

APPLICATION FORM

PLEASE COMPLETE AND RETURN BEFORE 30 APRIL 2018



**8-16
DEC 2018
PARIS**

Nautic

Paris Porte de Versailles
WWW.SALONNAUTIQUEPARIS.COM

APPLICATION FOR ADMISSION

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Complete & return before April 30th 2018

Nautic Festival SA : Port de Javel Haut - 75015 PARIS

Be sure to send us the completed originals of forms 3, 7, 8 and 9.

For administrative use only:

ID _____
Commercial _____
Pavillon _____
Secteur _____

COMPANY DETAILS

EXHIBITING COMPANY BENEFICIARY OF THE SERVICE	
Corporate name _____	Trade name _____
Address _____	
Town/City _____	Postcode _____ Country _____
Tel. _____	Fax _____
Company E-mail _____ @ _____	Web site _____
EU VAT number (mandatory for the EU) _____	
Outside EU, you must enclose the completed AFFIDAVIT form on page 11	
VAT to be paid by the beneficiary of the service provided.	
Number of employees: _____	
Are you a member of the F.I.N. (Fédération des Industries Nautiques)? <input type="checkbox"/> Yes <input type="checkbox"/> No If so, write your membership no. _____	
Makes/Brands to be displayed in your exhibition space (Distributors and Importers: provide corresponding accreditation, see page 10): _____	

CONTACTS	
Person in charge of this file*	Surname/first name _____ Job title _____
	E-mail _____ @ _____ Tel. _____
	Mobile/Cell phone: _____
<input type="checkbox"/> CEO <input type="checkbox"/> GM <input type="checkbox"/> MANAGER*	Surname/first name _____
	E-mail _____ @ _____ Tel. _____
	Mobile/Cell phone: _____
Your public relations contact <input type="checkbox"/> In-house <input type="checkbox"/> Outside agency	
Name of Agency	_____
Contact	Surname/first name _____ Job title _____
	Address _____
	Town/City _____ Postcode _____ Country _____
	Tel. _____ Fax _____
	Contact's e-mail _____ @ _____ Web site _____

INVOICING ADDRESS	
Corporate or business name _____	
EU VAT number (mandatory for the EU)* _____	Business registration no.* _____
Address* _____	
Town/City _____	Postcode _____ Country _____
Person in charge of invoicing*	
Surname/first name* _____	Job title _____
E-mail* _____ @ _____	Tel. _____

*must be filled out - MANDATORY

IF YOU DID NOT EXHIBIT AT THE SHOW IN 2017

Please attach the following elements: an item of detailed sales literature (e.g. photos, catalogue, etc.); a copy of your official business or trade registration certificate, dated less than 3 months from the time of this application, or a copy of the original business registration form; a copy of your most recent balance sheet.

Date of your business or trade registration _____ Date your marine industry business was established _____

Main line of business _____

1. COMMUNICATION PACKS AND E-INVITATIONS

Corporate or Business name _____

TO FIGHT AGAINST UNAUTHORIZED TICKET PEDDLING NAUTIC HAS OPTED TO DIGITALIZE THE INVITATIONS.

a - THE PACKS - A CHOICE	PACK 1	PACK 2	PACK 3	PACK 4
Page in the official catalogue, print run: 40,000 copies	1/2	1	1	1
e-invitations	50	100	150	200
Banner on the website Except home page (1,500,000 page views and more than 450,000 unique visitors in 2017)			1	1
10-second video on the show information screens				1
Rates until 04/30/2018	<input type="checkbox"/> 396 € excl. tax	<input type="checkbox"/> 712 € excl. tax	<input type="checkbox"/> 1 468 € excl. tax	<input type="checkbox"/> 2 624 € excl. tax
Rates from 05/01/2018	<input type="checkbox"/> 495 € excl. tax	<input type="checkbox"/> 890 € excl. tax	<input type="checkbox"/> 1 835 € excl. tax	<input type="checkbox"/> 3 280 € excl. tax

TOTAL 1a = € _____ excl. tax

VAT 20% = € _____

TOTAL 1a = € _____ INCL. TAX

b - THE INVITATIONS ⁽¹⁾ ⁽²⁾ ⁽³⁾	Quantity	Unit Price excl. tax	TOTAL excl. tax
<input type="checkbox"/> Pack of 500 e-invitations ⁽¹⁾ ⁽²⁾ Promotional price (instead of € 400 excl. tax) limited to only 1 order per file	€ 260	.....
<input type="checkbox"/> E-invitation for the general public ⁽¹⁾ ≤ 500	€ 4	.....
<input type="checkbox"/> E-invitation for the general public ⁽¹⁾ ⁽²⁾ > 500	€ 0,90	.....
<input type="checkbox"/> VIP CARD (each card admits 2 persons)	€ 30	.....
<input type="checkbox"/> Additional exhibitor badge ⁽³⁾	€ 20	.....

TOTAL 1b = € _____ excl. tax

VAT 10% = € _____

TOTAL 1b = € _____ INCL. TAX

⁽¹⁾ No returns, no exchanges on unused e-invitations.⁽²⁾ For orders of e-invitations over 500, in addition to this initially invoiced price, you will be charged €3.10 after the show for each invitation that has been used by your guests.⁽³⁾ You are allocated 1 complimentary badge per 5 sqm of exhibition space (minimum 3 badges).

To receive these, please put in your request before 10 November (provided that your account has been settled).

* These are the prices applied when you provide us with the necessary digital files.

I have read the General Terms and Conditions for the Sale of Promotional Tools, to be found on page 20 of this file, and hereby undertake to respect them fully and unreservedly.

SUBTOTAL 1 (1a+1b) = € _____ INCL. TAX

Signed in _____ on _____ 2018

NAME, SIGNATURE & COMPANY STAMP

(Preceded by handwritten words "agreement read and approved by")

MANDATORY

2. PROMOTIONAL TOOLS

Company or business name _____

TO FIND OUT MORE ABOUT COMMUNICATION TOOLS, REFER TO THE ATTACHED PRESENTATION DOCUMENT.

WEB TOOLS	PRODUCTS	QUANTITY	UNIT PRICE excl. tax	TOTAL excl. tax
	<input type="checkbox"/> Home Page "Arch" – EXCLUSIVE! Consult us about availability: <input type="checkbox"/> for 1 month from April to the end of August <input type="checkbox"/> 2 weeks from September to mid-November <input type="checkbox"/> 1 week from mid-November to the end of December	.....	€ 2,500	.....
	Banner or Medium rectangle - limited to 3 per page in rotation <input type="checkbox"/> on Home Page <input type="checkbox"/> On the pages under the heading ABOUT THE SHOW* <input type="checkbox"/> On the pages under the heading VISIT* <input type="checkbox"/> On the pages under the heading EXHIBIT* <input type="checkbox"/> On the pages under the heading NEWS* <input type="checkbox"/> On the pages under the heading PARTNERS* <input type="checkbox"/> On the pages under the heading PRESS* <small>* the headings may undergo changes</small>	..... ..... ..... ..... ..... ..... .....	€ 1,500 € 1,250 € 1,250 € 1,250 € 1,250 € 1,250 € 1,250	..... ..... ..... ..... ..... ..... .....
	<input type="checkbox"/> Banner on Newsletter to General Public (about 40,000 contacts) <input type="checkbox"/> Banner on 1 of the 10 Newsletters to Exhibitors during the show	..... .....	€ 650 € 650	..... .....
	"COUNTDOWN CLOCK" Exclusive <input type="checkbox"/> from 1 April to 31 October <input type="checkbox"/> from 1 November to 31 December	..... .....	€ 7,000 € 7,000	..... .....
	<input type="checkbox"/> Designing your banner	.....	Quote on demand	.....
	<input type="checkbox"/> Digital accompaniment campaign (Twitter, Instagram, Facebook) 2 posts before the show + 3 posts during the show	.....	€ 500	.....
LITERATURE DIRECT TO VISITORS	PRODUCTS	QUANTITY	UNIT PRICE excl. tax	TOTAL excl. tax
	Official Catalogue - 40,000 copies - A6 Format <input type="checkbox"/> Inside back cover Exclusive <input type="checkbox"/> Inside front cover Exclusive <input type="checkbox"/> 1 full page, 4/C <input type="checkbox"/> 1 half-page, 4/C <input type="checkbox"/> Logo, 4/C, around show plan borders - Maximum 10 advertisers per plan	1 1	€ 1,950 € 2,050 € 500 € 300 € 250	..... ..... ..... ..... .....
	Nautic news - 10,000 copies <input type="checkbox"/> Back cover Exclusive <input type="checkbox"/> Inside front cover Exclusive <input type="checkbox"/> Banner at bottom of inside pages (2 spaces)	1 1	€ 2,150 € 1,900 € 1,000	..... ..... .....
	Official Show Carrier Bag - 80,000 copies <input type="checkbox"/> Your advert, 4/C, on 1 side of bag Exclusive <input type="checkbox"/> Your sales literature inserted in the bags	.....	€ 19,800 Quote on demand	..... .....
	<input type="checkbox"/> Pull-out floor plan - Your logo and stand number on your pavilion floor plan and your name in bold on the exhibitor list - Limited to 5 exhibitor logos	.....	€ 300	.....

* The prices shown are based on you providing us with the necessary digital file.

The 15% trade discount for advertising agencies cannot be applied to invitations, special package prices, or the booking of areas for private use, and can only be applied upon presentation of your client's order.

I declare that I have read the General Terms and Conditions for the Sale of Promotional Tools, to be found on page 20 of this file, and hereby undertake to respect them fully and unreservedly.

Sign in _____ on _____ 2018

NAME, SIGNATURE & COMPANY STAMP
(Preceded by handwritten words "agreement read and approved by")

MANDATORY

TOTAL 2 = € _____ excl. tax

VAT 20% = € _____

SUBTOTAL 2 = € _____ INCL. TAX

3. PROMOTION SOLUTIONS

Company or business name _____

TO FIND OUT MORE ABOUT COMMUNICATION TOOLS, REFER TO THE ATTACHED PRESENTATION DOCUMENT.

