

# BALTIC INTERNATIONAL RECRUITMENT TOUR - FALL

01 Oct 2020 - 05 Oct 2020

## Information

The biggest Baltic State specialised public fair for International Education is taking place in three capitals – Vilnius, Riga and Tallinn during September this year. Organised in a workshop style, the fair provides a relaxed atmosphere of the Radisson Blu Hotels' conference centres for the representatives of language schools and executive centres, boarding schools and colleges, universities and business schools.

## Reasons to Attend

The Baltic International Recruitment Tour is the biggest specialised education abroad event in the Baltic States. The fair features unique educational institutions that represent the wide range of educational and professional programmes: general, intensive and special language courses, basic and secondary education, further education and professional training, diploma programmes, BA/BSc, Masters/MBA, postgraduate and others. Visitors from various target groups including schoolchildren and their parents, young people and students, adults and business people, representatives of private and state companies and organisations, mass media. Each year the fairs receive 2,000 – 5,000 visitors in each country.

## Market Overview

More and more students from the Baltic States tend to look for opportunities to gain high quality international education, professional training and experience. Foreign language courses are becoming increasingly popular among people of different ages and occupations. Every year the number of students going abroad to language schools and universities is steadily growing.

The Baltic region has a long tradition of providing high-quality education. For young people it is a vibrant and international environment with the possibility to make use of the latest developments in different study fields, which makes the region an attractive place for living and studying. According to statistics from a poll by the non-profit organisation Dream Foundation, over 60 percent of Baltic students would like to study at a foreign university.

## Fair Outline

The fairs are free to access by the public, allowing visitors to get acquainted with the student fair's participants; their courses and programmes and to take enrolments. On the other hand, education providers have the opportunity to meet and support their education agents, the Baltic Council and to establish new contacts.

The success of this fair is based on qualitative service and professionalism of the organizers combined with broad promotion campaign providing return of investments for the fair's participants.

During the last several years the Baltic States (Latvia, Estonia and Lithuania) have become more attractive for education providers from all over the world. This is not a casual interest, but a developing tendency proving that the potential and demand for the educational industry abroad in the Baltic region is very high.

The Baltic international recruitment tour has been in place since 2005 with a growing number of participants and a strong presence of institutions presenting their programmes and services. The potential for the development of the education industry abroad is very high in the Baltics and the demand for quality programmes will continue to grow.

## Visitor numbers :

### Tallinn 2,000

|                      |     |               |     |                       |   |
|----------------------|-----|---------------|-----|-----------------------|---|
| Primary School       | %   | Undergraduate | 60% | Professional Training | % |
| High School          | 10% | Postgraduate  | 10% | Careers               | % |
| Further / Vocational | 5%  | Languages     | 10% | Other                 | % |
| Foundation / Prep    | 5%  |               |     |                       |   |

### Riga 5,000

|                      |     |               |     |                       |   |
|----------------------|-----|---------------|-----|-----------------------|---|
| Primary School       | %   | Undergraduate | 60% | Professional Training | % |
| High School          | 10% | Postgraduate  | 10% | Careers               | % |
| Further / Vocational | 5%  | Languages     | 10% | Other                 | % |
| Foundation / Prep    | 5%  |               |     |                       |   |

### Vilnius 3,000

|                      |     |               |     |                       |   |
|----------------------|-----|---------------|-----|-----------------------|---|
| Primary School       | %   | Undergraduate | 60% | Professional Training | % |
| High School          | 10% | Postgraduate  | 10% | Careers               | % |
| Further / Vocational | 5%  | Languages     | 10% | Other                 | % |
| Foundation / Prep    | 5%  |               |     |                       |   |

### Kaunas 3,000

|                             |     |                      |     |                              |   |
|-----------------------------|-----|----------------------|-----|------------------------------|---|
| <b>Primary School</b>       | %   | <b>Undergraduate</b> | 60% | <b>Professional Training</b> | % |
| <b>High School</b>          | 10% | <b>Postgraduate</b>  | 10% | <b>Careers</b>               | % |
| <b>Further / Vocational</b> | 5%  | <b>Languages</b>     | 10% | <b>Other</b>                 | % |
| <b>Foundation / Prep</b>    | 5%  |                      |     |                              |   |

