

NEW ZEALAND SELLERS PROSPECTUS

TECNZ TRADE EVENT

9-10 April 2025

VIADUCT EVENTS CENTRE, AUCKLAND



Kia Ora

On behalf of the Board of Tourism Export Council of New Zealand (TECNZ) we're delighted to launch our refreshed and expanded standalone *TECNZ Trade Event* that will bring together leading tourism businesses in the industry.

We are proud to bring The *TECNZ Trade Event* platform to our members and potential members to capitalize on new business opportunities, attract forward bookings, gain insights, and for Sellers to launch new products and experiences.

Our aim is to have the event firmly placed in future tourism calendars as the leading New Zealand Buyer (ITO) and Seller (Supplier) event. The event will be the major opportunity for NZ travel designers to learn about your product and experience to be included in international travel itineraries with offshore travel sellers. The event will serve as a platform for fostering new connections, showcasing innovative solutions, and driving meaningful collaborations.

The international tourism sector has shown remarkable resilience, and we believe this event will play a critical role in shaping the future of New Zealand's international inbound sector.

We are committed to making the *TECNZ Trade Event* an unparalleled experience, and we look forward to welcoming you. Your participation will be invaluable in ensuring the success of the event.

Please stay tuned for further information about registration and event details. In the meantime, feel free to contact our team if you would like more information.

Thank you for your continued support and dedication to the tourism industry. Together, we are building a brighter future for the international and inbound tourism sector.



NEW ZEALAND SELLERS

New Zealand companies selling tourism products including accommodation, attractions, activities, transport, regional tourism organisations and tourism services.

EVENT OVERVIEW

A leading export tourism trade show bringing together tourism professionals, tourism suppliers, destinations and industry innovators.

A platform for business-to-business networking, market insights, product launches, and collaboration to shape the future of international tourism in New Zealand.

WHY ATTEND

- Gain invaluable training and insights from key industry partners.
- Enhance your professional development and industry knowledge.
- Up to 40 prescheduled matched appointments with ITOs
- 2 hours of free-flow time each day each day for non-scheduled appointments
- Hosted buyer programme

WHO WILL ATTEND

Sellers

- Accommodation providers
- Attraction and activities
- Transport operators
- Tourism service providers
- Regional Tourism Offices (RTO's)

Buyers

- Inbound Tour Operators (ITOs) and Destination Management Companies (DMCs)
 - Principals
 - Product Managers
 - Frontline staff / consultants
- Travel industry professionals

Others

- Tourism New Zealand
- Strategic partners
- Media and influencers

NEW ZEALAND SELLER REGISTRATION TYPES

All rates are GST exclusive.

SELLER REGISTRATION TYPE	PRICE	B2B APPOINTMENT SCHEDULE AND DEDICATED TABLE SPACE FOR MEETINGS	LUNCH	NETWORKING FUNCTIONS
Primary Delegate	\$2,950	✓	✓	✓
Additional delegate (max 2 plus the Primary registration)	\$500	X (shared with primary)	✓	✓
Non TECNZ supplier member	\$3,950	✓	✓	✓
*Education Pass (Wednesday only)	\$100	X	X	✓

*Education Pass is for YoungTEC members that do not work in Sales and Marketing roles to have a 'learning about tourism trade' session with the CEO, Lynda Keene, and a walk on the trade event floor to see B2B in action and attend the networking event.



PROGRAMME OUTLINE

DAY ONE – WEDNESDAY 9 APRIL

8.00am	Registration
8.30am	Welcome
8.45am	Appointments 1 - 6 (pre-scheduled)
10.15am	Morning tea – served in Trade Show area
10.45am	Appointments 7 - 12 (pre-scheduled)
12.15pm	Free flow meetings (non-scheduled)
12.45pm	Lunch – served in Trade Show area
1.45pm	Free flow meetings (non-scheduled)
2.30pm	Appointments 13 - 16 (pre-scheduled)
3.30pm	Afternoon tea – served in Trade Show area
4.00pm	Appointments 17 - 20 (pre-scheduled)
5.00pm	Networking function
6.30pm	Conclusion of Day one

