

UAV SHOW

OCTOBER 10 / 11, 2018
BORDEAUX - MÉRIGNAC (FRANCE)

OCTOBER, 12
TESTS AND DEMONSTRATIONS (HIGH ELONGATION)
FLIGHT TEST AREA SAINTE-HÉLÈNE (LF3327)



PARTICIPATION CONTRACT

CONTRACT TO BE RETURNED TO

STAND BOOKING FORM

CONGRÈS ET EXPOSITIONS DE BORDEAUX - RUE JEAN SAMAZEUILH - CS 20088 - 33070 BORDEAUX CEDEX
Ph 33 (0)5 56 11 99 00 - Fax 33 (0)5 56 11 88 81 - Website: www.uavshow.com - E-mail: contact@uavshow.com
SAS with capital of € 24 040 000 - B.R.N. 453 091 316 RCS Bordeaux

A deposit of 20% of the total amount due, incl. tax, is required to process your application and to book your company into the UAV SHOW

EXHIBITOR

Company name.....

Address

Post code.....City.....Country.....

Ph..... Fax

Website.....

CEO or manager

E-mail (in legible capitals) **REQUIRED**

Stand manager..... Job title.....

Ph..... Mobile

Fax.....E-mail

NAF activity code SIREN/SIRET company ID no.

Intercommunity VAT no.

Products presented

Trade name of your company (in capital letters, 18 characters max.) – this name will appear on the signage of your area if included in your package

CONTACT ADDRESS

Invoice to be sent to Headquarters Other address (below)
.....

Mail to be sent to Headquarters Other address (below)
.....

FOR INTERNAL USE BY CONGRES ET EXPOSITIONS DE BORDEAUX ONLY

CUSTOMER FILE

Placing Aisle: Row: Stand no.: Surface area:

STAND BOOKING

► Official Partner Package

Services:

- 40m² bare space
- Your logo on the promotional materials of the exhibition
- Fact sheet in the press kit
- One-page ad in the exhibition guide book
- Editorial in the exhibition guide book
- Free invitations to the exhibition
- Table for 8 reserved for each lunch
- 10 invitations to the exhibition Gala Evening
- Participation in one of the 4 round tables

Unit price ex. VAT: **€ 25 000** x Total amount ex. VAT:€

► Premium Partner Package

Services:

- 25m² space equipped with partitions, carpet, furniture, signage, store room and electricity
- Your logo on the promotional materials of the exhibition
- One-page ad in the exhibition guide book
- Free invitations to the exhibition
- 5 invitations to the exhibition Gala Evening
- 1 theme workshop

Unit price ex. VAT: **€ 16 000** x Total amount ex. VAT:€

► Prestige Stand Package

Services:

- 2m² turnkey space equipped with partitions, carpet, furniture, signage, store room and electricity
- Free invitations to the exhibition
- 3 invitations to the exhibition Gala Evening

Unit price ex. VAT: **€ 4 600** x Total amount ex. VAT:€

► Classic Stand Package

Services:

- 6m² turnkey space equipped with partitions, carpet, furniture, signage, store room and electricity
- Free invitations to the exhibition
- 2 invitations to the exhibition Gala Evening

Unit price ex. VAT: **€ 2 600** x Total amount ex. VAT:€

► Start-Up Village Package

Services:

- 50m² shared, carpeted space with central collective store room
- Welcome desk, signage and electricity for each exhibitor
- Free invitations to the exhibition
- 1 invitation to the exhibition Gala Evening

Unit price ex. VAT: **€ 1 100** x Total amount ex. VAT:€

► Demonstration Area in Sainte-Hélène Package

Reserved exclusively to partners and exhibitors

Services:

- Static exhibition and flight demonstration area
- Optimum flight time to showcase your offer
- Your demonstration scheduled in the official exhibition programme
- Live large-screen transmission of your demonstration
- Sound equipment to present and comment your demonstration
- Free shuttle service to and from Sainte-Hélène for your clients, prospects and guests.