## Exhibitors

### Who should attend

- Universities
- Summer schools
- Professional bodies
- Primary schools
- Language schools
- Hotel management schools
- Funding & scholarship providers
- Colleges
- Business schools
- Boarding schools

## Levels & Subjects

### Academic Levels

- Professional training
- Language learning
- Primary education (boarding)
- Secondary education (boarding)
- Further education & vocational
- Foundation (Preparatory)
- Undergraduate (Bachelors)
- Postgraduate (Masters, MBA, LL.M, Dip, PhD)

## Prices & Booking

### Tallinn 01 Oct 2020

*Radisson Blu Hotel Olympia*

- Working Space | **€1922.00**

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### Riga 03 Oct 2020

*Radisson Blu Hotel Latvija*

- Working Space | **€1922.00**

BOOK NOW

### Vilnius 04 Oct 2020

*Radisson Blu Hotel Lietuva*

- Working Space | **€1922.00**

BOOK NOW

### Kaunas 05 Oct 2020

*Park Inn Radisson Kaunas*

- Working Space | **€1922.00**

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# HONG KONG INTERNATIONAL EDUCATION FAIR - SUMMER

04 Jul 2020 - 05 Jul 2020

## Information

Hong Kong International Student Fair has become the most popular and informative education event in Hong Kong since its debut in 2004. The large-scale and well-found study resources exchange platform favor this event to be the most popular summer Expo of its kind in the city.

### Reasons to Attend

The fair is well-positioned to continue delivering rich information exposures and timely preparation for candidates\* and parents in tandem with the release of 1<sup>st</sup> HKDSE and HKAL results.

In 2017, over 20,000 visitors and 400 education providers from 20 countries and regions (Hong Kong, China, the U.K., the U.S.A., Australia, New Zealand, Canada, Switzerland and Japan), gathered to provide students with latest career-oriented programs and academic courses. A wide spectrum of learning programs in diplomas, higher diplomas, associate degrees, bachelor degrees, master degrees and vocational trainings will be available.

### Market Overview

Hong Kong is a Special Administrative Region of the People's Republic of China and has a population of 7 million people. It is a dynamic market environment, now being influenced positively by major education reforms and changes to the academic structure being phased in between 2009 and 2012.

There is a well-established tradition among Hong Kong families of sending their children to study overseas. According to a Thematic Household Survey Report on 'Hong Kong students studying outside Hong Kong', by the Census and Statistics Department in December 2010, there were 66,700 people aged 25 and below who intended to study outside Hong Kong in the next five years.

### Fair Outline

The Hong Kong fair is widely supported by various youth organisations and associations, educational professions and media parties. To cope with challenges in highly competitive knowledge-based community, we aspire to stride across the transitional period of the 3.3.4. education system with students, encourage them to pursue promising future with global vision through whole person education.

### Event Highlights:

- Over 200 local and overseas educational institutions enroll students on-site
- Various associate degrees and diplomas open for application

- Over 30 seminars cover details of various studies information and trainings
- Career-oriented curriculum
- Prizes for daily lucky draw winners

\*Keen Competition in 2012 Public Examinations:

- 1st HKDSE - 77,000 candidates strive for merely 15,000 4-year curriculum vacancies among local universities
- HK A-Level - 36,000 candidates strive for merely 15,000 3-year curriculum vacancies among local universities

## Further Exhibition Information

More information about this leading student recruitment exhibition can be found by contacting us directly.

## Visitor numbers :

### Hong Kong 7,000

|                      |     |               |     |                       |    |
|----------------------|-----|---------------|-----|-----------------------|----|
| Primary School       | 10% | Undergraduate | 80% | Professional Training | %  |
| High School          | %   | Postgraduate  | 5%  | Careers               | 5% |
| Further / Vocational | 10% | Languages     | %   | Other                 | %  |
| Foundation / Prep    | %   |               |     |                       |    |

## Exhibitors

### Who should attend

- Boarding schools
- Business schools
- Colleges
- Education agencies
- Equipment suppliers
- Funding & scholarship providers
- Gap year organisations
- Government bodies
- Hotel management schools
- Language schools
- Primary schools
- Professional bodies
- Publishers
- Student service providers

