



Hotel &  
Restaurant  
Meetings

upgrade your hospitality

C r e a t i v i t y  
I n n o v a t i o n s  
E q u i p m e n t  
C o m f o r t  
H o s p i t a l i t y



DESIGN INNOVATION SOLUTION AMENAGEMENT EQUIPEMENT



Professional Exhibitions  
and  
One to One Meetings Exhibitions

[www.hotel-and-restaurant-meetings.com](http://www.hotel-and-restaurant-meetings.com)

21<sup>ST</sup>, 22<sup>ND</sup> &  
23<sup>RD</sup> MARCH  
2023

Palais des Festivals  
et des Congrès de Cannes



What guests experience in a hotel leaves a lasting impression...  
This experience is made up of every detail...  
From the reception, to the room, the bathroom and the restaurant.

**HOTEL & RESTAURANT Meetings** offers a unique tool for hoteliers and restaurateurs that enables them to find new service providers, suppliers, innovations and trends, so they can stand out from the competition.

**HOTEL & RESTAURANT Meetings** is a One to One event dedicated to hospitality industry professionals whose objective is to encourage face-to-face encounters between Top Decision-Makers and Exhibitors through highly-selective business meetings arranged before the One to One event and held in a relaxed atmosphere.

HOTEL & RESTAURANT Meetings is a platform for doing instantaneous business, an effective way to drive your business development through relevant and productive meetings.

#### **HOTEL & RESTAURANT Meetings :**

- A One to One event
- Pre-organised, targeted and highly-selective business meetings between Top Decision-Makers and Exhibitors, arranged before the One to One event
- Pre-organised business lunches arranged before the One to One event and involving Top Decision-Makers and Exhibitors
- 1 opening cocktail reception
- High-level open conferences
- 1 gala evening, exclusively for Exhibitors and Top Decision-Makers
- 2 benchmarking, matchmaking, networking days

HOTEL & RESTAURANT Meetings the only hospitality industry One to One event with business meetings.

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#### **THE STRENGTHS OF THE EVENT :**

- A One to One event on a human scale
- A number of pre-organised, contractually-guaranteed meetings
- 1 000 French and European participants in attendance for 2 days
- A team dedicated to monitoring meetings before and after the One to One event
- 2 full days with your prospective clients
- 2 networking dinner



## A CUSTOMISED TOP DECISION-MAKERS PROGRAMME QUALIFIED ORDER-PLACERS, SELECTED ACCORDING TO THEIR PROJECTS AND COMPLETELY EXPENSE-FREE:

As part of its Top Decision-Makers Programme, HOTEL & RESTAURANT Meetings invites order placers from hotels and hotel chains to attend.

These top decision-makers are invited on an all-expenses-paid basis (transportation, meals, lodging in hotels in La Croisette: the Majestic, the Martinez, the Carlton, etc.).

In return, they agree to attend the pre-organised business meetings and lunches at the One to One event, pre-arranged through the Matching Internet platform developed by WEYOU GROUP.

### PROFILES OF THE TOP DECISION-MAKERS:

- HOTEL MANAGING DIRECTOR/ PRESIDENT
- PURCHASING MANAGER/DIRECTOR
- ACCOMMODATION DIRECTOR
- RESTAURANT DIRECTOR
- RECEPTION DIRECTOR
- ARCHITECT SPECIALISED IN HOTELS

They are attending because they need:

<b>INTERIOR FITTINGS &amp; RENOVATIONS</b> <ul style="list-style-type: none"> <li>- Furniture</li> <li>- Decoration</li> <li>- Flooring, partitions and glazing</li> <li>- Wall coverings</li> <li>- Acoustic equipment</li> <li>- Audio-visual equipment</li> <li>- Lights &amp; lighting</li> <li>- Outfitting of event spaces</li> </ul>	<b>ROOM FITTINGS AND MATERIALS</b> <ul style="list-style-type: none"> <li>- Bed linen and Bedding</li> <li>- Audio equipment</li> <li>- Room services</li> <li>- Decoration</li> <li>- Personalized gifts</li> </ul>	<b>RESTAURANT &amp; BAR</b> <ul style="list-style-type: none"> <li>- Table art</li> <li>- Drinks</li> <li>- Equipment</li> <li>- Special products</li> <li>- Services</li> </ul>	<b>MAINTENANCE &amp; UPKEEP</b> <ul style="list-style-type: none"> <li>- Laundry, linen rental and professional textiles</li> <li>- Disinsectisation, Disinfection</li> <li>- Hygiene and Cleaning products and materials</li> <li>- Sanitary equipment</li> <li>- Maintenance &amp; Cleaning services</li> <li>- Air-conditioning &amp; Heating</li> <li>- Hot water production</li> <li>- Ventilation</li> <li>- Hand dryers</li> </ul>
<b>BATHROOM, FITNESS &amp; WELL-BEING</b> <ul style="list-style-type: none"> <li>- Textiles</li> <li>- Spa</li> <li>- Hygiene products</li> <li>- Beauty products</li> <li>- Sanitary equipment</li> <li>- Bathroom equipment</li> </ul>	<b>INTELLECTUAL SERVICES &amp; PRODUCTS</b> <ul style="list-style-type: none"> <li>- Satisfaction survey</li> <li>- Yield management</li> <li>- Concierge services</li> <li>- Training</li> <li>- Personnel</li> </ul>	<b>INNOVATION &amp; TECHNOLOGY</b> <ul style="list-style-type: none"> <li>- Video</li> <li>- Sound</li> <li>- Hologram</li> <li>- Sound design</li> <li>- Olfactory design</li> </ul>	<b>SIGNAGE</b> <ul style="list-style-type: none"> <li>- Dynamic displays</li> <li>- Signage &amp; accessories</li> </ul>





## HOW DO YOU ORGANISE BUSINESS MEETINGS AND LUNCHES WITH TOP DECISION-MAKERS & EXHIBITORS?

The Weyou Group has developed highly-effective matching software to generate meetings and lunches that correspond to your needs and expectations. One month before the One to One event, Top Decision-Makers and Exhibitors will have access to this platform so they can manage the meetings they want via their intranet.

### MEETINGS ARE SET UP IN 3 MAJOR STEPS:

#### 1. Requests for meetings and lunches:

Top Decision-Makers and Exhibitors state the meetings and lunches they'd like to take part in.

#### 2. Acceptance / refusal of meetings and lunches:

This phase lets each participant accept or refuse meetings and lunches. Requests refused by either party are discarded and not scheduled.

#### 3. Automatic meeting scheduling:

Once these two steps are completed, the software automatically matches requests approved by the Top Decision-Makers and Exhibitors.

### THE PRE-ORGANISED BUSINESS MEETINGS

The number of meetings depends on what you ask to participate in.

These are individual meetings that let Top Decision-Makers and Exhibitors meet people one on one.

A Top Decision-Maker takes part in one lunch and 10 meetings per day with the **Hotel & Restaurant Meetings** Exhibitors he or she picks via the matching platform, specially developed and put online by the Weyou Group.

Each meeting lasts 20 minutes, with a turnaround time between each meeting so that the Top Decision-Makers can have enough time to get to the next meeting, and, if they wish, can go meet other Exhibitors that they may not have scheduled meetings with.

#### "SIMPLE STAND" OR "STAND PACKAGE" OPTION + Business MEETINGS

- 6 M<sup>2</sup> STAND = 14 meetings (7 meetings lasting 15 minutes / day)
- 12 M<sup>2</sup> STAND = 28 meetings (14 meetings lasting 15 minutes / day)
- 18 M<sup>2</sup> STAND = 42 meetings (21 meetings lasting 15 minutes / day)

The business meetings take place at your stand: \* 2 meetings at the same time (15 minutes per meeting): 2 agendas - \*\* 3 meetings at the same time (15 minutes per meeting): 3 agendas

You will be given the meeting schedule several days before the start of the Hotel & Restaurant Meetings One to One event.



## THE HOTEL & RESTAURANT MEETINGS CONFERENCES

The plenary conferences will take place on **Wednesday 22<sup>nd</sup>** and **Thursday 23<sup>rd</sup>** March from 09:15 to 10:15 and 15:30 to 16:30.