	DESCRIPTION	QUANTITY	UNIT PRICE excl. tax	TOTAL excl. tax
BILLBOARD ADVERTISING*	Interior Billboard Advertising* <input type="checkbox"/> Canvas sign, staircase platform Pavilion 1 leading to Pavilion 2 <input type="checkbox"/> Canvas sign, escalator 2.2 < > 2.1 Exclusive <input type="checkbox"/> Step on the floor leading to your booth - 20 steps package <input type="checkbox"/> Extra step <input type="checkbox"/> Floor slab 80x80 - 3 slabs <input type="checkbox"/> Extra slab	1	Quote on demand € 4 100 € 1 000 € 50 € 600 € 150	
	Totems and screens* <input type="checkbox"/> Broadcasting your 10-second spot on touch totems <input type="checkbox"/> Contour coating of the 2 big digital screen		€ 1 250 € 3 200	
	Adhesive Advertising* <input type="checkbox"/> Adhésivage des 37 contremarches escaliers pavillon 1 vers 2.2 (largeur 3,76 m X hauteur 0,16 m) <input type="checkbox"/> Adhesive advertising on glass guard rail escalator landing Pavillon 1 <input type="checkbox"/> Adhesive advertising glass sides of escalators Pavillon 1 <input type="checkbox"/> Adhesive advertising on doors of the pavilions	1	€ 5 290 Quote on demand Quote on demand Quote on demand	
	Sponsorship of plans on floor - Advertising strip - Exclusive <input type="checkbox"/> Pavilion 1 - 10 ex. <input type="checkbox"/> Pavilion 2.1 - 5 ex. <input type="checkbox"/> Pavilion 2.2 - 5 ex. <input type="checkbox"/> Pavilion 3 and 4 - 5 ex. <input type="checkbox"/> Your logo on the plan of your pavilion		€ 3 200 € 2 100 € 2 100 € 2 100 € 340	
DISTRIBUTION	Distribution of prospectus & promotional objects Maximum 3 distribution posts <input type="checkbox"/> Weekend Package 3 hours per day - Saturday AND Sunday <input type="checkbox"/> Weekend slot - Choose 3 hours per day - Saturday OR Sunday <input type="checkbox"/> Weekday slot - Choose 1 slot of 3 hours from Monday to Friday Choice of 3-hour time slot : <input type="checkbox"/> 10am - 1pm <input type="checkbox"/> 1pm - 4pm <input type="checkbox"/> 4pm - 7pm <input type="checkbox"/> 7pm - 10 pm, only Friday 16 th December Please indicate choice of day (to be confirmed subject to availability: ...../12/2018)		€ 5 000 € 3 000 € 2 000	
	Lanyard badge holder with your logo next to the Nautic's one <input type="checkbox"/> 10,000 lanyards for exhibitors and trade professionals		6 000 €	

* The prices shown are based on you providing us with the necessary digital file.

The 15% trade discount for advertising agencies cannot be applied to invitations, special package prices, or the booking of areas for private use, and can only be applied upon presentation of your client's order.

I declare that I have read the General Terms and Conditions for the Sale of Promotional Tools, to be found on pages 20 of this file and do hereby undertake to respect said terms unreservedly

TOTAL 3 = € _____ excl. tax

VAT 20% = € _____

SUBTOTAL 3 = € _____ INCL. TAX

Signed in _____ on _____ 2018

NAME, SIGNATURE & COMPANY STAMP
(Preceded by handwritten words "agreement read and approved by")

MANDATORY

4. THE PRIVATIZED SPACES

Company or business name _____

TO FIND OUT MORE ABOUT COMMUNICATION TOOLS, REFER TO THE ATTACHED PRESENTATION DOCUMENT.

EXCLUSIVE USE ⁽¹⁾	DESCRIPTION	QUANTITY	UNIT PRICE excl. tax	TOTAL excl. tax
	Nautic Lounge - About 120sqm Privatisation totale de l'espace	.....	Quote on demand	.....
	Alcove inside the Nautic Lounge - About 20sqm <input type="checkbox"/> Half day - 10am-2pm or 3pm-7pm	.....	€ 600	.....
	<input type="checkbox"/> Full day	.....	€ 1 000	.....
	<input type="checkbox"/> Full week	.....	€ 7 000	.....
	VIP Mezzanine - Hall 1 - 30 people max <input type="checkbox"/> By the hour	.....	€ 350	.....
	<input type="checkbox"/> Half a day - 10am-2pm or 3pm-7pm	.....	€ 800	.....
	Scène Nautic - Hall 1 By the hour - Available from 10am to 7pm except on Friday 14 th from 10am to 10pm	.....	€ 1 600	.....
	Spot Nautic - The pool By the hour	.....	€ 400	.....
	Spot Nautic - The beach By the hour	.....	€ 400	.....
	Meeting Room - About 60 sqm for 60 people By the hour from Saturday 8 th to Sunday 16 th	.....	€ 300	.....

To confirm availability contact:

Julie MORELLI - julie.morelli@nauticfestival.com - Tel.: +33 (0)1 44 37 01 44
Mobile :+33 (0)6 16 62 50 69

TOTAL 4a = € _____ excl. tax

VAT 20% = € _____

Names and contact details of the official Nautic caterers

ELIANCE - Tel. : +33 (0)1 57 25 37 37 - www.elior-portedeversailles.com

Exhibitors may call on the services of a caterer of their choice for a fee of 10%, provided that there is no mercantile trading carried out in any form whatsoever.

To be able to carry out the services requested by you, the caterer whose services you have hired is obliged to contact the VIPARIS concessions department (Service Concessions). They will then provide your caterer with all the information relative to their operation and issue the caterer the required authorisations.

Tel.: +33 (0)1 40 68 22 22 - concessionviparis@viparis.com

SUBTOTAL 4a = € _____ INCL. TAX

PRIVATE EVENING ON YOUR BOOTH	DESCRIPTION	DESIRED DAY	UNIT PRICE excl. tax	TOTAL excl. tax
	<input type="checkbox"/> Up to 20 people - 7 to 10pm Security guard and closest restrooms open provided	..... /12/ 2018	1 000 €	.....
	<input type="checkbox"/> More than 20 people* * Regulation enjoin a first aid team	..... /12/ 2018	Quote on demand	.....

TOTAL 4b = € _____ excl. tax

VAT 20% = € _____

SUBTOTAL 4b = € _____ INCL. TAX

The 15% trade discount for advertising agencies cannot be applied to the reservation of a privatizable space.

I declare that I have read the General Terms and Conditions for the Sale of Promotional Tools, to be found on pages 20 of this file and do hereby undertake to respect said terms unreservedly.

Signed in _____ on _____ 2018

NAME, SIGNATURE & COMPANY STAMP

(Preceded by handwritten words "agreement read and approved by")

MANDATORY

TOTAL 4 (4a+4b) = € _____ INCL. TAX

5. EXHIBITOR'S RESTAURANT

Company or business name _____

NEW

The exhibitor restaurant is open every day from 12am to 2.30 pm
and offers you an entire meal buffet

		QUANTITY	UNIT PRICE excl. tax	TOTAL excl. tax
ACCESS CARDS	<input type="checkbox"/> 7 lunches	.....	€ 210	.....
	<input type="checkbox"/> 12 lunches	.....	€ 300	.....
	<input type="checkbox"/> 18 lunches	.....	€ 396	.....

TOTAL 5 = € _____ excl. tax

VAT 20% = € _____

SUBTOTAL 5 = € _____ INCL. TAX

The 15% trade discount for advertising agencies cannot be applied to invitations, special package prices, or the booking of areas for private use, and can only be applied upon presentation of your client's order.

I declare that I have read the General Terms and Conditions for the Sale of Promotional Tools, to be found on pages 20 of this file and do hereby undertake to respect said terms unreservedly.

Signed in _____ on _____ 2018

NAME, SIGNATURE & COMPANY STAMP
(Preceded by handwritten words "agreement read and approved by")

MANDATORY

TOTAL FOR YOUR
COMMUNICATIONS
AND PRIVATIZED SPACES

GRAND TOTAL A 1 (1a+1b) + 2 + 3 + 4 (4a+4b) + 5
= € _____ **INCL. TAX**

6. MANDATORY FIXED FEE - REGISTRATION & PROMOTIONAL TOOLS

As part of the overall offer proposed to exhibitors by Nautic Festival SA, aimed at allowing participants to promote their products at Nautic 2018, the mandatory fixed "Registration and Promotional Tools" fees are to be included in all orders, as indicated below, in addition to the fee charged for the desired degree of exposure within the show.

The mandatory fixed fee covers:

- Registration and administrative fees
- Insurance, subject to conditions defined in chapter 10 of the General Regulations, pages 12 to 14.
- Presentation of your company on the show website
- Press release posted online (unlimited quantity)
- The use of Nautic visuals for your communications

SUBTOTAL 6 = € 458 excl. tax

- Product page or boat listing (unlimited quantity)
- Listing in the official catalogue and on the show plans
- 1 exhibitor badge for every 5m² of exhibition space
- Use of show press office
- Access to the Business Center

7. CHOOSE YOUR SPACE

Description	AREA	UNIT PRICE EXCL. TAX per m ²	TOTAL EXCL. TAX
BOAT SPACE - 20 m² minimum - Reserved exclusively for displaying boats - Space marked out on floor Partition walls between adjoining stands are not included,	€ 146	.....
SHELL-SCHEME SPACE - 9 m² minimum ⁽¹⁾ Carpeting • Wooden partition (H: 2.50 m) covered with brushed-cotton fabric • Sign	€ 190	.....
PACK SPACE - 9 m² minimum ⁽¹⁾ Carpeting • Wooden partition (H: 2.50 m) covered with brushed-cotton fabric • Sign • One 75 W spotlight for every 3m ² of exhibition space • Canopy • Electrical connection (3 kW) • Fascia board • Storeroom with door, lock & key (1m ² for spaces 15m ² or less; 1.5m ² for spaces over 15m ²) • Daily cleaning service • Furniture credit with our supplier (€ 28 per m ² for spaces 15m ² or less; € 23 per m ² for spaces over 15m ²)	€ 392 ≤ 15m ²	.....
	€ 347 > 15m ²	.....
"ARCADE" SPACE - 9 m² minimum ⁽¹⁾ (cash & carry sales) Carpeting • Wooden partition (H: 2.50 m) covered with brushed-cotton fabric • Sign • One 75 W spotlight for every 3 m ² of exhibition space Optional fascia board with spotlights <input type="checkbox"/> YES <input type="checkbox"/> NO (no extra charge)	€ 257	.....
TECHNICAL CLOTHES SPACES Carpeting • Wooden partition (H: 2.50 m) covered with brushed-cotton fabric • Sign	€ 236	.....
DESK SPACE An open space measuring roughly 8m ² , delineated by a carpet imprint • reception desk with logo on the front • 1 round table • 3 chairs • 1 high stool • Track lighting with 3 spotlights • 1 m ² storage room • Shared electrical connection • Shared Internet connection • Space cleaned on daily basis.	€ 2,500	.....
NAUTIC's "THE SPOT" Reserved for manufacturers or importers of gear intended for board sports, light sailing craft, canoes and kayaks ◦ Beach hut - 9 m² minimum: Carpeting • Wooden partition (H: 2.50 m) • Roof • 1 wooden counter • Electrical connection (3 kW) • 1 track with 3 spotlights (75W) • Storeroom (1 m ²) with lock and key • Sign ◦ Exhibition space - 3 m² minimum: Carpeting <i>This space can only be booked if you are booking a beach hut as well.</i>	€ 268	.....
	€ 170	.....

