



Terms and Conditions (HBP)

1. BUYERS PROGRAM AND HOSPITALITY PACKAGE

1.1. Definition of the Buyers Program for the 39 SALÓN GOURMETS (SG) 2026

The Salón Gourmets Buyer Program is a project designed to encourage and promote contacts between international buyers and exhibitors. The program, aimed at buyers from the retail, import, distribution, and HORECA sectors, supports participation in the SG of a select group of buyers interested in purchasing high-quality food products. Participants will enjoy certain special benefits when visiting the Salón Gourmet fair.

1.2. Benefits provided by the HBP package

The VIP Buyer package includes:

- Return economy flight to Madrid.
- Free accommodation in a 5* hotel (up to a maximum of 4 nights), on a bed and breakfast basis.
- B2B matchmaking app to manage your appointments.
- Return bus transfer service.
- Free admission to the fair.
- Free translation and interpretation service during meetings.
- Product tastings.

2. PARTICIPANT OBLIGATIONS

Participants are required to:

- Schedule and attend at least 18 meetings with exhibitors.
- Visit the fair according to the breakdown of overnight stays stipulated in **point 3.2** of the Hotel section.
- Complete a post-event survey.
- For those who require a visa to enter Spain, please arrange your appointment now and make your own travel arrangements.
- Comply with all deadlines indicated by the Organization. Failure to do so will result in the forfeiture of the right to cancel participation.
- Comply with the rules mentioned in this document.
- Be respectful of all safety and behavior guidelines provided by the organizers and local authorities.
- Participate in the activities of the Buyer Program (HBP).

* The choice of companies with which the buyer will meet is based on the sectors of interest and the availability of both the exhibitor and the buyer.



3. TRAVEL AND ACCOMMODATION

Salón Gourmets and its Organization will be responsible for managing the participants travel, in accordance with the package offered. All documents (flight tickets and accommodation reservations) will be posted on the buyer's profile.

3.1. Flights

The HBP offers economy class flights from the agreed departure airport to the destination airport in Madrid, on dates convenient for participating in the fair.

Once registration is complete, participants will receive a flight itinerary tailored to their needs, which they must confirm by email before the date indicated by the organization for ticket issuance.

Once the ticket has been issued, any changes—if possible—will be at the participant's expense. The organizing body **is not responsible for**: loss of the reserved flight, problems arising from flight delays, cancellations, or suspensions, additional services booked directly by the participant (whether with miles or money), incorrect name communication by the participant, lost luggage, excess baggage, customs fines, or other similar charges.

Note: Airline tickets are non-transferable.

3.2. Hotel

The HBP offers free accommodation in a hotel on a bed and breakfast (B&B) basis for up to 4 nights (check-in on April 12 / check-out on April 16).

Please note that the hotel offer will be subject to actual attendance at the fair.

To benefit from the 4-night accommodation, participants agree to attend the fair for its entire duration. In the event of shorter attendance, the accommodation offer will be reduced.

- » Europe: Hotel accommodation for 2 nights/at least 2 days visiting the SG.
- » Rest of the world: Hotel accommodation for 3-4 nights/at least 3 days visiting the SG.

In the case of 2 nights accommodation, participants may choose between only two possible options:

- » Check-in (5 p.m.) on April 12 and check-out (12 p.m.) on April 14.
- » Check-in (5 p.m.) on April 13 and check-out (12 p.m.) on April 15.

The hotel preselected by the Organization is located a maximum of 30 minutes from the exhibition center.



Participants agree to pay any extra costs directly to the hotel before check-out. The Organization reserves the right to claim any expenses covered due to non-compliance with this obligation from participants.

Double room accommodation is not covered; if the participant is accompanied, they must pay the difference directly to the hotel.

3.3. Visa

Participants who require assistance with their visa application must indicate this on the registration form to obtain an official letter of invitation from Salón Gourmets, which should be included with their visa application.

Appointment requests, eligibility for visa issuance, and the completion of the corresponding procedures and costs are the sole responsibility of the participant. The Organization will not be held responsible if the participant is denied boarding or entry into Spain.

We strongly recommend that all participants who require a visa make an appointment with the embassy or consulate as soon as possible and inform the organization of the appointment date by email (hostedbuyers@gourmets.net) no later than March 6, 2026. For program registrations received after February 20, the visa appointment must be communicated by March 20.