Summer schools  
Universities

## Levels & Subjects

### Academic Levels

- Postgraduate (Masters, MBA, LLM, Dip, PhD)
- Undergraduate (Bachelors)
- Foundation (Preparatory)
- Further education & vocational
- Secondary education (boarding)
- Language learning
- Professional training

## Prices & Booking

### Hong Kong 04 Jul 2020 - 05 Jul 2020

*Hall 3E Hong Kong Convention and Exhibition Centre*

- 9m2 Standard Equipped Stand | **€3130.00**

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# IEFT INTERNATIONAL EDUCATION FAIRS OF TURKEY ROADSHOW - SUMMER

07 Jun 2020 - 14 Jun 2020

## Information

The fair welcomes around 20,000 Turkish students to each of the semi-annual fairs. Throughout the past **19** years, **International Education Fairs of Turkey** has grown to become the largest education exhibition in Turkey, with universities from all over the World attending every year.

### Reasons to Attend

The Fair focuses solely on the Turkish Market, and therefore has built a reputation with students throughout the country through strong marketing and promotion of the exhibitions, and excellent relationships with local high schools, universities, language schools and Turkish agents. The last Fall event welcomed around 200 institutions from all over the world and 20.000 visitors to the events in Ankara, Izmir, and Istanbul.

### Market Overview

Turkey is a quickly-developing country, with the youngest population ratio in Europe. The country is working towards being in the top 15 economies of the World by 2020; so now, more than ever, there is a large market for a skilled, educated, globally-minded current and future workforce.

The demand for studying abroad is not only from secondary school students and graduates, but also from 2.5 million university students. The majority of Turkish university students know the role and importance of study abroad in getting a better job in a competitive business world. There are approximately 3.5 million students studying at Turkish universities which also includes Open University students. Around 2 million of them are studying on a 4 year course. There are around 350,000 university students in Istanbul at around 50 universities. Over 200,000 students at around 20 universities in Ankara. Izmir has 9 universities and 110,000 university students.

### Fair Outline

Fair students are from very respected universities and high schools of Turkey. IEFT - The international education fairs of Turkey are also visited by a number of young and experienced professionals looking for education opportunities abroad. The Fair has a professional and hands-on approach to meeting the needs of our participating institutions, and also to bringing the highest quality Turkish students to its fairs. The Fair is committed to making the recruitment process both successful and enjoyable for both participants and students.

Students attending the exhibition are looking for education all over the world. While the UK and the USA continue to



dominate student interest, they are looking more and more towards programs in Canada, Europe and Asia.

We give participating institutions complete support before, during and after the fairs, including:

- Material transportation between cities
- Professional stands with the option of uniquely designed backdrops
- Local high-school and university visits
- Free promotion in IEFT's Study Abroad Magazine, distributed to nearly 20,000 student visitors
- Optional web banners, flyer distribution, newspaper advertisements, and any other promotional branding needs an institution may have
- Well-organized accommodation and transportation options
- Complete visitor statistics sent to all participants upon completion of fair tour
- Amazing social and cultural activities throughout fair

## Visitor numbers :

### Izmir 2,700

|                      |     |               |     |                       |   |
|----------------------|-----|---------------|-----|-----------------------|---|
| Primary School       | %   | Undergraduate | 35% | Professional Training | % |
| High School          | %   | Postgraduate  | 45% | Careers               | % |
| Further / Vocational | %   | Languages     | 40% | Other                 | % |
| Foundation / Prep    | 15% |               |     |                       |   |

### Ankara 3,400

|                      |     |               |     |                       |     |
|----------------------|-----|---------------|-----|-----------------------|-----|
| Primary School       | %   | Undergraduate | 34% | Professional Training | 25% |
| High School          | 3%  | Postgraduate  | 45% | Careers               | 0%  |
| Further / Vocational | 15% | Languages     | 41% | Other                 | 0%  |
| Foundation / Prep    | 14% |               |     |                       |     |