Unit price ex. VAT: **€ 2 000** x Total amount ex. VAT:€

STAND BOOKING (cont'd)

► Theme Workshop Package *Reserved exclusively to partners and exhibitors*

Services:

- Conference room with audio-visual equipment
- A moderator
- Your conference scheduled in the official exhibition programme

Unit price ex. VAT: € 1 500 x Total amount ex. VAT:€

► Gala Evening Sponsorship *Reserved exclusively to partners and exhibitors*

Be an integral part of UAV SHOW 2018, by associating your brand name with the official gala evening of the exhibition. A made-to-measure offer, available to one advertiser only, will include your logo on promotional materials for the gala and a speech during the evening.

Unit price ex. VAT: € 10 000 € x Total amount ex. VAT:€

► Additional Services *Reserved exclusively to partners and exhibitors*

Advertisement in the exhibition guide book:

- Back cover: € 2 500 ex. VAT€
- Inside front or back cover: € 1 800 ex. VAT€
- Inner page: € 1 000 ex. VAT€

Badge lanyards (supplied by partner): € 1 500 ex. VAT€

TOTAL AMOUNT€ ex. VAT

TOTAL AMOUNT AND DEPOSIT

Total amount ex. VAT:€

VAT (20%):€

TOTAL AMOUNT inc. tax€

COMPULSORY DEPOSIT 20% of total amount inc. tax€

Payment by enclosed cheque made out to **CEB N°** on Amount €

Or by **bank transfer** - see bank details below.

PAYMENT OF BALANCE

Payment of the balance to be made by bank transfer to Congrès et Expositions de Bordeaux (please include notification of transfer): BPSO CAE GIRONDE – Bank code 10907 – Sort code 00001 – Account number 05721953384 –RIB Key 93 IBAN: FR76 1090 7000 0105 7219 5338 493 – BIC: CCBPFRPPBDX

For all invoices issued after 7 September 2018: cash payment by cheque or bank transfer.

PARTICIPATION AGREEMENT



I declare that I have read and accepted all the clauses of the general regulations of the event and the payment terms and conditions, and I undertake to abide by the architectural regulations.

I am required to enclose an extract from the Commercial or Trades Register (dated within less than 3 months). In the absence of such an extract, the Bordeaux Congress Centre will invoice €10.00 ex. VAT, for the issuing of said extract by Infogreffe [Companies Registration Body], on receipt of this booking application form.

Signatory name

Job title.....

Signed in (city).....

Date.....

Signature and company stamp required

EVENT REGULATION

PREAMBLE

The special regulations define the specific terms and conditions of the service provided to the Exhibitor by the Organiser. In the absence of provisions, it is supplemented by the default provisions of the supplementary **General Regulation for Trade Events** (RGMC/2015) of the UNIMEV, the trade federation to which the organiser belongs. The Exhibitor acknowledges having read and accepted all the terms and conditions of this RGMC. In the absence of access to internet, the Exhibitor undertakes to obtain from the Organiser, prior to the signature of the present contract, a paper version of said regulations, which it shall read and accept.

DATE AND DURATION - Article 1

If, in the event of a force majeure or any other event outside the control of the Organiser, it becomes impossible to provide the necessary premises, rendering execution of all requirements of the event impossible, the Organiser may cancel the registered requests for stands at any time by written notification to the Exhibitors who will not be entitled to any compensation or indemnity whatsoever, regardless of the reason for such a decision. Monies remaining following the payment of expenses incurred will be allocated to the Exhibitors in proportion to the amounts they have paid out, without entailing, by express agreement, the right to appeal on any account or for any reason whatsoever against the Organiser, or the right to request compensation or a termination fee. The Organiser may cancel or postpone the event if the number of participants is clearly insufficient. The enrolled Exhibitor will be refunded the sum of its deposit or participation fee. Up to the closing day of enrolment, the Exhibitor assumes all the risks related to the potential non-execution of the event and in particular the exclusive charge of expenses it may have incurred in preparation for the event.

INSPECTION AND APPROVAL OF APPLICATIONS - Article 2

A limited number of placements only will be granted by brand. In the case where the application is not signed by the manufacturer itself, applicants must present the manufacturer's authorisation for the product to be exhibited to the Organiser. Applications received are subject to approval. The Organiser shall rule at any time on refusal or acceptance, and shall not be required to provide reasons for such decisions. The applicant refused may not have recourse to the fact that it was granted admission to prior exhibitions, nor may it argue that it was invited to participate by the Organiser. Furthermore, it may neither invoke correspondence exchanged with the Organiser nor collection of the participation fee or deposit, regardless of the means of payment (cheque, credit card, bill of exchange, bank transfer, etc.), nor the publication of its name on any list whatsoever as proof of admission. Only written notification of admission shall have probative value and determine the start date of the contract between the Parties, whether a deposit has been paid or not. Refusal of admission will not give rise to any compensation outside of the reimbursement of the amount paid to the Organiser. Admission does not entitle the bearer to admission to any subsequent event. Expenses incurred for handling and enrolment remain the property of the Organiser regardless of the response to the application.

