UniMeet
YOUR RECRUITMENT PARTNER

EBEUF 2027
European Business & Economics University Fair

Western Balkans Tour
16-20 March 2027

Full Programme & Terms of Service

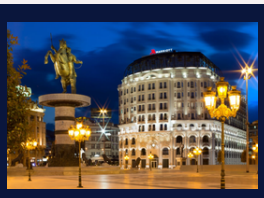
Day	City	Time	Programme
Monday **15 March '27**	Skopje	All Day	Exhibitors arrival
Tuesday **16 March '27**	Skopje	10:00 - 16:00 17:30 - 19:30 20:00 - 22:00	**Skopje Fair (Marriott Hotel)** *Parents' cocktail reception* (Marriott Hotel) Bus transfer to Prishtina (2h)
Wednesday **17 March '27**	Prishtina	10.00 - 16:00 19:00 - 22:00	**Prishtina Fair (Courtyard by Marriott)** *Exhibitors' Dinner*
Thursday **18 March '27**	Prishtina / Podgorica	Morning 12:30-14:30 15:00-21:00	Spa / informal networking *Counsellors' lunch* (Courtyard by Marriott) Bus transfer to Podgorica (6h, via Albania)
Friday **19 March '27**	Podgorica	10.00 - 15:00 15:30 - 21:00	**Podgorica Fair (Crowne Plaza)** Minibus transfer to Sarajevo (5h30, via Šćepan Polje)
Saturday **20 March '27**	Sarajevo	11.30 - 17:30 From 18:00	**Sarajevo Fair (Swissôtel)** Exhibitors' departures

Fair Venues

Skopje, North Macedonia

Marriott Hotel - Ballroom 1

https://www.marriott.com/en-us/hotels/skpmc-skopje-marriott-hotel/photos/



Prishtina, Kosovo

Courtyard by Marriott - Perria Ballroom, 20th floor

https://www.marriott.com/en-us/hotels/prncy-courtyard-prishtina/photos/



Podgorica, Montenegro

Crowne Plaza Hotel - Grand Room

https://www.ihg.com/crowneplaza/hotels/pt/pt/podgorica/tgdpc/hoteldetail/photos-tours



Sarajevo, Bosnia and Herzegovina

Swissôtel - Geneva Ballroom

https://www.swissotel.com/hotels/sarajevo/media/photos/



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Exhibition

The basic registration fee for all fairs includes an exhibition stand consisting of **one rectangular table, 3–4 chairs** and internet access. Connection to power outlets will be provided upon request and depending on local availability. The registration package is for **up to two university representatives**. Participation of additional representatives will incur a charge of €90 per person.

Branded display and handout materials should be shipped to the relevant hotel address 2–4 weeks before the event. Exhibitors participating in the full tour should send their materials to the Marriott Hotel in Skopje, from where they can be transported by bus to the subsequent fairs on the tour free of charge.

AI-powered Digital Platform

The basic registration package includes **access to the UniMeet digital platform**. 2-4 weeks before each event, university representatives will receive a link to upload the profile of up to 5 flagship (under- or post-grad) degree programmes to the matching algorithm. Meanwhile, school counsellors at our Partner Schools will help students register and upload their profiles into the platform. In the run-up to the fair, university representatives will receive rolling matches, with the option to connect with matched students in advance and schedule in-person meetings at the event.

Workshop Presentations

At each fair, the exhibition will be complemented by a programme of workshops, lectures and panel discussions featuring institutional representatives, student ambassadors, faculty members, career advisors and young professionals. The events will be held in a conference room adjacent to the exhibition venue.

Exhibitors may book a **30' presentation slot** (20' + 10' Q&A) to showcase their university and course offerings for a premium fee of €290. Presentations may be delivered in English or in the local language. Presenters will be allowed to use slides and display one or two branded roll-up banners during the session.

Where appropriate, exhibitor presentations may be combined with related contributions from UniMeet-appointed speakers, depending on the programme schedule and overall content. All sessions will be professionally chaired and actively promoted.

Other Premium Services

Each exhibition will include a UniMeet-branded display hub staffed by UniMeet representatives and local volunteers who can also help with simultaneous translation, if necessary.

Two large screens will play promotional videos from premium exhibitors on loop throughout the event. Exhibitors may feature a **promotional video of up to 5'** for an additional fee of €390. The same fee also includes a 20-second promotional clip posted permanently on UniMeet's Instagram page.

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Networking Events

The EBEUF Tour will feature three flagship networking events hosted by UniMeet.

The **Parents' Cocktail Reception** will take place in the foyer of Ballroom 1 at the Marriott Hotel in Skopje, North Macedonia, and is included in the basic registration fee for the Skopje Fair. The reception will provide a relaxed yet professional setting for university representatives to meet and mingle with parents.

The **Exhibitors' Dinner** will be an informal networking dinner reserved for registered exhibitors and UniMeet organizers. It will take place at a traditional restaurant in Prishtina, Kosovo, and is included in the basic registration fee for the Prishtina Fair.

