

The international exhibitions World of Furniture and Technomebel provide new business opportunities through Hosted Buyers Program. The Program offers direct business-to-business (B2B) meetings and ensures that buyers will be able to meet with local partners and suppliers.

World of Furniture and Technomebel Hosted Buyer (HB) Program provides to nominated buyers a meaningful package of services and benefits which make his/her visit to the shows a rewarding experience. Join these group of buyers:

| VIP BUYERS*   |   |
|---|---|
| Top Sourcing Executives:<br><ul style="list-style-type: none"> <li>● Retail stores</li> <li>● Contractors</li> <li>● Architects</li> <li>● Interior design studios</li> </ul>                         | <ul style="list-style-type: none"> <li>● Free 3D/2N hotel accommodation</li> <li>● Free Roundtrip Airfare**</li> <li>● Free transfer from airport to venue</li> <li>● Free entrance card for World of Furniture and Technomebel</li> <li>● Pre-scheduled meetings with selected exhibitors</li> <li>● Year-round free matchmaking assistance</li> </ul> |
| TOP LEVEL BUYERS*   |   |
| <ul style="list-style-type: none"> <li>● Buyers from retail and contract markets</li> <li>● Owners of retail/wholesale companies</li> <li>● Buyers from architectural and Interior studios</li> </ul> | <ul style="list-style-type: none"> <li>● Free 3D/2N hotel accommodation</li> <li>● Free transfer from airport to venue</li> <li>● Free entrance card for World of Furniture and Technomebel</li> <li>● Pre-scheduled meetings with selected exhibitors</li> <li>● Year-round free matchmaking assistance</li> </ul>                                     |
| TRADE VISITOR*  |   |
| <ul style="list-style-type: none"> <li>● Industry professionals</li> <li>● Buyers not qualified for the Incentive programs</li> </ul>   | <ul style="list-style-type: none"> <li>● Free entrance card for World of Furniture and Technomebel</li> <li>● Year-round free matchmaking assistance</li> </ul>   |

*\*All applications shall be evaluated by BBCWFI Management before acceptance in the program and granting of incentives. BBCWFI will nominate the grade of the buyer following the information provided in each application.*

*\*\* Flight reimbursement towards the cost of round-trip economy Travel from selected ports. The covered cost is capped at €450.*

All Program participants have access to the World of Furniture & Technomebel Reception and the Bulgarian Furniture of the Year Awards Ceremony.

| Registration  |
|---|
| A. Application to the HB Program will be accepted until 6th of April 2018<br>B. Submission of the application form does not automatically guarantee the applicant participation in the HB Program.<br>C. BBCWFI will only accept <b>one application per company.</b><br>D. All sections of the application form must be fully completed. <b>Failure to submit all requirements requested and incomplete application form will not be processed.</b><br>E. If the applicant will not qualify under the HB Program, he/she shall be automatically qualified as Trade Visitor. |
| Application Checklist   |
| A. Scanned copy of Passport / ID card for EU buyers<br>B. Completed HB Program Application Form<br>C. Brief company profile   |

For more details about the HB Program, please contact the Bulgarian Branch Chamber of Woodworking and Furniture Industry /BBCWFI/ at [office@timberchamber.com](mailto:office@timberchamber.com)