The organization and management of the trip will only begin after confirmation of a scheduled appointment and will be handled in the order in which applications are received. Without confirmation of this appointment, participation in the Hosted Buyer Program will not be considered confirmed.

Any progress or difficulties related to the issuance of your visa must be communicated immediately to the organization.

3.4. Companions

Companions are those who travel with the participant but are NOT involved in their professional activity (e.g., family members or friends).

All costs and expenses related to the companions not mentioned above (such as accommodation and flights) shall be borne by the participant. The Organization reserves the right to request the necessary information for accreditations and tickets, as well as for the accommodation of the accompanying person, in accordance with current regulations. If the participant is traveling with another company member (and not with friends or family), it is essential that these individuals also submit their application to participate in the program.



4. CANCELLATION AND NO-SHOW

4.1. Penalties for cancellation and no-show

Any participant who is unable to attend the event must immediately inform the Organization by email at **hostedbuyers@gourmets.net** and will receive a confirmation of the cancellation via the same means.

Flight:

Once the event's official travel agency has issued the ticket, **100%** of the **cost of the flight ticket** plus **the agency's handling fee will be charged** in all cases of cancellation, **except** for those due to **force majeure (see point 4.2)**.

Hotel:

- Cancellations made **before March 13, 2026**, will not incur any charges.
- Cancellations made **on or after March 14, 2026**, will incur a charge of **€150.00 per night per room**.
- Once made, the hotel reservation will be binding and can only be modified until the **deadline of March 13, 2026**. After that date, any reduction in the stay will incur a penalty of **€150 per night per room**.

No show:

In the event of a **no show, i.e., if the participant does not show up at the designated area** for the meetings during the fair, a penalty will be applied consisting of:

- **50% of the cost of the airline ticket**
- **Agency management fee (for issuing the ticket)**
- **€150.00 per night per room**

Any amounts corresponding to penalties will be charged to **the credit card provided**. A receipt will be issued with the company details provided and sent by email after the event has ended.

Please note that late cancellations and no-shows not attributed to force majeure (**see point 5.3**) will be taken into account when evaluating participation for the next edition.

VERY IMPORTANT: All participants must **register in person at the Buyers Lounge** to confirm their attendance; otherwise, they will **be considered a no-show**.

Instructions for on-site registration will be communicated to all participants.



4.2. Cancellation due to Force Majeure

The above conditions will **not apply** if the cancellation is due to **Force Majeure**, including, but not limited to: earthquakes, fires, epidemics, floods, explosions, wars, or any other unforeseen and unpredictable circumstances beyond the participant's control and not attributable to error or negligence on their part.

No penalties will be applied in the event of inability to participate due to prohibitions imposed by the competent authorities of the country concerned, or in the event of cancellation due to unexpected **illness of the participant**, provided that a valid **medical certificate in English is presented**.

Cancellations due to bereavement will only be accepted in the event of the death of a first-degree relative and must be supported by the presentation of a corresponding certificate.

Visa refusal will be considered as force majeure only if it is not attributable to an error on the part of the participant and upon presentation of the official refusal document.

The participant must promptly inform the Organization of the existence of this cause to minimize negative consequences. The Organization reserves the right to verify the circumstances of the cancellation.

5. GENERAL PROVISIONS: DISCLAIMER

Salón Gourmets shall not be liable for any damages or adverse consequences arising from acts attributable to the participant, third parties, or events of force majeure that are unforeseeable or unavoidable and beyond the control of SG.

Each participant is responsible for their own safety and the care of their personal belongings.

The Organization and its staff are exempt from any liability for damages arising from the cancellation, postponement, or reduction of the event, provided that these changes are due to causes beyond their reasonable control or force majeure, which prevent the organization of the Fair at the scheduled times and locations.

SG reserves the right to modify the event program.

Likewise, SG shall not be liable for any damage or conflict with the host country, the participant's country of origin, sponsors, or other organizations that may arise from participation in the HBP Program.



6. DATA PROCESSING

In accordance with Organic Law 3/2018 on the processing of personal data and the guarantee of digital rights, **Salón Gourmets is authorized to communicate with participants** by telephone, fax, email, and postal mail, as well as to use the personal data and company data received for internal processing or for communication to third parties, **such as travel agencies, airlines, hotels, and exhibitors.**

This includes, among other things, **the processing of credit card details** to cover additional travel expenses or other activities not included in the hospitality package offered, as well as penalties for cancellation or no-show.