DAY TWO – THURSDAY 10 APRIL

8.00am	Registration
8.45am	Appointments 21 - 26
10.15am	Morning tea – served in Trade Show area
10.45am	Appointments 27 - 32 (pre-scheduled)
12.15pm	Free flow meetings (non-scheduled)
12.45pm	Lunch – served in Trade Show area
1.45pm	Free flow meetings (non-scheduled)
2.30pm	Appointments 33 - 36 (pre-scheduled)
3.30pm	Afternoon tea – served in Trade Show area
3.45pm	Appointments 37 - 40 (pre-scheduled)
5.00pm	Networking function
6.30pm	Conclusion of event

EVENT FORMAT

Each registered Primary Seller will be allocated floor space that will include a table with three chairs either side (6 chairs total). The Buyers will move between their appointments on a scheduled basis. Each appointment will be 12minutes with 3minutes transition time.

Additional Seller delegates won't hold their own appointment schedule but will share that of their Primary Seller colleague. Companies may only have one Primary Seller and two Additional Sellers at the same table on the appointment schedule.

If you are a large or multiple Seller/Supplier company (hotel chain or a company that has more than one product or experience) you can reserve more than one appointment stream to promote each product or a number of products or experiences to ITOs on appointment streams.

Should a Seller company wish to hold a second appointment stream (and allocated table), they will need to register a Primary Seller. Each appointment stream can have up to three people on the table. i.e. 1x primary, 2x secondary registrations.

The Free Flow session will be held 30mins either side of lunch on both days. Those registered for this session will be able to 'walk the floor' and network over lunch with the Buyers.

APPOINTMENTS

- 20 prescheduled appointments on Day One
- 20 prescheduled appointments on Day Two
- **40** Total prescheduled appointments



TRAVEL

All Sellers are required to facilitate their own travel to and from the event including any expenses.

ACCOMMODATION

All Sellers are required to facilitate their own accommodation arrangements and expenses. We have negotiated rates at the following hotels. Our thanks to Allied members for industry rates.

- Horizon by Sky City Hotel
- Marsden Viaduct
- Mövenpick
- M Social
- Rydges
- Skycity Auckland
- Sudima Auckland
- The Grand by Skycity
- QT Auckland

[Click here](#) for more information and to make a reservation at any of the above accommodation providers.

KEY DATES

8 October 2024	Registrations open
28 February 2025	Registrations close
10 March 2025	Appointment scheduling bookings open
21 March 2025	Appointment scheduling bookings close
28 March 2025	Name changes permitted up until 1 April 2025

CANCELLATIONS

Accommodation and Flight

Cancellations, changes and any upgrades are subject to the terms and conditions as set of each hotel and airline in your booking confirmation.

Event Cancellations and Amendments

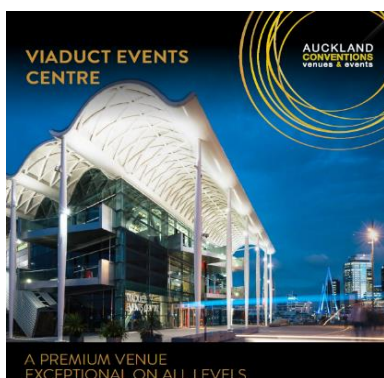
If you have registered for the event and if you are no longer able to attend the TECNZ Trade Event, please note the cancellation fee policy. You can replace your registration with another person from your company to not incur a cancellation fee.

Name changes are permitted up to and including Friday 28 March 2025. Please contact Sharon McGeown (office@tourismexportcouncil.org.nz) to arrange.

If you are unable to arrange a replacement, please note our cancellation policy below:

- Cancellations prior to Friday 7 March 2025 will incur a \$100 cancellation fee.
- Cancellations from Friday 7 March 2025 and before Wednesday 21 March 2025 will incur a 50% charge of your registration fee.
- Cancellations from Friday 21 March 2025 there will be no refund, except at the discretion of the TECNZ.
- Refunds will be notified and processed within one month following the Trade Event.