Finally, the **Counsellors' Lunch** will be held at Esteria Restaurant inside the Courtyard by Marriott Hotel in Prishtina, Kosovo, and is also included in the basic registration fee for the Prishtina Fair. The lunch will provide a smart-casual setting for university representatives to meet and interact with selected school counsellors and university guidance professionals from UniMeet Partner Schools in Kosovo and North Macedonia.

Catering

During each fair, a **buffet lunch and two coffee breaks** will be provided as part of the basic registration package. The catering provided during hosted networking events (see section above) is also included in the relevant fair's registration fee.

Accommodation

In each city, the basic registration package **includes one night's accommodation** in one room, with check-in on the day before the fair and check-out on the morning of the fair. For the Prishtina fair, the registration fee includes two nights' accommodation.

Accommodation includes breakfast and spa access.

In the registration form, exhibitors are asked to indicate whether they require a double room for single occupancy or a twin room for two guests. Additional rooms for further representatives are not included in the registration fee.

Transportation

A **complimentary bus transfer** will be provided to the next fair on the tour as part of the basic registration fee for each fair. For example, registration for the Podgorica Fair includes a complimentary bus transfer to Sarajevo. Each city on the tour is served by an international airport

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List Prices

Basic Registrations Fees	
Skopje Fair:	€ 1,850
Prishtina Fair:	€ 1,950
Podgorica Fair:	€ 1,850
Sarajevo Fair:	€ 1,900
Full Tour (4 Fairs):	€ 5,950 (20% discount applied, € 1,487 per fair)

Premium Services	
Workshop Presentation (30')	€ 290
Video display + Instagram clip post	€ 390

Discount Schemes	
Early Bird Registration:	10% Discount (until 12th of November 2026)
Reservation made by a representative of an academic department:	5% Discount
University representative is a student ambassador or faculty member:	5% Discount

Discounts apply to the full reservation value, including registration fees and premium services, and may be combined up to a maximum of two discounts per reservation, including the 20% full-tour discount. Fees do not include VAT, which may apply.

Basic Registration Package Summary

Included

- Exhibition stand for up to two representatives, with internet access and power outlets (if available).
- Access to the UniMeet Digital Platform.
- Three hosted networking events: Parents' Reception (Skopje), Exhibitors' Dinner (Prishtina), Counsellors' Lunch (Prishtina).
- Feature in the online programme and exhibitors page on social media
- Coffee breaks and lunch on fair day.
- Accommodation (1 room) in 4- or 5-star hotel, including breakfast and spa access
- Bus transfer to the next city on the fair tour.

Not included

- Branded display materials, which may be shipped by exhibitors to the relevant hotel.
- Dinners, except for the official Exhibitors' Dinner.
- Flights and airport transfers.
- Minibar & other out-of-pocket expenses

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TERMS OF SERVICE

1. Definitions

These Terms apply to institutions registering for EBEUF 2027 events organised by UniMeet S.r.l. ("UniMeet"). By submitting a Registration Form, the Exhibitor confirms that it has read and accepted these Terms and that the person submitting the registration is authorised to bind the institution.

2. Booking and Acceptance

A booking becomes binding when the Exhibitor submits the Registration Form and UniMeet confirms the booking. UniMeet may accept or reject a registration where capacity is limited or participation is not appropriate for the relevant event.

These Terms, the completed Registration Form, the applicable Full Programme, and any event-specific conditions expressly communicated by UniMeet form the agreement between the parties. In case of inconsistency, the Registration Form and any event-specific written conditions prevail over the general Terms for that specific booking.

3. Fees, Invoicing and Payment

Fees for registration and optional services are those stated in the Registration Form. UniMeet will issue an invoice following acceptance of the booking. Unless otherwise stated on the invoice, payment is due within seven working days.

The Exhibitor is responsible for applicable taxes, bank charges and transfer fees unless otherwise stated. Failure to pay by the due date may result in suspension or cancellation of the booking, without prejudice to amounts already due.

4. Cancellation by the Exhibitor

Cancellation requests must be made in writing to UniMeet. Any refund or cancellation charge will depend on the date on which UniMeet receives the cancellation. Cancellations received more than 120 days before the event are eligible for a 75% refund of the basic registration fee. Those received between 119 and 60 days before the event are eligible for a 50% refund. Cancellations received 60 days or less before the event are non-refundable.

Unless the event-specific terms state otherwise, non-attendance does not entitle the Exhibitor to a refund. Where a Full Tour booking is partially cancelled, UniMeet may recalculate the remaining fairs at the applicable individual-fair rates and adjust any tour discount accordingly.

5. Changes and Cancellation by Force Majeure

UniMeet may make reasonable operational changes to venue, timetable, format, programme, floor plan, stand allocation, transport arrangements or speakers where necessary, provided the overall nature of the event is not materially reduced.

If an event is cancelled, postponed, relocated or materially affected by circumstances beyond UniMeet's reasonable control, including government restrictions, transport disruption, natural disasters, war, terrorism or public-health emergencies, UniMeet may reschedule the event, offer a credit, or provide a total or partial refund. UniMeet is not responsible for the Exhibitor's independent travel, accommodation or other consequential costs arising from such circumstances.