**HOTEL & RESTAURANT MEETINGS** will offer several topical themes. Attendance is open to all Top Decision-Makers, Visitors and Exhibitors.

## HAPPENINGS AND HAPPY FEW HOTEL & RESTAURANT MEETINGS

Additional opportunities to meet in a relaxed atmosphere, exclusively reserved for Exhibitors and Top Decision-Makers.

- **Welcome cocktails** on **Wednesday, March 22<sup>nd</sup>**, from 09:30pm, for Top Decision-Makers and Exhibitors.
- **Gala evening** on **Thursday, March 23<sup>rd</sup>**, from 08:30pm, for Top Decision-Makers and Exhibitors.







## TRIP PROGRAMME FOR DECISION-MAKERS

### **TUESDAY, MARCH 21<sup>ST</sup>, 2023**

12h00am / 09:00pm: Transfers to Cannes

09:30pm / 11:30pm: Welcome cocktail dinner

### **WEDNESDAY, MARCH 22<sup>ND</sup>, 2023**

09h15am / 10h15am : Workshops and Plenary Conferences

10h30am / 12h15pm : Pre-arranged business meetings

12h30pm / 02h00pm : Pre-arranged business lunches

02h15pm / 03h30pm : Pre-arranged business meetings

03h30pm / 04h30pm : Workshops and Plenary Conferences

04h30pm / 06h45pm : Pre-arranged business meetings

### **THURSDAY, MARCH 23<sup>RD</sup>, 2023**

09h15am / 10h15am : Workshops and Plenary Conferences

10h30am / 12h15pm : Pre-arranged business meetings

12h30pm / 02h00pm : Pre-organized business lunches

02h15pm / 03h30pm : Pre-arranged business meetings

03h30pm / 04h30pm : Workshops and Plenary Conferences

04h30pm / 05h45pm : Pre-arranged business meetings

From 08h30 pm : Closing cocktail dinner

### **FRIDAY, MARCH 24<sup>TH</sup>, 2023**

08:00am / 04:00pm: Return to Paris

And for those who wish, an extra night at a reduced rate can be arranged.

