover the actual hotel cost.
3. The **reimbursement** is made after the end of the exhibition and after ensuring that the buyer has attended at least **10 B2B meetings** with our exhibitors. On that purpose, we need to receive a **company invoice** from the Hosted buyer addressed to our company RM INTERNATIONAL. **The reimbursement regards only international buyers visiting from abroad.**
4. Hosted buyers must obtain adequate travel insurance coverage for their stay and it is recommended in particular that hosted buyers take out adequate insurance for their baggage and medical insurance.

### **Appointment setting**

1. Hosted buyers who are accepted by the Organizer commit to attend a minimum of 10 one-to-one appointments during their visit to the Exhibition. One-to-one meetings have to be arranged in advance via an on-line appointment system. Hosted buyers who do not conclude appointments by the agreed date will not be entitled to the agreed reimbursement and will only benefit from the free accommodation.
2. Hosted buyers who are unable to honor an appointment should contact the exhibitor directly to arrange a more convenient appointment time.
3. Only one person per company can be accepted as a hosted buyer. Further persons may attend the Exhibition as invited guests (they cover their own travel and accommodation but have complementary access to the Exhibition including all services granted to hosted buyers at the Exhibition). Exceptions can be made for large companies or if otherwise agreed with the Organizer.
4. Please note that attendance at appointments will be monitored and non-attendance shall constitute a breach of these Terms and conditions. The Organizer will give on-site instructions on attendance verification.

### **Cancellations, no shows and refunds**

1. If you need to cancel your participation at the Exhibition, you must inform the Organizer in writing. The cancellation will not be effective until you have received a written acknowledgement from the Organizer.
2. Hosted buyers' participation and attendance are monitored by the Organizer and exhibitors. "No show" is defined as a hosted buyer who, without giving prior written notice of cancellation, does not attend the Exhibition or does not complete appointment requirements and/or is not present for the hosted buyer activities. In the event of a "no show", RM INTERNATIONAL will cancel your hosted buyer status and reserves the right to blacklist you so you may not reapply for subsequent events.
3. The hosted buyer is eligible to make remote meetings with the exhibitors via our online meeting platform after the event for up to 1 year. In that case no reimbursement is made on the Organizer's part.

### **Substitution**

1. Your acceptance to the hosted buyer program is non-transferable. Should a circumstance arise whereby you have to cancel your participation, you may request to substitute another person from your organization. The Organizer may choose to accept that substitute person after reviewing his/her fully completed application form.
2. If the substitution is not accepted by the Organizer, then the usual cancellation and no show terms shall apply to the original hosted buyer.

## **Travel**

1. Please note that participants from certain countries may require a visa to enter Greece / the European Union. It is the responsibility of each participant to contact the Organizer for a visa application letter and to organize their own individual visa.
2. Please note that travel insurance is the responsibility of each individual hosted buyer. The Organizer will not supply travel insurance for hosted buyers. Travel insurance must be in effect from the day of departure up to and including the day you arrive back to your home country.

## **General conditions**

All matters and questions not covered by these Terms and Conditions are subject to the decision of the Organizers. Foregoing Terms and Conditions may be amended or added by the Organizers at their discretion.

The Hosted buyer agrees to abide by any and all amendments and changes by the Organizers as well as rules and regulations set out in the present Hosted buyers Terms and Conditions.

## **Jurisdiction**

The Organizer and the Hosted buyer will settle all eventual disputes in an amicable way. In case a dispute cannot be settled in this way, the Organizer and Hosted buyer agree that the Courts of Athens, Greece are competent to settle it.



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