OBLIGATIONS OF THE APPLICANT - Article 3

Once an enrolment is approved, the applicant enters a definite and irrevocable agreement and is thus liable for the total amount of the invoice. Signature of the application entails the obligation for the applicant to occupy the allotted stand or area at least 24 hours before the start of the event, to remain in place until the closure of the exhibition and to remove merchandise only after the closure of the event in accordance with the terms fixed by the exhibitor guide. Enrolment is subject to the provisions of the present general and special regulations, to the terms and conditions of sale, in addition to public order, police and security measures which are or may be prescribed by the authorities or the Organiser. Any infringement of the present regulations or the special regulations will immediately result in the temporary or definitive exclusion of the Exhibitor, who will not be entitled to any form of compensation or reimbursement of the amounts paid, and without prejudice to any legal action taken against it.

STATEMENT OF ADDRESS - Article 4

Throughout the duration of the event, including the installation and dismantling phases, the Exhibitor declares to have an address at the stand which has been allotted to it on the exhibition site in Bordeaux.

PAYMENT - Article 5

The amount of the lease is due as from the moment of signature or electronic validation and in accordance with the terms mentioned in application form. The Exhibitor undertakes, for the amount to be paid by truncated bill of exchange, simple bill of exchange or promissory note, to notify its bank of the amounts to be paid within the payment deadlines. Any outstanding amount due to the Organiser which has not been paid within the deadline will accrue interest in full and without default notice, the interest being calculated on the banking basis rate in effect on the date of the deadline, and increased by three points. In accordance with Decree no° 2012-11-15, the debtor in arrears will be liable, in full, for a lump-sum compensation of €40 for recovery costs. In the event of legal action for non-payment, the Organiser reserves the right to apply an irrevocable lump-sum penalty clause equal to 15% of the amount due, without prejudice to any other claims to compensation or indemnity on the basis of Article 700 NCP. It is expressly agreed that the equipment, installations and merchandise on the stand or in the area allotted to the applicant are specially pledged as security in favour of the Organiser and as debt guarantee. In the event of payment default on the amounts due, under the present contract, the Organiser may benefit from this pledge to retain these goods until full payment has been made, in the framework of a conventional right of retention annexed to the pledge contract. In this case, the Organiser, subsequent to a formal reminder of the present clause, may carry out an inventory, by act of a judicial officer, of the goods thus retained and may oppose their removal.

DEFAULT OF OCCUPATION - Article 6

The Exhibitor is liable for the balance due on the invoice in all circumstances. Stands or areas which have not been occupied 24 hours before the opening of the event may be allotted to another company without entitling the non-installed applicant to any form of compensation or reimbursement whatsoever of sums paid.

PROHIBITION OF TRANSFER OR SUB-LEASE - Article 7

The transfer of all or part of a stand or area is prohibited. Nevertheless, with the authorisation of the Organiser, several manufacturers from an analogue business may occupy the same stand together, provided that each one has paid the application handling fees.

DECLARATION OF ITEMS PRESENT - Article 8

The Exhibitors are obliged to declare, on their application form (see page on catalogue), the complete list of the products they wish to exhibit. If they are agents or commissionaires, they are also obliged to list the names and addresses of the companies for which they are exhibiting products. If, among these, there are brands, services or foreign companies, the Exhibitor undertakes to complete the sworn declaration provided by the Organiser. The Organiser expressly reserves the right to automatically remove any product which has not been indicated on the application form or to proceed to the expulsion of the company which has not been approved of in the aforementioned terms without prejudice to the application with regard to the contractor, of the penalties provided for in Article 4 of the present regulations.