⁽¹⁾ See below to calculate the extra charge for exhibition spaces located at aisle corners.

IMPORTANT "MANDATORY RECESSED AREA" - within the first 50 cm along the show aisle, exhibitor construction components must not exceed 1.20 m high - Cf. article 7 of the Special Regulations, page 17.

SUBTOTAL 7 = € excl. tax

8. CONFIGURATION OF YOUR EXHIBITION SPACE

Additional charge invoiced for "Shell-scheme", "Arcade" and "Space Package" only. To be calculated using the amount exclusive of tax in SUBTOTAL 7.

- ☐ 1 open facade
no additional charge
- ☐ 1 corner, 2 open facades
add 5%
- ☐ 2 corners, 3 open facades
add 10%
- ☐ an island, 4 open facades
add 15%

SUBTOTAL 8 = € excl. tax

TOTAL
FOR YOUR
EXHIBITION
SPACE

Signed in on 2018
NAME, SIGNATURE & COMPANY STAMP
(Preceded by handwritten words "agreement read and approved by")

MANDATORY

GRAND TOTAL B (6+7+8)
= € excl. tax

Complete and return before April 30th 2018

Nautic Festival SA: Port de Javel Haut - 75015 PARIS - Tel.: +33 (0)1 44 37 04 06 - Email: nautic@nauticfestival.com - www.salonnautiqueparis.com

**We, (company name) _____
declare that we wish to host the following co-exhibitor(s) in our exhibition space.**

NEW

In 2018, the co-exhibitors are allowed to order invitations, communication tools, technical facilities or furniture.
Invoices will be issued with the names of the co-exhibitor's company and will be paid for at reception

9. CO-EXHIBITORS

⚠ A "co-exhibitor" shall be considered as any entity physically present in your exhibition space and displaying products and/or services for which you are neither the manufacturer nor the importer nor the distributor.

All applications form for co-exhibitors shall be submitted to the Organiser for approval.

⚠ Co-exhibitor fees include:

- Registration and administrative fees
- Entries in the lists of exhibitors, both online and in the catalogue
- The use of Nautic visuals for your communications
- Access to the press compartments made available at the show
- Access to the exhibitor's area.

⚠ In the same capacity as the exhibitor, a co-exhibitor must:

- be accredited by the manufacturer for each of the make(s)/brand(s) displayed.
- complete and return the catalogue entry form via Internet. A login and password will be sent to the co-exhibitor(s) later on.

⚠ Co-exhibitors do not benefit from a quota of "Exhibitor" badges. They have to unite with the direct exhibitor to get their badges.

	Number	UNIT PRICE EXCL.TAX	TOTAL EXCL.TAX
Co-exhibitors		€ 458	

SUBTOTAL 9 = € _____ excl. tax

Company _____ Manager's name _____
Address _____
Postcode _____ Town/City _____ Country _____
Tel. _____ Manager e-mail _____
Company e-mail _____ Web site _____
Company registration number _____
Company's line of business _____
Date business established _____ Makes/brands to be displayed _____
Description of the products or activities to be displayed **(please enclose sales literature):**

Company _____ Manager's name _____
Address _____
Postcode _____ Town/City _____ Country _____
Tel. _____ Manager e-mail _____
Company e-mail _____ Web site _____
Company registration number _____
Company's line of business _____
Date business established _____ Makes/brands to be displayed _____
Description of the products or activities to be displayed **(please enclose sales literature):**

I hereby guarantee the acceptance of the General Regulations pages 12 to 14, Special Regulations pages 15 to 17, and the waiver of recourse clause as worded on page 9, by all of the co-exhibitors hosted in my exhibition space. I also declare that said partners are all insured for third-party liability, and that I am liable for any damage they cause during their participation in the show.

Signatory's name _____
Job title _____
Signed in (town/city) _____, on (dd/mm/_____) 2018

NAME, SIGNATURE & COMPANY STAMP
(PRECEDED BY HANDWRITTEN WORDS "AGREEMENT READ AND APPROVED BY")

MANDATORY

Unless the organiser has refused your request to participate, submitting this application for admission constitutes a firm and binding commitment to pay in full the price for the provision of exhibition space and any incidental expenses, pursuant to article 02-02 of the General Show Regulations (see page 14). Your completed application for admission must be accompanied by any and all deposits due at the time it is sent, and bear your signature and company stamp.

For importers, your application for admission must be accompanied by the "Exhibitor Accreditation" form filled in and signed by the manufacturer or boatbuilder (a separate form for each imported brand or make present in your exhibition space, see page 10).

For non-European companies subject to VAT: please complete and return the AFFIDAVIT on page 13.

* VAT is to be paid by the beneficiary of the service. VAT is not applicable to taxable foreign companies, with VAT No. mandatory for EU members – Articles 44 & 196 of the amended Directive 2006/112/CE.

GRAND TOTAL B (6 + 7 + 8 + 9)
= € _____ **excl. tax**
VAT 20% = € _____

GRAND TOTAL B = € _____ INCL. TAX

GRAND TOTAL A + B = € _____ INCL. TAX

10% DEPOSIT with booking
= € _____ **INCL. TAX**

PAYMENT SCHEDULE - DEPOSITS AND BALANCE

→ Deposit to be enclosed with your booking	10% of the total amount incl. TAX € _____
→ Deposit due 30 June 2018*	10% of the total amount incl. TAX € _____
→ Deposit due 15 September 2018*	30% of the total amount incl. TAX € _____
→ Balance due 31 October 2018*	50% of the total amount incl. TAX € _____

*To be calculated using the total of your space booking inclusive of VAT, without the promotional tools.

METHOD OF PAYMENT

☐ By bank transfer you must note on the transfer orders the company name under which you are registering for the show and the following express declaration:
"Payments to be remitted without charge to the beneficiary".

Bank code	Branch code	Account number	Key	Motive	Domiciliation	EU number
30002	04866	0000459903L	76	Nautic	BDI PARIS SDC3	FR52 824 361 562

NAUTIC FESTIVAL bank details - for transfers from abroad: IBAN - FR67 3000 2048 6600 0045 9903 L76, to be made using SWIFT: CRLYFRPP

☐ By cheque made payable to Nautic Festival SA

I the undersigned hereby declare that the firm I represent is not insolvent at the date of the filing of this application. I also declare that I have read the General and Special Regulations of the Salon Nautique International de Paris, copies of which are in my possession, and that I hereby undertake to comply in every particular with said regulations, unconditionally and without limitation or qualification. I declare as well to have read the insurance coverage taken out by the Organiser and do hereby waive all right to recourse against the firm managing and/or owner of the premises in which the show is held, their respective insurers, as well as against the Organiser, his insurers, or any other exhibitor or against any party acting on behalf of the aforementioned persons. For companies exhibiting boats, I declare that I will respect Directive no. 96 611 of 4 July 1996 (see article 5 of the Special Regulations on page 18). I also declare that I am qualified to commit the company to this undertaking.

I hereby acknowledge that I have read the clauses pertaining to mandatory insurance appearing in the appendix (page 26).

Signed in (town/city) _____, on (date) _____ 2018

Signatory's name _____

Job title _____

You are likely to receive business offers from Nautic Festival SA and its partners, related to your business activity.
If you do not wish to receive these offers, please write to Nautic Festival SA - Salon Nautique :
Port de Javel Haut - 75015 PARIS - FRANCE

NAME, SIGNATURE & COMPANY STAMP
(PRECEDED BY HANDWRITTEN WORDS "AGREEMENT READ AND APPROVED BY")

MANDATORY

Please return before October 19th 2018

Nautic Festival SA: Port de Javel Haut - 75015 PARIS - Tel.: +33 (0)1 44 37 04 06 - Email: nautic@nauticfestival.com - www.salonnautiqueparis.com

For Importers and Distributors

THIS FORM MUST BE COMPLETED BY THE BOATBUILDER / MANUFACTURER

We (your company name) _____
Address _____
Postcode _____ Town/City _____ Country _____
Tel. _____
Company e-mail _____ Web site _____
building/manufacturing the products: _____
do hereby accredit the company (name of exhibitor's company) _____
whose registered office is at (exhibitor's company address) _____
and is the beneficiary of an import or distribution agreement valid until (date: dd/mm/yyyy) _____
to represent the trademark _____
at the 58th Salon Nautique de Paris ☐ Exclusive ☐ Non-exclusive

I, the undersigned, do hereby acknowledge that I have read all the provisions of the Special Regulations on pages 17 & 19, particularly those mentioned in articles 2.1 & 2.2, and those printed verbatim below:

"The exhibition of identical boats or craft, products, accessories or equipment is only permitted if they are exhibited on the same stand, unless permission has been granted by Nautic Festival SA".

"In the event there are several exclusive importers with distinctly separate geographical territories distributing products made by the same foreign manufacturer, that manufacturer would be represented at the show by either one or several of these importers as follows:
- either by the one importer among them who having put himself forward as a candidate was accredited by the manufacturer,
- or by several of them who will then have to group themselves together on one joint stand under the trademark and/or trade name of the manufacturer.
In either case, Exhibitors will need to include with their Application for Admission a certificate of accreditation validated by the builder/ manufacturer concerned..."