### Istanbul (Asian side) 2,000

|                             |     |                      |     |                              |     |
|-----------------------------|-----|----------------------|-----|------------------------------|-----|
| <b>Primary School</b>       | %   | <b>Undergraduate</b> | 34% | <b>Professional Training</b> | 25% |
| <b>High School</b>          | 3%  | <b>Postgraduate</b>  | 45% | <b>Careers</b>               | %   |
| <b>Further / Vocational</b> | 15% | <b>Languages</b>     | 41% | <b>Other</b>                 | %   |
| <b>Foundation / Prep</b>    | 14% |                      |     |                              |     |

## Istanbul 11,000

|                             |     |                      |     |                              |     |
|-----------------------------|-----|----------------------|-----|------------------------------|-----|
| <b>Primary School</b>       | %   | <b>Undergraduate</b> | 34% | <b>Professional Training</b> | 25% |
| <b>High School</b>          | 3%  | <b>Postgraduate</b>  | 45% | <b>Careers</b>               | %   |
| <b>Further / Vocational</b> | 15% | <b>Languages</b>     | 41% | <b>Other</b>                 | 44% |
| <b>Foundation / Prep</b>    | 14% |                      |     |                              |     |

## Exhibitors

### Who should attend

- Business schools
- Colleges
- Education agencies
- Funding & scholarship providers
- Hotel management schools
- Language schools
- Student service providers
- Summer schools
- Universities

## Levels & Subjects

### Academic Levels

- Postgraduate (Masters, MBA, LLM, Dip, PhD)
- Undergraduate (Bachelors)
- Foundation (Preparatory)
- Further education & vocational
- Language learning
- Professional training

## Prices & Booking

### Izmir 07 Jun 2020

*Izmir Hilton Hotel*

- Working Space ( All Cities Selected) | **€1265.00**
- Working Space | **€1274.00**

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### Ankara 09 Jun 2020

*Ankara Sheraton Hotel*

- Working Space ( All Cities Selected) | **€1265.00**
- Working Space | **€1365.00**

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### Istanbul (Asian side) 11 Jun 2020

*Istanbul (Asian side)- Wyndham Grand Kalamis*

- Working Space ( All Cities Selected) | **€1265.00**
- Working Space | **€1365.00**
- Working Space (Selected with Istanbul European Side) | **€1621.00**

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### Istanbul 13 Jun 2020 - 14 Jun 2020

*Istanbul (European side)- Istanbul Congress Centre*

- 5m2 Standard Equipped Stand (When all cities selected) | **€2530.00**
- 5m2 Standard Equipped Stand (When Selected with Asian Side) | **€3185.00**
- 5m2 Standard Equipped Stand | **€3595.00**

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# KENYA, TANZANIA - 13TH ISFA INTERNATIONAL STUDENT FAIRS AFRICA - FALL

23 Sep 2020 - 29 Sep 2020

## Information

Come and participate at the 13th edition of the ISFA International Student Fairs Africa, the most friendly, result driven, professional and fun event in East Africa!

We make sure that you will meet **top students** in Africa and also enjoy yourself through a pack of various activities including a **group safari and sightseeing**.

### Reasons to Attend

- Excellent proven recruitment conversion rate at the fair and after
- Good ratio of return clients
- Carefully planned and executed promotion
- Exciting socializing activities and cultural tours
- Meeting new friends and long-term partners

The exhibition will bring together students and international education providers with the focus on recruiting students for foundation, undergraduate and postgraduate levels.

Higher education has recorded strong growth in East Africa in recent years due to increased demand. The use of websites, subscribing to academic journals, use of intranet, social media and other e-learning tools have revolutionised the academic sector in East Africa.

### Market Overview

Altogether, there are about 100 universities in East Africa, both public and private, with Kenya hosting the highest number, 40.

With local Kenyan universities not being able to offer enough places for students, more students are looking into opportunities to study overseas as they also wish to improve their career prospects in the labour market after graduation.

According to University World News, 57% of 1,044 Kenyan students polled in the recent survey said that they would prefer to study in a foreign university than a local one. The number of Kenyans issued with student visas has been on the rise in recent years according to government statistics.

An increase in Kenyan schools offering A-Levels and International Baccalaureate naturally increased the number of students willing to study abroad. Those ones who obtained the Kenya Certificate of Secondary Education (KCSE)

can still apply to foreign universities but most of such students choose to go for Access Courses abroad.