PROHIBITED PRODUCTS - Article 9

Explosive materials and in general all dangerous or harmful products are prohibited. The operation of devices and the installation or distribution of items which may constitute a disturbance or danger for other exhibitors or visitors are forbidden. It is also forbidden to light a fire in the exhibition venue.

MODIFICATION OF THE PREMISES - Article 10

Upon taking possession of the stand which has been allotted to it, the applicant must declare any degradation of the area provided to it. This declaration must be made to the Organiser, on the day of taking up possession, after this time, any repairs made will be at the applicant's expense. It is forbidden to dig the ground, indent or deteriorate in any way the partitions, flooring or ceilings of the stand and any equipment provided by the Organiser. The installation of platforms, chairs, transmissions, motors, the use of the panels, poles or flooring of the stands to support weights or mechanical efforts is strictly prohibited; any infringement will result in the full responsibility of the Exhibitor in the event of damage, disturbance for neighbouring stands or accident, without prejudice to the penalties provided for in Article 4 of the present regulations.

ARCHITECTURAL COMMITTEE - Article 11

This committee, in the framework of the general aesthetic and decorative plan of the event, decided upon and imposed by the Organiser, is assigned to examine all building projects or individual installations requested by the Exhibitors (mezzanine, advertising or decorative designs, luminous signs, animations, etc.). Banners are strictly forbidden in all circumstances.

SPECIAL WORKS - Article 12

Applicants whose installations require special works (excavations, pipelines, removal of partitions, adjustment of floor surface, etc.) must specify such requirements on the application form, by indicating in so far as possible, their importance. The Organiser will bear the costs of removal of partitions and flooring adjustments, to the exclusion of any other works, provided it is notified one month before the opening of the event; after such time, these alterations will be at the Exhibitors' expense.

SUB-CONTRACTING - Article 13

The Exhibitor may, if it so wishes, and under its entire responsibility, sub-contract to a third-party, referred to hereafter as the Sub-Contractor, all or part of the installation of the area which has been allotted to it, provided that:

- the Sub-contractor in question has not previously been involved in any significant dispute with the Organiser, - the contract agreed with the Sub-Contractor includes:
 - As an integral part, all the clauses of the terms and conditions for sale of the Organiser which may concern them, and contains no amending or notwithstanding clauses to the latter,
 - A statutory waiver of recourse by the Exhibitor's Sub-Contractors against the Organiser, for any direct or indirect damage, whether material or immaterial, which the latter may cause to the Exhibitor, its Sub-Contractors, their goods, agents or agents' goods.
 - The irrevocable undertaking by the Sub-Contractors of the Exhibitor to obtain an identical waiver with regard to their insurance companies.

The Exhibitor guarantees, with regard to the Organiser, that the waivers referred to above will be underwritten by its Sub-Contractors and insurance companies and undertakes to compensate the Organiser for the direct and indirect consequences of any claim and legal action or not that the Sub-Contractors, their agents and/or their insurance companies may make or initiate against the Organiser, including costs and fees the latter will have incurred to assert its rights. The fact that the Exhibitor commissions Sub-Contractors shall not alter in any way the contractual relations between the Organiser and the Exhibitor, the latter remains solely responsible with regard to the Organiser for the perfect fulfilment of the agreement. The Exhibitor's Sub-Contractors will be known to the Organiser as having been mandated by the Exhibitor to act in its place and on its behalf.

DEMONSTRATION MACHINES AND EQUIPMENT - Article 14

All demonstration machines are subject to a declaration with the head of safety. Demonstrations must always be free of charge for visitors.

POSTER SIGNS - Article 15

It is prohibited to place billboards or posters outside the stands in areas not reserved for this purpose. In the event of infringement, the Organiser will have the elements infringing the present regulation removed, at the expense and risk of the applicant, and without any formal notice.

VOUCHERS - Article 16

The Exhibitors undertake to accept the vouchers which may be distributed by the Organiser during the event. These vouchers will be invoiced directly upon presentation to Congrès et Expositions de Bordeaux.

VACATING OF AREAS - Article 17

All areas must be returned to their initial state, at the Exhibitor's expense and vacated 24 hours after the closing date of the event. If, for any reason, the site is not in good working order on the date of vacating the premises, has been damaged or is not in identical condition to when the Exhibitor took possession, the Organiser may use any convenient means to proceed with the total evacuation of the area and the necessary repairs. The Exhibitor authorises the Organiser, as of the present:

- To destroy all consumable equipment and installations
- To move and store, as the Organiser sees fit, all other equipment, installations and goods found on site, which may be sold or destroyed after formal notice has remained without effect after five days,
- To restore the area to its initial state
- To carry out the necessary works.