|  |  |  |         |
|--|--|--|---------|
| FIRST NAME   |  |  |         |
| LAST NAME  |  |  |         |
| TITLE  | Mr.  | Mrs.   |         |
| COMPANY NAME   |  |  |         |
| ADDRESS  | STREET   |  | CITY    |
|  | ZIP CODE   |  | COUNTRY |
| WEBPAGE  |  |  |         |
| EMAIL ADDRESS  |  |  |         |
| PHONE  |  |  |         |
| MOBILE   |  |  |         |
| <i>Brief Company Profile</i>   |  |  |         |
| <i>Please select from the exhibitor list the five companies you want to make appointments with during the show. (Buyers are required to attend five pre-scheduled meetings.)</i> |  |  |         |
| JOB TITLE  |  |  |         |
| ROLE IN THE COMPANY  | Final decision maker<br>Research new products                            | Recommendatory<br>Other  |         |
| NATURE OF BUSINESS   | Distributor<br>Retailer<br>Architect<br>Buying agent                     | Importer/Wholesaler<br>Hospitality/Contract Market<br>Design studio<br>Other           |         |
| ANNUAL PURCHASING VOLUME   | EUR€ up to 100,000<br>EUR€ 100,000 - 500,000<br>EUR€ 500,000 - 1 million | EUR€ 1 million - 5 million<br>EUR€ 5 million - 10 million<br>More than EUR€ 10 million |         |
| CURRENTLY SUPPLYING FROM   | Asia<br>Western Europe   | Eastern Europe<br>Other  |         |
| FREQUENCY OF VISIT   | First time   |  |         |
|  | Returning - Last visit was on  |  |         |
| REASONS FOR VISIT  | Meet current suppliers<br>Meet new partners<br>Place orders              | Search new products<br>Other   |         |
| PRODUCT INTEREST   |  |  |         |
| DO YOU NEED INVITATION LETTER FOR VISA   | Yes  |  | No      |
| PASSPORT/ID NUMBER   |  | PLACE OF ISSUE   |         |
| DATE OF ISSUE  |  | DATE OF EXPIRY   |         |
| DATE OF BIRTH  |  |  |         |
| PREFERRED ROOM TYPE  | Single   | Twin   |         |

## **TERMS AND CONDITIONS**

| <b>I. COMMITMENT OF HB PROGRAM</b>   |
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| <p>The qualified buyers for the HB Program are committed to:</p> <ul style="list-style-type: none"> <li>A. Sign an agreement.</li> <li>B. Visit World of Furniture and Technomebel in the period 24-26 April 2018.</li> <li>C. Follow the mutually agreed travel schedule to achieve the purpose of the program and objectives of the visit.</li> <li>D. Accomplish and submit the Buyer Survey Form to the BBCWFI's team or online at the end of the visit.</li> </ul>  |
| <b>II. ATTENDANCE</b>  |
| <ul style="list-style-type: none"> <li>A. Attendance of the appointments will be monitored and non-attendance shall constitute a breach of these terms and conditions.</li> <li>B. Buyers are required to attend five pre-scheduled meetings arranged through BBCWFI.</li> <li>C. Hosted buyers who are unable to honor an appointment should contact the exhibitor directly to arrange a more convenient appointment time.</li> <li>D. Buyers agree their contact details to be available to all exhibitors at World of Furniture and Technomebel for fixing additional appointments.</li> </ul>  |
| <b>III. FINANCIAL</b>  |
| <p>Bulgarian Branch Chamber of Woodworking and Furniture Industry will reimburse the cost of a flight to and from Sofia but not the cost of any side trips or layovers.</p> <ul style="list-style-type: none"> <li>A. BBCWFI advises booking your flights as early as possible to ensure that they fall within the <b>amount of 450.00 Euro</b>.</li> <li>B. BBCWFI will reimburse the sum for flight tickets up to 450 Euro. The expenses for flight ticket over 450 Euro must be covered by the applicant.</li> <li>C. BBCWFI will cover baggage costs for <b>one</b> bag per person.</li> <li>D. The amount will be reimbursed after submitting all boarding passes and protocol/invoice stating the cost of the flight.</li> </ul> |
| <b>IV. CANCELLATION</b>  |
| <p>After having been approved in the program, the Buyer may cancel his/her attendance to The World of Furniture and Technomebel until 6th April 2018 only. Every cancellation will be reviewed as a No Show and the participant will <u>not be reimbursed by the BBCWFI</u>.</p> <p>Cancellations must be in written and sent via email to <b><u>office@timberchamber.com</u></b></p>  |

**The company declares to have carefully read the Terms & Conditions of this offer and agrees to abide by the same.**

\_\_\_\_\_  
Date