In the past decade Tanzania's public universities have witnessed rapid growth in enrolment. There are nearly 30 public and private universities in Tanzania. Demand for higher education is large with an estimated student population of 15,000.

According to a recent report from the Tanzania Education Sector Analysis, emphasis has been put on higher education, to adequately meet the growing demand from secondary school leavers and produce skills relevant to current and future economic growth. University enrolment has grown at an average annual rate of 30% over 2005-09.

## Fair Outline

Main areas are undergraduate courses and postgraduate courses with a visible increase in interest for professional qualifications. Many foreign universities attract Kenyan students for access and foundation courses in marketing, business, management and IT.

The main subject areas are: business and finance, medicine and related sciences, IT, engineering, hotel management, humanities, law, science, MBA, and distant learning.

**This year, ISFA are also donating to the [Mara Meru Cheetah](#) project, if you would like to donate 5 Euros from your booking towards the charity, please mention this in the comments section of your invoice.**

## Visitor numbers :

### Arusha 600

|                      |     |               |     |                       |    |
|----------------------|-----|---------------|-----|-----------------------|----|
| Primary School       | %   | Undergraduate | 35% | Professional Training | 5% |
| High School          | %   | Postgraduate  | 30% | Careers               | %  |
| Further / Vocational | 10% | Languages     | %   | Other                 | 5% |
| Foundation / Prep    | 15% |               |     |                       |    |

### Kampala 1,000

|                      |     |               |     |                       |     |
|----------------------|-----|---------------|-----|-----------------------|-----|
| Primary School       | 0%  | Undergraduate | 80% | Professional Training | %   |
| High School          | 10% | Postgraduate  | %   | Careers               | %   |
| Further / Vocational | %   | Languages     | 10% | Other                 | 10% |
| Foundation / Prep    | 15% |               |     |                       |     |

## Dar Es Salaam 800

|                      |     |               |     |                       |    |
|----------------------|-----|---------------|-----|-----------------------|----|
| Primary School       | %   | Undergraduate | 36% | Professional Training | 5% |
| High School          | %   | Postgraduate  | 32% | Careers               | %  |
| Further / Vocational | 10% | Languages     | %   | Other                 | 5% |
| Foundation / Prep    | 16% |               |     |                       |    |

## Nairobi 1,200

|                      |     |               |     |                       |    |
|----------------------|-----|---------------|-----|-----------------------|----|
| Primary School       | %   | Undergraduate | 35% | Professional Training | 5% |
| High School          | %   | Postgraduate  | 30% | Careers               | 5% |
| Further / Vocational | 10% | Languages     | %   | Other                 | %  |
| Foundation / Prep    | 15% |               |     |                       |    |

## Mombasa 600

|                      |     |               |     |                       |    |
|----------------------|-----|---------------|-----|-----------------------|----|
| Primary School       | %   | Undergraduate | 36% | Professional Training | 6% |
| High School          | %   | Postgraduate  | 29% | Careers               | %  |
| Further / Vocational | 10% | Languages     | %   | Other                 | 4% |
| Foundation / Prep    | 14% |               |     |                       |    |

## Exhibitors

### Who should attend

- Universities
- Summer schools
- Student service providers
- Publishers
- Professional bodies
- Language schools
- Hotel management schools
- Government bodies
- Gap year organisations
- Funding & scholarship providers

Education agencies  
Colleges  
Business schools  
Boarding schools

## Levels & Subjects

### Academic Levels

- Professional training
- Language learning
- Secondary education (boarding)
- Further education & vocational
- Foundation (Preparatory)
- Undergraduate (Bachelors)
- Postgraduate (Masters, MBA, LL.M, Dip, PhD)