"After examining the file, Nautic Festival SA and the Fédération des industries nautiques shall have the power to authorise the builder, manufacturer or supplier to accredit, exceptionally, two or more exhibitors, in cases where the product lines to be displayed and offered for sale are different, particularly in their type, appearance, or size. In the event of a dispute, the decision reached by Nautic Festival SA and the Fédération des industries nautiques shall be final..."

SIGNATORY'S NAME _____
JOB TITLE _____
Signed in (town or city) _____
On (date: dd/mm/yyyy) _____ 2018

NAME, SIGNATURE & COMPANY STAMP
(PRECEDED BY HANDWRITTEN WORDS "AGREEMENT READ AND APPROVED BY")

MANDATORY

EXHIBITORS FROM ABROAD

Nautic Festival SA EU VAT number: FR 52 824 361 562

For exhibitors invoiced outside France, VAT is not applicable in accordance with articles 44 and 196 of the amended Directive 2006/112/EC.

For EU exhibitors: to be exempt you are required to send us your EU VAT number.

Since the coming into force of the new **“amended Directive 2006/112/EC” (articles 53 & 54)**, regarding VAT, the handling of value-added tax has been significantly changed.

The majority of services provided by show organisers are now invoiced without VAT to foreign companies subject to VAT in accordance with **articles 44 & 196 of the “amended Directive 2006/112/EC”**

Reminder: You are subject to VAT if you are a person or legal entity having an activity of an economic or commercial nature.

In order for us to invoice you for the services you have ordered, exempt from French VAT, please:

1) complete the affidavit below

2) Provide us with a copy of all documents proving your company's VAT liability in the country where it was set up.

In the absence of the signed affidavit below and/or the requested document, we will be obliged to subject your invoices to French VAT.

AFFIDAVIT

I, the undersigned: _____

acting as: _____

for the company (*corporate name*): _____

Address: _____

tax identification number (*if available*): _____

do hereby certify that the above-mentioned company is subject to VAT and has an economic or commercial activity in its home country.

SIGNED IN (TOWN/CITY) _____

On (date) _____ 2018

NAME, SIGNATURE & COMPANY STAMP
(PRECEDED BY HANDWRITTEN WORDS “AGREEMENT READ AND APPROVED BY”)

MANDATORY

CHAPTER 1 - GENERAL PROVISIONS

01.01 Scope - These rules and regulations are general and apply to all exhibitions organised by UNIMEV members.

01.02 Exhibition organisation - The organiser will determine the place, duration, opening and closing times of the exhibition, the price of the exhibition spaces, and the admission price as well as the closing date for registrations. The organiser will also determine the categories of persons or companies allowed to exhibit and/or visit the exhibition, as well as the nomenclature of the products or services presented.

Should it be absolutely necessary, the organiser reserves the right to change the details mentioned below, provided such change does not substantially affect the agreement that was signed initially by the organiser and the exhibitor:

- before the exhibition, the dates and place envisaged, on giving reasonable notice;
- before and during the exhibition, the general and specific layout and fittings, the opening times and the schedule for the activities, without having to inform the exhibitor.

01.03 Duty to provide general information - The organiser has a duty to provide general information on the general functioning of the exhibition.

01.04 Decision-making power in the event of a threat to public safety - The exhibitor authorises the organiser to determine whether the exhibition should be interrupted or the venue evacuated in the event of a threat to public safety and undertakes not to make any complaint subsequently.

01.05 Cancellation or postponement of the exhibition if not enough exhibitors have registered - The organiser may cancel or postpone the exhibition if it considers that too few exhibitors have registered. In such case the sums paid by any registered exhibitor will be returned to it. Until the day on which registrations close, the exhibitor will bear all the risks that may arise if the exhibition does not take place, more particularly it will have sole responsibility for the costs that it thought that it had to incur in anticipation of its taking part in the exhibition.

01.06 Cancellation or postponement of the exhibition in the event of force majeure - The organiser may cancel or postpone the exhibition in case of force majeure.

The following situations constitute cases of force majeure that justify the cancellation or postponement of the exhibition, at any time: any new, health, climatic, economic, political or social situation, at local, national or international level, that was not reasonably foreseeable at the time when the exhibitors were informed of the exhibition, that is beyond the control of the organiser, that makes it impossible to hold the exhibition or which carries risks of disturbances or unrest that might have a serious impact on the organisation and smooth running of the exhibition or the security of property and persons. If the exhibition is postponed, the treatment of the sums already paid will be determined in the specific regulations for each exhibition.

CHAPTER 2 - APPLICATIONS TO PARTICIPATE AND DECISIONS REGARDING ADMISSION

02.01 Application form - Persons wishing to participate should complete the application form prepared by the organiser, which is available in digital or printed format. Applicants will not be deemed to have been accepted by the organiser merely because an application form has been sent out, nor because payment has been received by the organiser.

02.02 Undertakings by the applicant in the application to exhibit - Returning the application form:

- constitutes acceptance of all the instructions including any that become necessary as a result of new or special circumstances;
- constitutes an undertaking to comply with all the statutory and regulatory instructions in force;
- constitutes a firm and irrevocable undertaking to pay the whole price of the service and related costs, unless the organiser refuses the application.

02.03 Acceptance of applications - The organiser, or the selection committee that it has set up, will process the applications and rule on admissions.

The organiser will have sole discretion with respect to the definition and organisation of the products and/or services offered at its exhibition. It reserves the right to reject, provisionally or permanently, any application that does not comply with the required conditions, either with respect to the stipulations mentioned on the application form, or with respect to those contained in the general rules and

regulations governing exhibitions, the special rules and regulations or the nomenclature of the exhibition, or else in the light of public policy and the laws and regulations in force.

The organiser's reply to the exhibitor will constitute acceptance of the application.

02.04 Reasons for the decision to accept an application

The organiser is not required to explain its decisions on applications.

02.05 Notification by the exhibitor of new information that would justify the reconsideration of its application

The exhibitor must inform the organiser of any information or event that occurs or comes to light after its application has been made, that would justify the reconsideration of its application.

02.06 Cancellation by the organiser of its decision to accept an application when it was accepted on the basis of erroneous or inaccurate information or information that has become inaccurate

The organiser reserves the right to request, at any time, additional information relating to the foregoing and, if appropriate, to reconsider an admission decision that was made on the basis of erroneous or inaccurate information or information that has become inaccurate. In accordance with article 03.02, any down-payment made will then remain the property of the organiser, which also reserves the right to seek payment of the price of the service in full.

02.07 Withdrawal by the exhibitor

The rules and regulations specific to the exhibition may stipulate conditions and procedures for the withdrawal of an accepted exhibitor from the exhibition.

In the event of the withdrawal, for any reason whatsoever, of an exhibitor whose application has been accepted, the balance of the price that has not yet been paid will still be due to the organiser.

CHAPTER 3 - PRICE OF THE SERVICE PROVIDED FOR THE EXHIBITOR

03.01 Price of the service - The price of the service provided for the exhibitor will be determined by the organiser and may be revised if the tax provisions change.

03.02 Payment of a down-payment - The organiser may require a down-payment or down-payments which it will retain irrevocably. The consideration of the application may be conditional upon the payment of such preliminary sums. As stipulated in Article 03.05, in any event, it reserves the right to terminate the agreement entered into with the exhibitor if the exhibitor has not made the payment or payments agreed within the time limit stipulated.

03.03 Registration fee - The organiser may require the applicant to pay a registration fee to cover the cost of processing the application. The registration fee may be retained by the organiser regardless of whether it accepts the application or not.

03.04 Terms of payment - Payment for the service must be made on the dates and in accordance with the terms stipulated by the organiser.

03.05 Failure to pay - Should the exhibitor fail to make payment on the dates stipulated, the organiser will be authorised to apply the provisions of article 06.02-Default by the exhibitor, particularly paragraphs 2 and 3.

Late payment will also lead to the application of late payment interest, calculated as stipulated in article L.441-6 (12) of the French Commercial Code (Code de commerce). Any exhibitor that fails to make payment on a due date will also be automatically liable to pay flat rate compensation of €0 to cover the costs of recovery (Decree no. 2012-1115 of 2 October 2012).

CHAPTER 4 - ALLOCATION OF PLACES

04.01 Allocation of places to the exhibitors -The organiser will draw up the plan for the exhibition and allocate places to the exhibitors, without any restriction, taking account, where possible, of the wishes expressed by the exhibitors, the nature of the products and services presented by the exhibitors, the layout of the stands that they propose to set up and, where necessary, the dates on which the applications were registered.

If the venue at which the exhibition is to be held so allows, the plans filed and the descriptions of the lots will include dimensions that are as precise as possible.

In order to take account of any unforeseen events that affect the organisation of the exhibition, the organiser will have the right to change the allocation that was decided at the outset, and the size and arrangement of the spaces requested by the exhibitors, on the

basis of objective considerations. The exhibitors will not be authorised to cancel their agreement to take part unilaterally, on account of any such change.

04.02 Space will be allocated to different business sectors on the basis of quotas - The organiser may, within the framework of the special rules and regulations for each exhibition, determine the maximum space available for each type of activity or service marketed and/or the maximum number of exhibitors. The acceptance of each exhibitor's application will then depend upon the places that are still available in the business sector in question when the application is made.

04.03 The exhibitor will not be able to claim any right to a place - The exhibitor will not be able to claim a priority or automatic right to a place from one session to the next, in any event. Participation at previous exhibitions does not create a prior right for the exhibitor.

04.04 Constraints relating to a scheduled activity -The plans provided will specify the location and nature of the activities organised in connection with the exhibition. The exhibitor will be informed by the organiser of the advantages and possible disadvantages of its stand being close to the activity. If it does not object to the location within a reasonable time before the exhibition opens to the public, it will be deemed to have accepted any constraints and agrees not to bring any action against the organiser.

CHAPTER 5 - BUILD UP, FIT OUT AND CONFORMITY OF THE STANDS

05.01 Build up period - The «guide» or «exhibitors' manual» specific to each exhibition will set out the time allowed the exhibitor, before the exhibition opens to the public, when it will be able to fit out its stand and store the items that it will need during the exhibition.