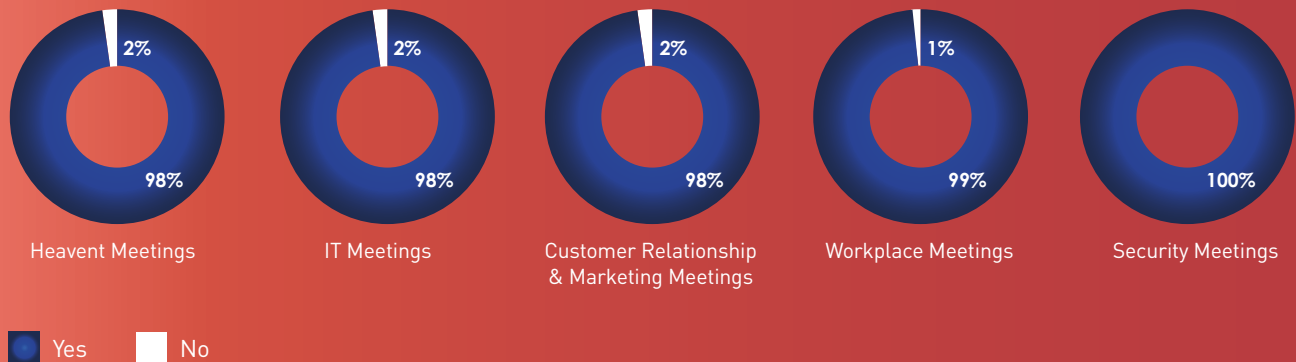


## EXHIBITORS LIST 2022

360AND1 - ACTEMOTEL - ADENLAB - AGENCE WEBCOM - AMT LUXURY - ANIMO - ANTIBACTERIES - API AND YOU - ARGILE - ASTREEA FRANCE / PLATIBUBBLE - AUGUSTO PIZZA - AUROSE PROVENCE - BARTECH - BEAUTY BC - BEHAR SÉCURITÉ - BELULL - BERRYALLOC - BETTE - BILL - BIOLOGIQUE RECHERCHE - BOA MOBILIER - BRASEROS.EU - BRITA FRANCE - BURGESS FURNITURE - BWT - CAMYLLE - CARLTON HOTELBROKERS - CARPYEN - CARUS - CHAFIK STUDIO - CHAMPAGNE EPC - CHAMPAGNE NICOLAS FEUILLATTE - CHARME D'ORIENT - CHINA MOBILE INTERNATIONAL - CHO NATURE - CLIMANET - C.O.D.E LUXURY SPA FURNITURE - COLLINET - COPEL GROUPE - CRM EXPERIENCE HOTEL - D-VINE - DESIGNHEURE - DISTRIBUY - EAU CRYO - EAU MINERALE 808 - EGE CARPETS - EQUANS - EMOTIONS AGENCY - ENTEGRA - ETOFFES & DÉCLINAISONS - EVS PRO - EVZEN BY SMEG - FACTORY DRINKS - FIANDRE ARCHITECTURAL SURFACES - FORBO FLOORING SYSTEMS - FORESTIER - FRATELLI BARRI - GALERIE B EDITION - GAULT PARFUMS - GEBERIT - GEMOLOGY COSMETICS - GERIA CONTRACT - GJOSA SA - GRAD CONCEPT - GRAND ROSÉ - GREENWISHES - GROUPE JANNEAU - GROUPE TGW TRI-O GREENWISHES - HANS GROHE - HELLIO - HUAWEI - HYDROPOLIS - IDEAL STANDARD FRANCE - IDENTITY BY FATHER AND SONS - IDOINE - INFINITY - THE ENGINEERED SURFACE - INSPIRE PROTECTION - IRIS CERAMICA - ISULA PARFUMS & ISULA CASA - JACKOBOARD - JDE PROFESSIONAL - JPS HOTEL SOLUTIONS - K2S SECURITE & SIGNALÉTIQUE - KIM CORP - KOOKLIN - KORUS - LA MAISON DE LA MAILLE - LA SPHERE - LG BUSINESS SOLUTIONS - LIBEO - LUNO - MAISON SÉRIEUSE - MAISONS DU MONDE BUSINESS - MATRIX JOHNSON HEALTH TECH France - MAUVIEL - MAWA - MEDIALOG - MEISTER - MELJAC - MON COURTIER ENERGIE - MON MOBILIER PRO - MOORE DESIGN - MYMUSICOM / HOCTAVE - NV GALLERY - OLIVIER CLAIRE - OMEXCO - OMNISSENS - OPTIM'RESA - ORAC DÉCOR - ORSTEEL - Q DE BOUTEILLES - PASSMAN - PBI / PROBEAUTIC INSTITUT - PHYTOMER - PI ELECTRONIQUE - PLUG'IN DESIGN - PLUMBUM - PORCELANOSA - PROCÉDES CHENEL - PROCTER & GAMBLE - PURE INFORMATIQUE - ROOM 80 - RUBINACCI NAPOLI - SALTO SYSTEMS - SBS - SENSE OF WELLNESS - SEQUOIASOFT - SERVECO - SILVERA - SONSORIELLE - SOTHYS PARIS - SPA-A - SPAS DE FRANCE - SPRADLING EUROPE - STANDARD TEXTILE - STAR WELLNESS - STUDIO PLUNE - SUNDAY - TECHNOGYM - TEC SOUND ACOUSTIQUE - TÉTRIS - TEXET - THALION - THEOREME INGENIERIE - TM/LEADER CONTRACT - TOILES & VOILES - TOPSYS / MY APALEO - TOULEMONDE BOCHART - TRINITAS - VDE LUMINAIRES / MDC - VIMAR - VINÉSIME - WIFIRST - YAMAHA - YOUMEAL