All of the above will be at the Exhibitor's cost who is expressly forbidden to take any action against the Organiser concerning such destruction, removal or storage, repair works or their consequences. The Exhibitor undertakes due diligence to engage with the utmost urgency, any action including legal, to ensure that the site is restored to the Organiser in good working use, with any damage repaired, as soon as possible.

COMPULSORY INSURANCE - Article 18

The Exhibitor undertakes to take out all insurance covering risks that it or its staff may incur to themselves or a third party, with an insurer approved of by the Organiser.

The insurance premium will guarantee:

- 1°) The goods and equipment exhibited, stand lay-outs and installations for an initial risk of FIFTEEN THOUSAND THREE HUNDRED EUROS (€15,300). The Exhibitor's guarantee is strictly limited to material damage excluding all losses of use, loss of profit, shortfall in earnings, etc. Theft occurring during the installation and dismantling phases is not under guarantee.
- 2°) Civil liability of the Exhibitor with regard to a third party for all physical injuries and (or) material and (or) immaterial damage consecutive to its activity and that of its agents. An excess of €1,000 euros per claim and per exhibitor will be applied. The Exhibitor may take out optional guarantees (additional funds, cancellation, etc.), the terms of which are explained in the exhibitors' guide and the 'insurance' order form.

The Exhibitor waives the right to any action it may be entitled to take against the Organiser, the owner of the site and their insurers, for any physical injury or material and immaterial damage which it or its agents may be victims of.

FOODSTUFFS - Article 19

All stands presenting foodstuffs must comply with the regulations in effect in terms of hygiene and food safety, in addition to operating modes. The Exhibitor will be solely liable in particular for the consequences in the event of poisoning and waivers, as of the present, any action against CEB.

WORKING CONDITIONS ON THE EXHIBITION SITE - Article 20

The Exhibitors undertake, during installation, dismantling and throughout the event, to employ persons duly declared and in the conditions established by the laws and regulations in effect related to working conditions. The same constraints shall be imposed on their Sub-Contractors.

Inspections may be carried out during the installation, the duration and the dismantling of the event. A Health and Safety coordinator may be commissioned by the Organiser and may be called upon to issue observations on working conditions.

BUSINESS PRACTICES - Article 21

Documentation may be distributed within the stands only. Similarly, visitors must not be inconvenienced during their visit or solicited in the aisles. Vocal publicity, or with the aid of a microphone, and solicitation is forbidden. Price advertising and the distribution of promotional items is subject to the general regulations of Ministerial Decrees. It is forbidden to promote in any way products other than those designated on the application form. False publicity claims are strictly prohibited. If an Exhibitor's behaviour causes serious disturbance to the safety or the peace of the event the Organiser may decide, after formal notice to cease such behaviour immediately remains without effect, to cut off the electricity supply and close its exhibition area.

SOUND SYSTEMS ON THE STANDS - Article 22

Microphones are strictly forbidden. Sound systems must not exceed the accepted standards in terms of noise levels, failing which the electricity supply will be cut off without prior notice after the first warning. The broadcasting of recorded music is subject to a declaration to the SACEM [French Society of Authors, Composers and Publishers of Music] (ww.SACEM.fr).

COOLING OFF - Article 23

In accordance with Articles L 224-59 et seq. of the French Consumer Code, prior to the conclusion of any contract between a consumer and a professional with regard to an exhibition, the professional informs the consumer that it is not entitled to a cooling-off period. The contract offers for exhibitions indicate the absence of a cooling-off period in clear and legible terms, in a visible insert. Furthermore, Exhibitors must display the following message, on a panel no smaller than in A3 format and in a font size no less than ninety: 'The consumer is not entitled to a cooling-off period for any purchase made during this fair'.

JURISDICTION - Article 24

In the event of a dispute, the Bordeaux courts shall have sole jurisdiction, by express agreement between the Parties.

An event organised by



CONGRÈS
ET EXPOSITIONS
DE BORDEAUX

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