05.02 UNIMEV Plan - During the build up period, the exhibitor is required to comply with the «Charte professionnelle visant à organiser l'hygiène et la sécurité des salariés en situation de coactivité pendant les opérations de montage et de démontage des manifestations commerciales» (Professional plan for the health and safety of employees involved in joint activities during the build up and tear down periods for exhibitions) which was adopted by UNIMEV at its General Meeting on 2 July 2010 and which is available at <http://www.unimev.fr/>

05.03 Arrival/departure of goods at/from the site

- The exhibitor must comply with the organiser's instructions relating to the regulations governing the arrival and departure of goods, particularly with respect to vehicle traffic on the exhibition premises.

05.04 Respect for the time allowed for build up activities

- The exhibitors or their employees must have completed their set up on the dates and at the times set by the organiser. After the said dates and times, no packing, equipment, transport vehicles or outside contractors may access, or remain at the exhibition site, for any reason whatsoever and however harmful that may be to the exhibitor's interest.

05.05 Reception of parcels and goods by the exhibitors or their employees - Each exhibitor or its employee will be responsible for the transport, reception and shipment of its parcels and goods, and for the acknowledgement of their contents. If the exhibitor or an employee of the exhibitor is not present to receive its parcels or goods, the organiser may refuse them, in which case the exhibitor will not be able to claim compensation for its loss.

05.06 Respect for site integrity and safety - The fitting out of the stands must not, in any event, damage or change the permanent installations at the exhibition venue, and must not detract from the convenience or the safety of the other exhibitors and visitors. The exhibitor will be liable for all damage it causes. To this end, the exhibitor must take out an insurance policy to cover damage caused.

05.07 Conformity of the fit out of the exhibition stands

- The specific decoration of the stands must be carried out by the exhibitors under their responsibility. It must not interfere with the visibility of the signs and safety equipment, nor affect the visibility of the neighbouring stands and must comply with any provisions in the organiser's special rules and regulations or those of the host site and the «guide» or the «exhibitors' manual».

05.08 Conformity of the materials used - The materials used to fit out the stand, including hangings and carpeting, must comply with the rules and regulations in force. The organiser has the right to have any equipment or installations that are not in compliance removed or destroyed, at any time, at the exhibitor's expense.

05.09 Action by the organiser to remove/change the exhibitor's installations - On its own initiative or at the request of an exhibitor which thinks that its interests have been harmed, the organiser reserves the right, before the exhibition opens to the public and during the exhibition, to remove or change installations that cause annoyance to the neighbouring exhibitors or visitors, or do not comply with the special rules and regulations of the exhibition or the special plans/projects that were submitted previously for its approval, where necessary.

05.10 Compliance with the health and safety regulations - The exhibitor or any person duly appointed to represent it, must be present on its stand when the stand is inspected by the safety officers, and must comply with the safety measures imposed by the authorities and the safety measures adopted by the organiser or the site manager, throughout the exhibition.

CHAPTER 6 - OCCUPATION AND USE OF THE STANDS

06.01 Prohibition on transferring, subletting or exchanging a place - Exhibitors participating in the exhibition are specifically forbidden from transferring, subletting or exchanging, with or without consideration, all or any part of the place allocated by the organiser.

06.02 Default by the exhibitor - Any exhibitor which, for any reason whatsoever, is not in occupation of its space on the day on which the exhibition opens, or on the final date allowed for the fit out by the organiser, will be deemed to have given up its right to exhibit. The organiser will be free to dispose of the exhibition space in question, without the absent exhibitor being able to claim any refund or compensation, and to remove any visual relating to its products or services.

The sums paid or remaining due on account of the service will become the property of the organiser, which will pursue payment of same, even if another exhibitor takes over the space.

06.03 Participation at a collective stand - A group of exhibitors may be authorised to make a collective presentation provided each of them has obtained the prior consent of the organiser, has applied for the right to be part of a shared stand, and has undertaken to pay the registration fee.

06.04 Presented products or services - Unless it has the organiser's prior, written consent, the exhibitor may only present materials, products or services that are listed on the application form and that comply with the nomenclature of products or services prepared by the organiser. Unless there is an express stipulation to the contrary, second hand materials or products may not be presented or offered. The exhibitor may only present products that it produces or distributes: in such case, it will attach a list of the brands whose products or services it proposes to promote to its application form.

06.05 Prohibition on advertising services provided by members of regulated professions - The exhibitors must refrain from promoting the activities of practitioners or establishments that belong to a regulated profession whose regulations forbid all advertising (e.g. medical activities).

06.06 The stand must be kept clean - Stands must be kept in impeccable condition throughout the exhibition. Each stand must be cleaned every day, at the exhibitor's expense. Cleaning must be completed by the time the exhibition opens to the public.

06.07 Exhibitor's liability in the event of theft on its stand - The rental of a stand is not a contract for the storage of goods. In the event of theft on a stand, the exhibitor will have no claim against the organiser.

06.08 Maintenance of the offer presented on the stand until the end of the exhibition - Les exposants ne dégarissent pas leur espace et ne retirent aucun de leurs articles avant la fin de la manifestation, même en cas de prolongation de celle-ci.

06.09 Quality of the presentation of the offer to the public - Bulk packing, the covers used when the exhibition is closed, items not used to present the offer and the staff cloakroom must be out of the sight of visitors. Conversely, it is forbidden to leave the items that are supposed to be on display covered during the business hours of the exhibition. The organiser reserves the right to remove covers from items without being held liable, in any way, for damage or losses that might result from such an action.

06.10 Regulation concerning the distribution and consumption of alcohol - Alcohol may be sold to and consumed

by adults aged 18 and over, provided the relevant law and the specific regulations of the exhibition are complied with.

06.11 Ban on smoking - As laid down by law, it is strictly forbidden to smoke on the premises of an establishment that is open to the public, except in the areas set aside for that purpose. Any person who smokes outside the areas set aside for smokers will be liable to pay a fixed penalty (for a class 3 petty offence). Failure to enforce the standards applicable to reserved areas or to install the related signage will be punished by a fixed penalty (for a class 4 petty offence).

06.12 Written record of any notified breaches - Any failure to comply with any of the provisions of this chapter will be recorded in writing by the organiser and may be used as a ground to refuse to allow the exhibitor to participate at future exhibitions.

CHAPTER 7 - ACCESS TO THE EXHIBITION

07.01 Entry to the exhibition - Persons wishing to enter the exhibition must have a pass, an invitation or a ticket issued by the organiser.

07.02 Organiser's right to deny access to or expel any person - The organiser reserves the right to deny access to or expel any person, whether a visitor or exhibitor, whose presence or behaviour might harm or damage:

- the protected interests of consumers or business ethics;
- the security, peace or image of the exhibition;
- the integrity of the site.

07.03 "Exhibitor's passes" - Passes allowing the holder to enter the exhibition are issued to the exhibitors under the conditions laid down by the organiser.

07.04 Invitations - Tickets for the persons or companies that the exhibitors wish to invite are issued to the exhibitors under the conditions laid down by the organiser. Unused tickets may not be returned or exchanged and will not be refunded.

07.05 Prohibition on the sale of tickets by exhibitors - The distribution, reproduction or sale, by an exhibitor, with a view to making a profit, of tickets issued by the organiser is strictly forbidden and may lead to court proceedings. The unlicensed sale of tickets in the street is a criminal offence and perpetrators may be stopped and arrested by the police. The offence is punishable by fines ranging from €750 to €5,000 and by terms of imprisonment ranging from 6 months to 1 year. The offence of selling items in the street without a licence is deemed to have been committed when a person offers items for sale, puts them on sale or displays them for sale without authorisation or without making a lawful declaration, or practises any other profession in a public place in breach of the regulatory provisions on the policing of such places (article 446-1 of the French Penal Code (Code pénal)).

CHAPTER 8 - CONTACT AND COMMUNICATION WITH THE PUBLIC

08.01 Obligation to be polite and to behave in a dignified fashion - The exhibitors and their staff must be smartly dressed and extremely polite to all other persons, such as visitors, other exhibitors, organisers, security staff, hostesses and all other service providers. The staff must not bother customers nor move outside the stand.

Any failure to comply with this provision will be recorded in writing by the organiser and may be used as a ground to refuse to allow the exhibitor to participate at future exhibitions.

08.02 Exhibitor's presence - The stand must be occupied by the exhibitor or its representative at all times during the hours when the venue is open to exhibitors (including during the build up and tear down periods and when deliveries are made), and at all times during the hours when the exhibition is officially open to visitors. Any failure to comply with this provision will be recorded in writing by the organiser and may be used as a ground to refuse to allow the exhibitor to participate at future exhibitions.

08.03 Preparation and distribution of the "catalogue of exhibitors" - The organiser has sole rights to publish and sell the catalogue of exhibitors, along with the rights relating to the advertisements contained in the catalogue. It may grant all or any part of these rights. The items required for the preparation and publication of the catalogue, in printed and electronic format, will be provided by the exhibitors on their sole responsibility.

08.04 Distribution of the information provided by the exhibitors - The exhibitors authorise the organiser to publish, in digital or printed format, the information provided on the exhibition's website, in the catalogue of exhibitors and in any other document relating to the exhibition (visitor's guide book, plans for public display, etc.).

The organiser will ask the exhibitors, when they register or at a later date, for their authorisation to use their name and image (brand, logo, products or services, stand) in media communications or canvassing documents, in order to advertise and promote the exhibition.

Any exhibitor that gives its authorisation is presumed to have obtained its employees' and subcontractors' authorisation for their images to be used by the organiser in connection with the exhibition.

Once the exhibitor has given its authorisation, neither the organiser, nor the producer nor the distributor can be held liable on account of the distribution of the exhibitor's image, or that of its stand, brand, trademark, staff, products or services, for the purposes of the exhibition, in France or abroad, in digital or printed format.

08.05 Display of posters - The organiser reserves the exclusive right to display posters at the exhibition venue. Therefore, on its stand, the exhibitor can only use visuals, whether posters or signs, intended to promote its business, products or services, while having full regard for the instructions regarding general decoration. The organiser may have visuals that do not comply with this provision removed.

08.06 Distribution of non-promotional media and products - Conducting opinion surveys - It is forbidden to distribute or sell newspapers, periodicals, brochures, raffle tickets, badges, vouchers or coupons, even if they relate to charitable work, and to conduct opinion polls, at the exhibition venue and in its immediate vicinity, unless the organiser has granted an exemption from this rule.