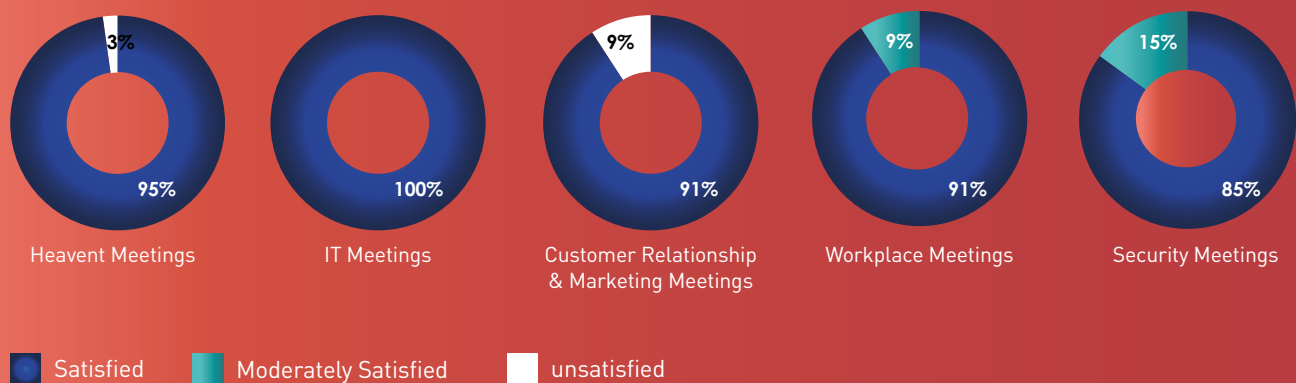
## SATISFACTION SURVEY OF THE TOP DECISION-MAKERS ABOUT PREVIOUS ONE TO ONE EVENTS:

### • ARE YOU PLANNING ON WORKING WITH SOME OF THE SERVICE PROVIDERS YOU MET DURING THE ONE TO ONE EVENT?

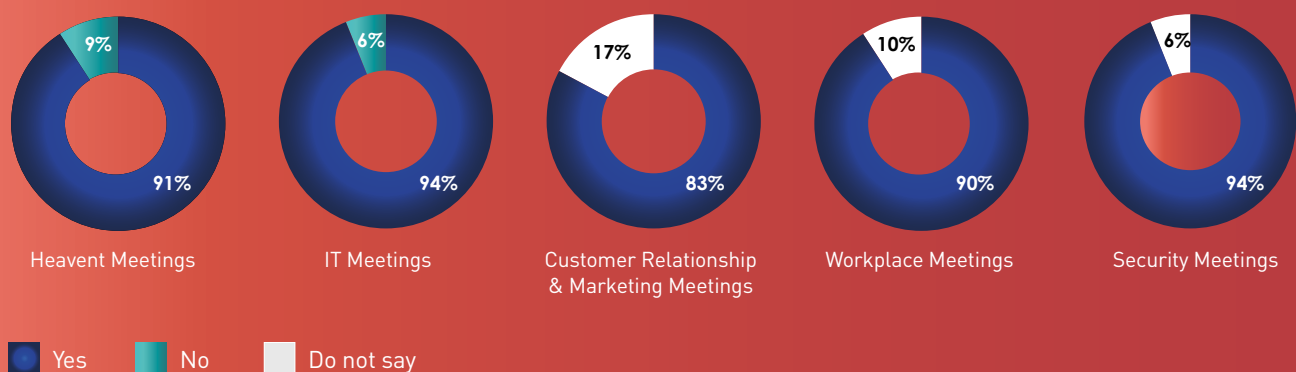


## SATISFACTION SURVEY OF EXHIBITORS ABOUT PREVIOUS ONE TO ONE EVENTS:

### • OVERALL SATISFACTION WITH THE ONE TO ONE EVENT



### • DO YOU THINK YOU WILL PARTICIPATE IN THE ONE TO ONE EVENT AGAIN IN THE FUTURE?





## TESTIMONIALS FROM EXHIBITORS AND TOP DECISION-MAKERS WHO HAVE PARTICIPATED IN PREVIOUS ONE TO ONE EVENTS

"We love being at HR meetings. This is our third edition. It's a perfect format for us because it's a speed dating event that allows us to interact in a positive way with clients and partners, and it creates a lot of opportunities. And we're very happy to give our clients and ourselves this experience. So it's very positive".