VENUE: VIADUCT EVENTS CENTRE, LEVEL 1

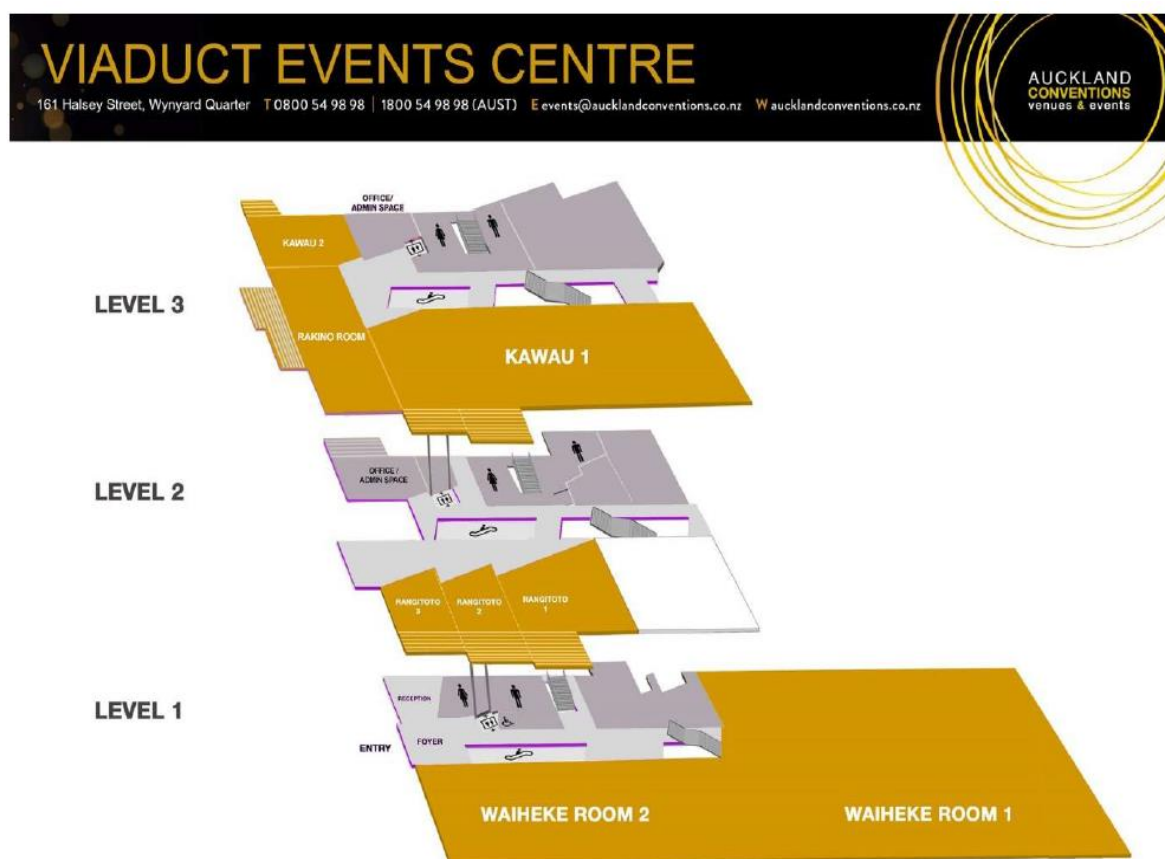


Registration desk will be located upon entry to the Viaduct Event Centre on Level 1 in the main foyer area.

The registration desk will be open from 4.00pm-6.00pm on Tuesday 8th April and from 8.00am-9.00am on Wednesday 9th April 2025.

Waiheke 1 area will be the main space at the venue for sellers to have a table. There will be 3 seats on both sides of the table.

Waiheke 2 area will be where furniture, casual seating, tables and bar leaners are for those that need to step away from the scheduled appointment area to meet on a non-appointment basis and do informal networking.



FREQUENTLY ASKED QUESTIONS

Can our entire team come and check out the event?

Additional members above those registered for your companies appointment stream, can attend by registering for an Educational Pass.

Can I bring a pull up banner?

Yes, as a Seller you can bring a banner. However, it must be placed behind your table set up.

Will I have access to Wi-Fi during the event?