08.07 Distribution de supports et produits divers autres que promotionnels - Réalisation d'enquêtes d'opinion - La distribution ou la vente de journaux, périodiques, prospectus, billets de tombola, insignes, bons de participation, même si elle a trait à une oeuvre de bienfaisance, les enquêtes d'opinion sont interdites dans l'enceinte de la manifestation et ses abords immédiats, sauf dérogation accordée par l'organisateur.

08.08 Various attractions - TAny light, sound or audiovisual advertising and any promotion, entertainment or demonstration that could cause crowding in the aisles or cause a nuisance to the other exhibitors must have the organiser's prior approval. The organiser will be entitled to revoke any authorisation that may have been granted, in the event of disturbance to movement, to neighbouring exhibitors, or to the smooth running of the exhibition itself.

08.09 Audible advertising and touting - Audible advertising and touting in any form whatsoever, are strictly forbidden. The exhibitors must not obstruct the aisles or encroach upon them, in any circumstance, unless they have exceptional, prior, written authorisation from the organiser.

08.10 Fair information for the public - The exhibitors must make sure that they provide the public with fair, objective and comprehensive information about the qualities, prices, and sales conditions of their products or services, and the related warranties, in compliance with the rules and regulations. They must not use any advertising or carry out any action whatsoever that could mislead or constitute unfair competition.

08.10 Fair information for the public - The exhibitors must make sure that they provide the public with fair, objective and comprehensive information about the qualities, prices, and sales conditions of their products or services, and the related warranties, in compliance with the rules and regulations. They must not use any advertising or carry out any action whatsoever that could mislead or constitute unfair competition.

08.11 Consumer customers must be informed that they have no right to a cooling-off period in connection with their purchases - In accordance with article L.121-97 of the French Consumer Code (Code de la consommation), exhibitors must inform their consumer customers that they have no right to a cooling-off period in connection with any purchase that they make at their stand: - by means of a sign at their stand: exhibitors must display the following sentence: "Consumer customers will not be entitled to a cooling-off period in connection with any purchase made at [this exhibition] or [this show] or [this stand]" (Ministerial Decree of 12 December 2014), in a manner that is visible for their consumer customers, on a notice board of at least A3 size and in print of at least font size 90; - by means of a box in their contract offers: contract offers

concluded by the exhibitors with their consumer customers must include the following sentence: "Consumer customers will not be entitled to a cooling-off period in connection with any purchase made at a fair or show" (Ministerial Decree of 12 December 2014), in a box that is clear to see in the heading of the document, in print of at least font size 12.

Persons who enter into contracts that are linked to a consumer credit agreement and contracts that result from a personal invitation to visit a stand to collect a gift are still entitled to a cooling-off period.

08.12 Sale to the public with collection of goods

- In accordance with the regulations governing exhibitions, goods may be sold to the public with collection of the goods at the same time (also known as direct sales, take away sales or on site sales):
- without any limit as to the amount, at fairs and shows known as "general public [events]", which are open to the general public, for a fee or free of charge (definition in article R.762-4 of the French Commercial Code);

- Up to a maximum amount of 80 euros when the goods are solely for the buyer's personal use (article D 762-13 of the French Commercial Code) at shows known as "professional [events]" which are not open to the general public, whether for a fee or free of charge (definition in article L. 762-2 of the French Commercial Code).

08.13 Compliance of the products and services presented at the exhibition with the applicable rules and regulations

- The exhibitors undertake to present only products and services that are in compliance with French or European rules and regulations. They will be fully liable for their products vis-à-vis third parties, and the organiser will have no liability whatsoever in the event that an exhibitor fails to comply with the law.

08.14 Compliance of the commercial activity carried on at the exhibition with the general rules and regulations

- It will be up to each exhibitor to complete the formalities involved in its participation in the exhibition, particularly those relating to labour regulations, customs requirements with respect to goods coming from abroad, and those relating to hygiene with respect to food products or animal species.

CHAPTER 9 - INTELLECTUAL PROPERTY AND OPERATING OR MARKETING RIGHTS

09.01 Intellectual property relating to the presented products and services - The exhibitor will assume responsibility for the intellectual property and operating or exploitation rights (patents, trademarks, models, etc.) relating to the products and services that it exhibits. The said measures must be taken before the products or services are presented at the exhibition. The organiser will not incur liability in this regard, particularly in the event of a dispute with another exhibitor or visitor.

The organiser reserves the right to exclude exhibitors that have already been found liable for infringement or counterfeiting.

09.02 Actions for infringement against rival exhibitors - In accordance with the «Recommandation générale de lutte contre la contrefaçon» (General recommendation regarding the fight against counterfeiting and infringement) adopted by the UNIMEV General Meeting on 19 June 2008, which is available at <http://www.unimev.fr/>, any exhibitor that wishes to bring an action before an administrative or ordinary court for counterfeiting or infringement against a rival exhibitor, undertakes to give prior notice of this intention to the organiser of the exhibition.

09.03 DDeclaration and payment of royalties to SACEM

- Each exhibitor will be responsible for its obligations to the SACEM (Société des auteurs, compositeurs et éditeurs de musique or French Society of Authors, Composers and Publishers of Music) if it plays music at its stand for any reason whatsoever. The organiser declines all liability in this regard.

09.04 Photography and filming at the exhibition venue

- Unless the organiser gives written permission, photographs may not be taken and films may not be shot at the exhibition venue, other than specific images or films of the exhibitor's stand. Accreditation constitutes written authorisation to take photographs or shoot films, provided third parties' image rights are respected.

09.05 Photographs and films relating to particular stands

- The taking of photographs of certain items at a particular stand may be forbidden at the exhibitor's request.

CHAPTER 10 - INSURANCE

10.01 Exhibitor's obligation to take out insurance - In addition to the insurance covering the items on display and more generally

all movable or other items in its possession, the exhibitor is required to take out at its own expense, either with its own insurer or with the insurer approved by the organiser, all insurance to cover the risks incurred by itself and by its staff, or that they cause third parties to incur. It will provide evidence of its insurance coverage, when its registration is confirmed, by means of a certificate of insurance. The organiser will not incur any liability, particularly in the event of loss, theft or damage.

When the value of the items displayed so justifies, the organiser may stipulate, in the special rules and regulations, that such items are insured at their real value or value as determined by an expert.

10.02 Proposal by the organiser to take out a group policy - The organiser may enable the exhibitors to take out a group policy.

CHAPTER 11 - TEAR DOWN AND REMOVAL OF THE STANDS

11.01 Presence at the stand - The exhibitor or its representative is required to be present at its stand when the tear down starts, and until the stand has been completely removed.

11.02 UNIMEV Plan - During the tear down period, the exhibitor is bound to comply with the «Charte professionnelle visant à organiser l'hygiène et la sécurité des salariés en situation de coactivité pendant les opérations de montage et de démontage des manifestations commerciales» (Professional plan for the health and safety of employees involved in joint activities during the build up and tear down periods of exhibitions) adopted by the UNIMEV General Meeting on 2 July 2010, which is available at <http://www.unimev.fr/>.

11.03 Removal of the stand - The stand, goods and special decorations, along with the waste remaining from the materials that were used to decorate the stands, must be removed by the exhibitor within the time limit specified by the organiser.
If the exhibitor fails to remove the installations within the time limit set, the organiser will be entitled to destroy the installations and abandoned goods, without having any obligation to refund the exhibitor for the value of those items.

Should the exhibitor fail to vacate the place on the date set, the organiser will be authorised to seek the payment of penalties for late performance, compensation and all the costs incurred in clearing the place.

11.04 Recycling of waste - The place must be cleared in accordance with the health [and safety] rules in force and following procedures that are compatible with the waste collection and removal service. The organiser may offer waste removal and recycling services.

11.05 Liability in the event of damage to the places and the equipment made available - The exhibitor must leave the place, decors and equipment made available to it in the condition in which it found them. Exhibitors responsible for any deterioration caused by their installations or their goods, either to the equipment or the building, or else to the floor space occupied, will be held liable.

CHAPTER 12 - APPLICATION OF THESE GENERAL RULES AND REGULATIONS AND SETTLEMENT OF DISPUTES

12.01 Penalties for breaches of the rules and regulations

- Any breach of these rules and regulations, of the special rules and regulations by which they are supplemented, or of the specifications in the «guide» or «exhibitors' manual» issued by the organiser, may lead to the exclusion of the exhibitor in breach, with police assistance if necessary. Should such a situation arise, the unpaid balance of the price of the organiser's service will still be due, without prejudice to any sum remaining due or the costs incurred in closing the stand.

12.02 Disputes between exhibition participants

- In the event of a dispute resulting from damage being caused to one participant by another, the two parties must attempt to settle the dispute on the best terms. The organiser must be informed but has no obligation to act as a mediator or arbitrator.

12.03 Disputes between exhibitors and customers/visitors

- In the event of a dispute arising between an exhibitor and a customer or visitor, the organiser will not be held liable in any event. The organiser must be informed of the dispute but has no obligation to act as a mediator or arbitrator.

The organiser may, however, in the special rules and regulations of the exhibition, provide for a mediation procedure to be put in place in order to settle disputes between exhibitors and consumer customers.

12.04 Respect for the peace and image of the exhibition

- Whatever the merits, in the event that an exhibitor wishes to make a complaint against another exhibitor or the organiser, this dissatisfaction must be expressed away from the areas of the exhibition that are open to the public and must not disturb the peace or damage the image of the exhibition in any way.

12.05 Disputes - Notice - Limitation period - In the event of a challenge to or dispute with the organiser, whatever the subject matter, the exhibitor undertakes to submit its complaint to the organiser before commencing proceedings, by recorded delivery letter with notice of receipt. Any action initiated before the expiry of a period of 15 days¹ following the receipt of the said letter will be inadmissible.

In accordance with article 2254 of the French Civil Code (Code civil), in the event that the organiser is held liable on account of its own action, that of an employee or that of a third party, whatever the cause, any action against the organiser must be brought within a period of one year. This time limit will run as from the expiry of the 15 day period stipulated in the previous paragraph.

12.06 Competent courts - In the event of a dispute, the courts of the place in which the exhibition is held will have sole jurisdiction. Exceptionally, if a company whose registered office is in France organises an exhibition abroad, the competent court will be the court of the place in which the organiser's registered office is located.

CHAPTER 13 - TERMINOLOGY

13.01 Terminology - In the event of doubt about a definition, the document ISO 25639-1 - *Exhibitions, shows, fairs and conventions - Vocabulary*, should be consulted.