6. Participation, Conduct and Use of Space

The Exhibitor may use only the space allocated by UniMeet and may not transfer, share or sublet it without prior approval. Exhibitors must comply with event schedules, venue rules, health and safety requirements and reasonable instructions issued by UniMeet.

Representatives must behave professionally and must not engage in harassment, discrimination, unsafe conduct, aggressive solicitation or activity that disrupts students, schools, other exhibitors, venues or event operations. UniMeet may remove a representative or terminate participation where reasonably necessary to protect participants or the event.

7. Exhibitor Information, Materials and Shipping

The Exhibitor is responsible for the accuracy and legality of all information, logos, images, programme descriptions and promotional materials supplied to UniMeet and confirms that it has the right to provide and use them.

Where materials are shipped to a venue or transported between fairs, the Exhibitor remains responsible for timely delivery, customs documentation, duties, taxes and compliance with import/export restrictions. UniMeet does not guarantee delivery of materials that arrive late, are incorrectly documented, or are delayed or detained by carriers or authorities.

8. Liability and Risk

The Exhibitor is responsible for its representatives, property, displays and equipment during the event. UniMeet is not responsible for loss of or damage to Exhibitor property except to the extent caused by UniMeet's wilful misconduct or gross negligence, or where liability cannot lawfully be excluded or limited.

To the fullest extent permitted by law, UniMeet shall not be liable for indirect or consequential loss, loss of business, loss of opportunity, or acts or omissions of independent venues, transport providers, contractors or other third parties.

Except where liability cannot lawfully be limited, UniMeet's aggregate liability arising out of or in connection with a booking shall not exceed the total fees actually paid by the Exhibitor to UniMeet for the affected event or service

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9. Accommodation, Transport and Additional Representatives

The registration package includes only the accommodation, catering, networking activities and inter-city transfers expressly listed in the Full Programme or Registration Form. Additional representatives are subject to the applicable fee stated in the Registration Form. Accommodation for additional representatives, extra nights and other hotel charges are charged separately unless expressly included.

Exhibitors and their representatives are responsible for passports, visas, travel authorisations and other entry requirements. Participants who miss a scheduled group transfer are responsible for arranging and paying for alternative transport. UniMeet is not responsible for delays caused by traffic, border procedures or other circumstances outside its reasonable control.

10. Digital Platform, Matching and Data Protection

UniMeet's Digital Platform is intended to facilitate introductions between students and participating institutions. Matching recommendations are based on information provided by students and Exhibitors and are not independently verified by UniMeet. UniMeet does not guarantee any minimum number of student matches, meetings, applications, admissions or enrolments, nor uninterrupted availability of the Platform.

In connection with the Platform and matching services, Exhibitors may receive access to personal data relating to students who have agreed to be matched with or contacted by participating institutions. Exhibitors shall process such data solely for legitimate student recruitment, information, admissions and related follow-up purposes and in accordance with the GDPR and all other applicable data-protection laws.

Exhibitors shall not sell, disclose, transfer or otherwise make student data available to unauthorised third parties, nor use such data for unrelated commercial purposes. Once student data is made available to an Exhibitor, the Exhibitor is responsible for ensuring that its subsequent processing has an appropriate legal basis, is transparent, proportionate and secure, and complies with its own privacy obligations.

Exhibitors must implement appropriate technical and organisational measures to protect student personal data and must promptly inform UniMeet of any suspected unauthorised access, disclosure or security incident involving data obtained through the Platform. Further information on UniMeet's processing of personal data is set out in the applicable UniMeet Privacy Policy.

11. intellectual Property, Promotion and Event Media

The Exhibitor grants UniMeet a non-exclusive, royalty-free licence for the duration of the booking and a reasonable promotional period thereafter to use the Exhibitor's name, logo, programme information, images and submitted promotional content for organising and promoting the event and related UniMeet services.

UniMeet may photograph or record the event for legitimate event-reporting and promotional purposes. Any premium social-media placement is subject to the relevant platform's continued availability, policies and technical requirements; UniMeet cannot guarantee permanent hosting by a third-party platform.

12. Attendance and Recruitment Outcomes

Any information provided by UniMeet regarding expected student, parent, counsellor, school or visitor attendance is indicative only. Attendance may vary for reasons outside UniMeet's control, and UniMeet does not guarantee a specific attendance level or recruitment outcome.

13. Breach, Termination and General Provisions

UniMeet may refuse participation, suspend services or terminate a booking where the Exhibitor fails to pay amounts due, materially breaches these Terms or event rules, provides materially inaccurate information, misuses student data, or engages in conduct that may materially harm participants or event operations. Where participation is terminated due to the Exhibitor's breach, no refund will normally be due.

If any provision of these Terms is held invalid or unenforceable, the remaining provisions remain in effect. Failure by either party to enforce a provision does not constitute a waiver of that provision. The Exhibitor may not assign or transfer its booking without UniMeet's prior written consent. These Terms and the agreement between the parties are governed by Italian law. Any dispute that cannot be resolved amicably shall be subject to the competent courts in Italy, without prejudice to any mandatory jurisdiction rules that may apply.

Date: 29.9.2026

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