Yes, the venue will have Wi-Fi available

Will there be access to power at my table?

Yes, access will be provided.

Will we be supplied with a booth?

Booths will not be available. The format for the event is tables only.

What furniture will be included?

Each Seller appointment stream will be provided with a table and 6 chairs (3 each side).

Who will book my accommodation?

As a Seller, you will need to make your own accommodation arrangements. See 'Accommodation' section for more information.

What is include in my registration fee?

Please see Registration table on page 1 for more information on inclusions.

Will there be a free-flow session to meet with ITOs/DMCs we couldn't get scheduled on the appointment stream?

Yes. This period will be 30mins before lunch, during lunch period and 30mins after lunch. If you find on your appointment schedule you have not been able to meet with someone, please contact them prior to the event to schedule an appointment time during the free-flow session. Pre-scheduled appointments start again at 2.30pm. All Free-flow attendees are then required to leave the trade arena.

What do we do during the free flow part of the event if we've registered for appointments?

If you have not been contacted by a buyer who was not able to meet with you during the pre-scheduled appointment time, this is an opportunity for you to schedule an additional appointment or have 30mins pre and post lunch to catch up on business or network.

I have dietary requirements; will these be catered for during the event?

Yes, when you register your attendance, you will need to provide the details of your needs.

When can I access the venue?

The venue will open at 7.45am. Official welcome at 8.30am. First appointment will start at 8.45am.

Will the Wynard Quarter bridge be open for walking from Viaduct Basin restaurant area over to the Viaduct Events Centre?

Yes, there is an intention for the bridge to reopen in December 2024.

Is there car parking at the Viaduct Events Centre?

Not at the actual Viaduct Events Centre but nearby.

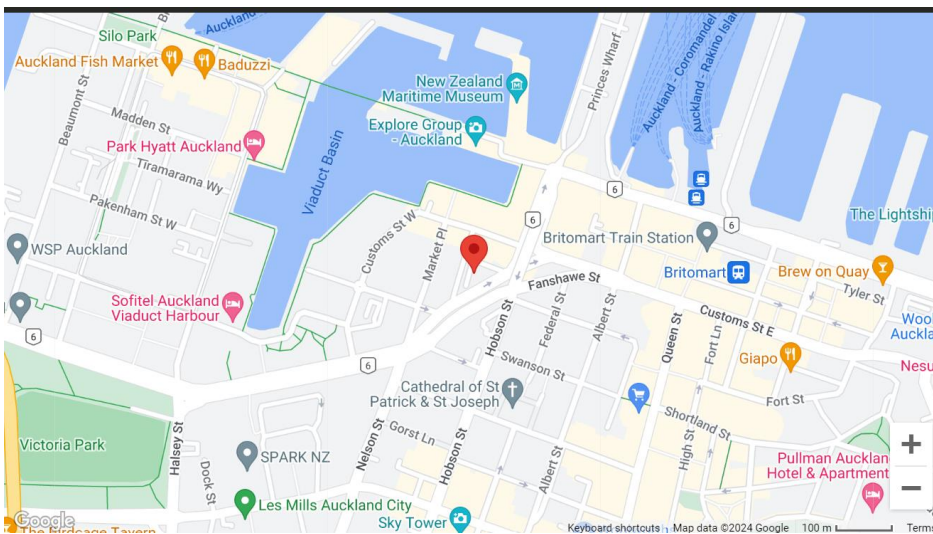
The nearest car park building is Downtown Car Park located at 31 Customs Street West.

Another close car parking area is 37-55 Jellicoe Street Car Park, off Madden Street. A short walk to the Viaduct Events Centre.



Carparking is also available at Viaduct Basin at 15-17 Sturdee Street with a short 5-10 walk to the Viaduct Event Centre across the Wynard Quarter bridge.

<https://www.viaductcarpark.co.nz/#:~:text=With%20over%20350%20generously-sized%20parking%20spaces,%20it%20is>



Location

15-17 Sturdee Street,
Auckland

Hours
24 Hours, 7 Days

Email
sales@viaductcarpark.co.nz

Phone
+64 9 375 5056