Exhibition - The events listed in article R762-4 of the French Commercial Code constitute «exhibitions». Each exhibition is unrelated to the previous or subsequent sessions: it is a unique event which is defined by the name, the place, the date and the selection of the offer presented to the public, generally known as the «nomenclature».

Special rules and regulations - The term «special rules and regulations» means all the provisions specific to the exhibition with which the organiser and exhibitor undertake to comply. In the absence of a provision on this precise point, the provisions of these General Rules and Regulations will apply.

Guide or exhibitors' manual - The term «guide» or «exhibitors' manual» means the document delivered, sent or made available on the Internet by the organiser when the exhibitor applies to take part in the exhibition, containing practical information relating to the exhibition, the rules and regulations, the forms with which to order services and all other information that will be of use to the exhibitor.

Catalogue - The term «exhibition catalogue» means the document in digital or printed format containing a list of the exhibitors, the details of their contact people, the numbers of the stands and all other information relating to the exhibition.

13.02 English language version of these Rules and Regulations

- Any difficulties that arise in the interpretation of the English language version of these General Rules and Regulations will be resolved by reference to the meaning of the French version of the General Rules and Regulations.

PREAMBULE

Established by the Fédération des Industries Nautiques on a proposal by Nautic Festival SA, represented by the Nautic Show Manager in charge of their application, these regulations set out the specific conditions of the services provided to the exhibitor by Nautic Festival SA. In the event of an omission, these Special Regulations are completed by the additional provisions found in the General Rules and Regulations Governing Exhibitions (RGMC/2015) of the French Meeting Industry Council, UNIMEV (see <http://www.unimev.fr/>). Together these two sets of regulations form an inseparable whole.

1. BOOKINGS

1.1 - General Terms

Unless so authorised by the Nautic Festival SA and the Fédération des industries nautiques, only firms or business groups normally incorporated and registered as a company for more than one year and whose activities have a direct relation to pleasure boating and tourism at sea and along the inland waterways, as well as vocational training courses for maritime and inland-waterway occupations may be allowed to exhibit at the Show. All new Exhibitors must include with their application form a "K Bis" certificate dated less than 3 months old (or, in the case of Exhibitors from abroad, an equivalent certificate of incorporation from the Companies and Trade Register), a detailed documentation about their products or services, and a note describing their activities and giving references in the sector of pleasure boating or tourism (maritime destinations or trips along inland waterways), as well as vocational training courses for maritime and inland waterway occupations. Admission is individual.

Business groups (joint ventures and consortiums or any other groups of firms) may exhibit in group spaces only if each member of the group has been individually admitted as an Exhibitor and has undertaken to pay the mandatory fixed fees. With regard to business groups coming from abroad, unless Nautic Festival SA and the Fédération des industries nautiques have granted special authorisation, only those firms which do not have importers or agents in France will be allowed to exhibit in the spaces.

1.2 - Final Date for Bookings – The Organisers must receive the completed application forms without fail by April 30th 2018 at the very latest.

The forms must be accompanied by the deposit mentioned on page 9. Forms received after the 30 April 2018 due date will have a 5% surcharge added to the total amount due. Application forms received after that date will be satisfied-subject to their admission under the conditions described in article 1.3 in the order in which the applications were received and according to the availability of space at that time.

They must be accompanied by any deposits which have already fallen due at the time the forms are sent.

Any payment received from a company not having paid sums remaining due from its participation in a previous session of the show shall be attributed, as a matter of priority, to the settlement of those sums.

1.3 - Admission

The application forms are submitted to Nautic Festival SA and the Fédération des industries nautiques who, after examination, decide whether the requests are accepted or refused. Nautic Festival SA and the Fédération des

industries nautiques reserve the right to refuse admission to firms experiencing financial difficulties, notably those whose affairs are being administered by the Court and who cannot provide sufficient guarantees of carrying out their obligations.

2. PRODUCTS OR SERVICES EXHIBITED

2.1 - Rules applicable to all Exhibitors

In addition to article 06-04 of the General Regulations, Exhibitors are hereby reminded that only those products or services which conform in every respect with the enumeration, specifications and descriptions contained in the registration file, and which have been deemed by the Organiser to comply with the nomenclature of the event, may be exhibited in the exhibition spaces. The exhibition of second-hand, downgraded or sale items and, generally speaking, products or services which are not conform, is strictly forbidden. The exhibition of identical boats or crafts, products, accessories or equipment is only permitted if they are exhibited in the same exhibition space, unless permission has been granted by Nautic Festival SA and the Fédération des industries nautiques.

2.2 - Exhibitor Qualifications

Only those companies or business groups referred to in article 1.1 may participate in Nautic. Such parties are:

- either builders or manufacturers of boats, sailboards, engines, and equipment or materials related to recreational water activities. The term "builder" designates those business concerns which manufacture their own models.

- or the importers, dealers or agents of boats, sailboards, engines, and equipment or materials related to recreational water activities. The importers, dealers or agents of boats and sailboards when submitting their application form must also present a distribution or agent authorisation that is valid until at least the end of the year 2018.

- or the distributors and retailers of materials, equipment, fittings, and clothing which are allowed to be exhibited in the Arcade (see article 4). In the event there are several exclusive importers with distinctly separate geographical territories distributing products made by the same manufacturer, that manufacturer would be represented at the show by either one or several of these importers as follows:

- either by the one importer among them who having put himself forward as a candidate was accredited by the manufacturer.

- or by several of them who will then have to group themselves together in one joint exhibition space under the trademark and/or trade name of the manufacturer. In either case, Exhibitors will need to include with their Application for Admission a certificate of accreditation validated by the manufacturer concerned (Form: "Accreditation of a Nautic Exhibitor"). After examining the file, Nautic Festival SA and the Fédération des industries nautiques shall have the power to authorise the builder, manufacturer or supplier to accredit, exceptionally, two or more Exhibitors in cases where the product lines to be displayed and offered for sale are different, particularly in their type, appearance, or size. In the event of a dispute, the decision reached by Nautic Festival SA and the Fédération des industries nautiques shall be final. The allocation of locations will be carried out according to the

conditions specified in article 6.1 of these regulations and those in the General Regulations.

2.3 - Service Activities

Exhibitors offering service activities are strictly forbidden from having an office or advertising in any form whatsoever in an exhibition space other than the one which is attributed to them individually and by name.

2.4 - Cash-and-Carry Sales

2.4.1 - Technical Products

Cash-and-carry sales are authorised for "technical products". By "technical products" it is agreed that these are products by a make or brand that is dedicated to the practice of water sports: technical clothing, accessories and equipment for boats, board sports, publishing (books, magazines, press, film, software, etc.)

If there is a risk of conflict over the nature of the definition of "technical products", an enquiry must be addressed to the Organiser before 30 September 2018. The decision reached by Nautic Festival SA and the Fédération des Industries Nautiques will be final.

2.4.2 - Other Products

For all other products, cash and carry sales are only authorised in "the Arcade" sector. "The Arcade" is a specially fitted-out section in a specific area of the show.

2.5 - Prizes Intended for Contests

Exceptionally, the presentation of small craft or equipment offered in a contest organised in compliance with the regulations in force, requires the prior express authorisation of the Organiser who rules on each case separately, after having assured in particular that no confusion is likely to arise between these prizes and the products displayed in the exhibition space of the Exhibitor in question. The Exhibitor promises to respect the regulations in force relative to contests and guarantees the Organiser against any action based on this contest.

3. PUBLIC INFORMATION

3.1 - Information provided to the Public

Exhibitors must inform the public on the quality, prices, conditions of sale, and guarantees relating to their products or services fully, objectively and in compliance with the regulations (in particular, see the provisions of articles 4 & 5). With regard to the customers, Exhibitors must show constant honesty, particularly to those who place orders or pay out deposits during the show. In any case, the Organiser cannot be held responsible for agreements thus made. Exhibitors are reminded that they are obliged to post the prices of the products they are presenting for sale to the public.

3.2 - After-Sales Service

Exhibitors of products necessitating an after-sales service may be required to provide proof that they are capable of providing that service through their permanent installations or technical outlets.

4. THE ARCADE

The fitting out of the Arcade exhibition spaces must be suited to the spirit and image of the event, notably characterised by a carefully decorated exhibition space and a tidy display. The Organiser reserves the right to

demand the modification of the decoration or display in exhibition spaces not in keeping with the standard of the show. Such modifications shall be made at the Exhibitor's expense. The Exhibitors must be scrupulous in seeing that the public is honestly informed about the quality, prices, terms of sale, and guarantees of their products or services in a complete and objective manner, in compliance with the regulations. They shall not carry out any advertising or activities whatsoever likely to mislead or to constitute unfair competition. Boats of all sizes, beach craft, sailboards, engines, canoes and kayaks are excluded from the Arcade, as are, generally speaking, all demonstrations or activities likely to prejudice the Show or alter its essential character.

5. TECHNICAL REGULATIONS

5.1 - Part five of the French Code des Transports transposes into French law the directive 2013/53UE of 20 November 2013, European community regulations ("CE" marking) applicable to most recreational watercraft from 2.5 to 24 metres, whether the craft are intended for navigating on the sea or the inland waterways. These vessels must bear the "CE" marking and comply with the regulations, mandatory since 17 January 2017, which involve, in particular:

- The affixing of a watercraft builder's plate and a watercraft identification number (WIN);
- The provision of a written Declaration of Conformity and an owner's manual with each boat.

However, article R5113-17 of the French Code des Transports holds that "Products [...] (within the scope of application of this regulation) presented in shows and exhibitions, demonstrations or similar events may still be displayed, even if they do not comply with the provision in force, provided that a visible plaque clearly indicates that the products are not compliant and cannot be made available on the market nor put into service until they have been made compliant."

5.2 - For boats or craft that do not satisfy article 5.1 on the day that the event opens, the Exhibitor is obliged, at the risk of the penalties provided in article 12, to affix (or cause to be affixed) a sticker on them clearly indicating to the public that it is forbidden to acquire these goods or put them into service until they have been made to comply with article 5.1.

5.3 - The self-adhesive sticker intended in article 5.2 is a board pasted to each side of the hull, above the waterline and close to the bow. Depending on the case, it must bear either the words "NON-CERTIFIED AT PRESENT" or else, but subject to prior proof that a request for certification has been filed with a notified body, the words "CERTIFICATION PENDING". In addition, under both of these mentions, the following text must appear without fail: "This model may not currently be sold or put into service in its present state".