## Prices & Booking

### SPECIAL OFFERS ON THIS FAIR

- Two cities 5% until 25-09-2020
- Three cities 10% until 25-09-2020

### Arusha 25 Sep 2019

*Mount Meru Hotel*

- Working Space | **€1600.00**

BOOK NOW

### Kampala 04 Oct 2019

*Serena Hotel*

- Working Space | **€2400.00**

BOOK NOW



## Dar Es Salaam 23 Sep 2020

*Serena Hotel*

- Working Space | **€2400.00**

BOOK NOW

## Nairobi 25 Sep 2020 - 26 Sep 2020

*Serena Hotel*

- Working Space | **€2400.00**

BOOK NOW

## Mombasa 29 Sep 2020

*Voyager hotel*

- Working Space | **€1800.00**

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BOOK FULL TOUR

# POLAND - INTERNATIONAL RECRUITMENT TOUR - SUMMER

13 Jun 2020 - 16 Jun 2020

## Information

The biggest Baltic State specialised public fair for International Education is taking place in three capitals – Vilnius, Riga and Tallinn during October 2018. Organised in a workshop style, the fair provides a relaxed atmosphere of the Radisson Blu Hotels' conference centres for the representatives of language schools and executive centres, boarding schools and colleges, universities and business schools.

## Reasons to Attend

The Baltic International Recruitment Tour is the biggest specialised education abroad event in the Baltic States. The fair features unique educational institutions that represent the wide range of educational and professional programmes: general, intensive and special language courses, basic and secondary education, further education and professional training, diploma programmes, BA/BSc, Masters/MBA, postgraduate and others. Visitors from various target groups including schoolchildren and their parents, young people and students, adults and business people, representatives of private and state companies and organisations, mass media. Each year the fairs receive 2,000 – 5,000 visitors in each country.

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The Baltic region has a long tradition of providing high-quality education. For young people it is a vibrant and international environment with the possibility to make use of the latest developments in different study fields, which makes the region an attractive place for living and studying. According to statistics from a poll by the non-profit organisation Dream Foundation, over 60 percent of Baltic students would like to study at a foreign university.

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The Baltic international recruitment tour has been in place since 2005 with a growing number of participants and a strong presence of institutions presenting their programmes and services. The potential for the development of the education industry abroad is very high in the Baltics and the demand for quality programmes will continue to grow.

## Visitor numbers :

### Krakov TBC

|                      |     |               |     |                       |    |
|----------------------|-----|---------------|-----|-----------------------|----|
| Primary School       | 1%  | Undergraduate | 40% | Professional Training | 1% |
| High School          | 20% | Postgraduate  | 3%  | Careers               | %  |
| Further / Vocational | 10% | Languages     | 20% | Other                 | %  |
| Foundation / Prep    | 5%  |               |     |                       |    |

### Lodz TBC

|                      |     |               |     |                       |    |
|----------------------|-----|---------------|-----|-----------------------|----|
| Primary School       | 1%  | Undergraduate | 40% | Professional Training | 1% |
| High School          | 20% | Postgraduate  | 3%  | Careers               | %  |
| Further / Vocational | 10% | Languages     | 20% | Other                 | %  |
| Foundation / Prep    | 5%  |               |     |                       |    |

### Warsaw TBC

|                      |     |               |     |                       |    |
|----------------------|-----|---------------|-----|-----------------------|----|
| Primary School       | 1%  | Undergraduate | 40% | Professional Training | 1% |
| High School          | 20% | Postgraduate  | 3%  | Careers               | %  |
| Further / Vocational | 10% | Languages     | 20% | Other                 | %  |
| Foundation / Prep    | 5%  |               |     |                       |    |

## Exhibitors

### Who should attend

Universities  
Summer schools  
Professional bodies  
Primary schools  
Language schools  
Hotel management schools  
Funding & scholarship providers  
Colleges  
Business schools  
Boarding schools

## Levels & Subjects

### Academic Levels

- Professional training
- Language learning
- Primary education (boarding)
- Secondary education (boarding)
- Further education & vocational
- Foundation (Preparatory)
- Undergraduate (Bachelors)
- Postgraduate (Masters, MBA, LL.M, Dip, PhD)

## Prices & Booking

### Krakow 13 Jun 2020

*Park Inn Radisson*

- Working Space | **€2000.00**

[BOOK NOW](#)

### Lodz 14 Jun 2020

*Vienna House Andel's Hotel*

- Working Space | **€2000.00**

[BOOK NOW](#)

# Warsaw 16 Jun 2020

*Radisson Blu Sobieski*

- Working Space | **€2000.00**

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BOOK FULL TOUR