**KORUS GROUP**

"It's a great experience. It's a wonderfully well organised fair. If you've qualified your appointments well, you get straight to the point and that allows me not only to make very interesting appointments but also to make contacts for the future, to move forward very quickly on our projects to improve our suites, decor, energy, etc. So it's very well done. In a word: efficiency. "

**HOTEL FAUCHON PARIS 5\***

"We took part in HRM last year, we were able to meet top decision-makers, finalise projects and meet lots of new people!"

**GALERIE B EDITION**

"Qualitative meetings with convinced people, especially people who come with projects for which we will try to provide them with answers that are in line with their budget and their technical constraints."

**MOORE DESIGN**

"This is the third time we have participated. [During these previous editions], we were able to meet top decision-makers with whom we now work regularly."

**FORBO FLOORING SYSTEMS**

"If we chose to come to this fair, it's because we have the possibility of having very qualified meetings. And for us it's a time saver and we know that at least afterwards we will have very convincing leads."

**LG BUSINESS SOLUTIONS**

"First participation in the Hotel & Restaurant Meetings. So my main objective was to find SPA partners. And I was not only pleasantly surprised to find people who were very expert in their field but also in their support. A lot of kindness, a lot of benevolence. It's extraordinary."

**ENNISMORE 3\* 4\***

"Hotel & Restaurants represents a real return on investment for us as this is the second edition, and the second time we have done it. The first edition was a success as we won several projects following the 2021 edition, which is why we are delighted to be back in 2022."

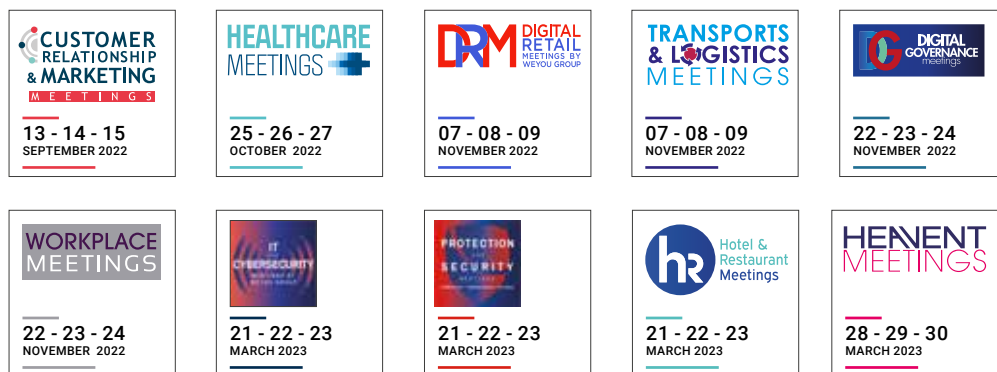
**CARPYEN - FORESTIER**

# WEYOU GROUP PRODUCTS

## EXHIBITIONS



## ONE TO ONE EVENT



## DIGITAL SOLUTIONS FOR EXHIBITIONS



## EVENTS & WEBSITES





**Hotel &  
Restaurant  
Meetings**  
upgrade your hospitality

## PRACTICAL INFO

### LOCATION

Hall Riviera  
Palais des Congrès et des Festivals de Cannes  
La Croisette CS 30051  
06414 Cannes Cedex - France

### EVENT DATES AND OPENING TIMES

- Wednesday, March 22<sup>nd</sup>, 2023:  
09:00am to 07:00pm
- Thursday, March 23<sup>rd</sup>, 2023:  
09:00am to 06:00pm

HOTEL & RESTAURANT MEETINGS IS EXCLUSIVELY ACCESSIBLE WITH ACCREDITATION

## CONTACTS

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Tél : +33 (0) 1 41 18 86 40  
[www.hotel-and-restaurant-meetings.com](http://www.hotel-and-restaurant-meetings.com)

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Graphic Designer





SAVE THE DATE  
MARCH 21<sup>ST</sup>,  
22<sup>ND</sup> & 23<sup>RD</sup> 2023



Professional Exhibitions  
and  
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