5.4 - The minimum size of the letters for the mentions "NON-CERTIFIED AT PRESENT" and "CERTIFICATION PENDING" is: height 40 mm x width 25 mm; the minimum size of the letters for the mention "This model may not currently be sold or put into service in its present state" is: height 4 mm x width 2.5 mm.

5.5 - The administration reserves the right to carry out inspections to verify that the regulations have been respected.

In any case, those exhibiting recreational craft are requested to complete the "List of Boats on Display" accurately.

The organiser will not register an applicant unless the latter has duly completed and returned the aforementioned form.

Nautic Festival SA and the Fédération des Industries Nautiques reserves the right to refuse access to or presentation at the Salon Nautique de Paris of products, materials and services which do not comply with the regulations in force that concern them.

6. SPACE LOCATIONS

6.1 - Allocation

The allocation of spaces is carried out by Nautic Festival SA and a delegation of the Federation des industries nautique in compliance with the provisions of article 04-01 of the General Regulations and the distribution of sectors within the Show buildings.

An Exhibitor or group of Exhibitors may under no circumstances lay claim to the same location as the previous year or years. However, the Organiser will do his best to satisfy the wishes of the Exhibitor within the limits of the possibilities on offer. The Organisers may at any time alter the distribution of the sectors and the spaces allocated. Stands situated around supporting columns may deduct the column from their total surface area at the time of invoicing only if the column represents more than 5% of the gross surface area of the exhibition space.

6.2 -The subsequently accepted square metres, exceeding the surface initially requested, will be invoiced in addition, at the unit price per square metre booked for use.

6.3 - Occupation

The spaces allocated may not be transferred, sublet or made available for a fee or free-of-charge to third parties, either wholly or in part by the exhibitor. The latter may not carry out any advertising or business activities on behalf of third parties or for products or services other than those noted on the application form, except by prior agreement of Nautic Festival SA and the Fédération des industries nautiques. Requests for special authorisation must, without fail, be formulated with the Application for Admission by filling out the form "List of Co-Exhibitors". Nautic Festival SA and the Fédération des industries nautiques reserve the right to accept or refuse, without having to justify its decision in the case of refusal, an exhibitor's hosting of a "Co-exhibitor".

If the request to host is granted, the exhibitor is and remains the Organiser's sole contact and sole contracting party.

7. INSTALLATION REGULATIONS

7.1 - Setting up the exhibition spaces must in no way damage or alter the permanent installations of the exhibition site. Gluing, nailing and screwing elements to the floor, walls, or unprotected columns is strictly forbidden. The location allotted to an Exhibitor must be left, after the show, in the state in which the Exhibitor originally found it. For "space only" locations, all carpeting and adhesive tape must be entirely removed. Exhibitors will be invoiced for any repairs needed to be carried out on the space they occupied.

Before the dismantling period, exhibitors can request a

quote from the show cleaning company for the cost of repairing and cleaning the allocated exhibition space.

7-2 Request for Permission to Build

The request for permission to build a stand must reach the technical department before **October 19th 2018**.

No permission will be granted to requests received after that date. All requests for permission to build a stand should present: a layout plan, specifying the exhibitor's name and include for the space concerned: the orientation, dimensions in metres, a plan view, a sectional view, an elevation, the signs and lighting systems, and if possible a 3D view. Without authorization to build a stand and/or for stands that differ from their approved project, the organiser may refuse to allow the stand to be built or demand modifications to the structure during the period the show is being set up.

Re-used Stands are subject to the same technical regulations as newly built stands. They must comply with the prescribed clearance and height restrictions and be approved by the technical department.

7-3 Stand Height - Distance Restrictions - Openings

Maximum Authorized Stand Heights and Distances from Aisles

- **Stands from 0 to 1.20m high: no restrictions on distance from aisles.**
- **Stands from 1.20m to 2.50m high: must be positioned 0.50m back from the edge of the aisles.**

Exceptions: this restriction does not apply to stands located around the outer edge of the exhibition hall. A fascia positioned between 2.20m and 2.50m high is permissible, as are any possible posts required to support it (maximal width of post: 0.10m).

-Elements over 2.50 m high:

Permission to build must be requested from the Organiser who will study the request based on the stand location, the surrounding stands and the stand project.

- **Adjoining Partitions:** Partitions installed by an exhibitor, without the financial participation or agreement of the neighbouring stands must be smooth, plain, painted or covered in white or grey fabric, with no signage of any kind and no fluid visible.

- Stand Openings along the Aisles

Each side of the stand opening up onto a main aisle must be open a minimum of 50% of its length.

Each open side of the stand must comply with this regulation. All decorations or installations must be designed so as to keep the aisles fully clear, not disturb neighbouring stands and allow for greater visibility through the stands.

- Cross Aisle

The façades of stands located around the outer edge of the exhibition hall must be composed of a "clear" minimum passage 2.50m wide every 4 metres.

- Keep Aisles Clear

The aisles must be kept clear. No construction material, lighting equipment, signage or objects are to stick out into the aisles.

- Stands with Upper Floor

Special requests must be submitted to the Organiser to be allowed to build structures with upper floors. The organiser reserves the right to accept or reject all requests based on the location of the stand and its surrounding area.

The sides of the upper floor must respect a maximum closure of 50%. The open sides must be fitted with guardrails in compliance with safety standards. (See Fire and Safety Regulations)

7-4 Signage / Signs Suspended from the Ceiling

The organisers define as a sign all structures suspended from the exhibition hall ceiling by slings or halyards. The height of the sign corresponds to its height at the top. The "stand limits" correspond to the façades opening onto an aisle and/or an adjoining stand.

- Clearance and Height for Suspended Signs

- Signs 2.50m high:

No restriction on distance from the aisle.

The sign must be positioned between 2.20m and 2.50m high.

- Signs from 2.50m to 5m in height:

Must be positioned a minimum distance of 1.50m back from the edge of the aisle.

- Signs over 5m high:

Must be positioned a minimum distance of 3m back from the edge of the aisle.

For heights over 5m, please contact the Organiser to obtain special authorisation.

- Signs: Dimension

- The length of a sign must be less than 50% of the length of the stand façade parallel to it (for example: a stand façade of 6m cannot have a sign more than 3m long).
- A minimum empty space of 1.50m must be respected between the bottom of the sign and the top of the highest part of the stand structure.

- Complication for Boat Handling

Lighting trusses are liable to complicate handling the boats. Exhibitors who have planned this type of installation must notify the handling company SCALES (see List of Suppliers).

- Tethered Ballons

Balloons serving as signs must respect the same height and clearance restrictions that apply to other signs.

7-5 Other Important Information

- Hall Pillars, Perimeter Walls and Ground Load

Most of the pillars and perimeter walls in the exhibition hall are clad with wooden slats 4m high (contact the Organiser to verify the presence and height of the cladding). They can be used by exhibitors for hanging signs or decorations. It is forbidden to drill or screw into the cladding or use glue on it. Only staples and nails are allowed. The exhibitor must remove any staples at the end of the exhibition. Failing that, the exhibitor will be charged for the cost of repairing the cladding.

In Pavilion 2.2 and Pavilion 2.3, the maximum load is 0.6t/m².

In the pavilions, the maximum load is 3t/m².

- Stands located near Fire Hose Cabinets ("RIA")

The fire hose cabinets must remain visible and accessible at all times. They must be free of any casing, door or decoration.

They must be accessible: a path from the closest aisle, minimum 1 meter wide, must be kept clear.

- Gutters: Fluid Distribution

The distribution of fluids in the pavilion is assured by a series of gutters. The gutters are entirely closed off by cast iron plates. Handling these plates is forbidden. Only the exhibition centre operating company is authorized to use the gutters.

For more information, contact +33 (0)1 40 68 16 16. CAUTION! Access to water is not guaranteed at all stands and must be approved by the technical department.

It is highly recommended that you install a raised floor to cover the delivery and drainage pipes.

Moreover, the organiser cannot provide troughs at stands.

7-6 Access for Disabled Persons

Stands with flooring:

Floors measuring between 2cm and 4cm high must be equipped with a 33% bevel along the entire perimeter of the flooring.

Floors over 4cm high must be equipped with a sloped ramp with the following characteristics:

- minimum width: 0.90m
- 4% slope, no length restriction
- 5% slope over a length less than 10m
- 8% slope over a length less than 2m
- 10% over a length less than 0.50m

Stands with an Upper Floor:

Elevated must be accessible to disabled persons.

A staircase or other mechanical system must be available and comply with accessibility regulations:

- If the number of persons admitted to the upper floor reaches or exceeds 50 persons
- When the number admitted to the upper floor does not reach 50 persons and certain services cannot be offered on the ground floor.

7.7 -List of Boats on Display / Arrival Schedule

No space allocation will be given out without an accurately completed "List of Boats on Display".

Nautic Festival SA declines all responsibility in the event of a declaration that does not comply. The Organiser will draw up a timetable listing the when the boats are to arrive at the exhibition centre. The boats will be taken into account in making the timetable only after receipt of the completed form "List of Boats on Display".

8. SAFETY REGULATIONS

The safety regulations will be sent to the Exhibitors after their application has been approved. The attention of the Exhibitors is, however, drawn to the following points:

- all materials used must comply with the regulations, including fabrics which must be of class M3 or higher, and carpets which must be of class M4 or better.
- the pavilions of the Porte de Versailles being protected

by sprinklers, the regulations relating to office surfaces constructed with ceilings or on upper floors must be strictly observed.

9. SETTING UP AND TAKING DOWN THE SHOW

Taking into account the imperatives linked to the opening of the Show, no boats will be admitted into the exhibition centre after 5/12/2018. Participants must have finished setting up their exhibition space by 8.00 a.m. on 08/12/2018. No materiel requiring the opening of doors may be admitted after the aforementioned date and hour without the prior consent of the Organiser. It is strictly prohibited to start dismantling the exhibition space, even partially, before the official closing of the Show at 6.00 pm on Sunday 16/12/2018.

The removal of small pieces of equipment will be allowed between 6.00 p.m. and 12 midnight on 16/12/2018.

The doors will be opened at 6.30 a.m. the following day 17/12/2018. The space must be vacated, depending on the pavilion, by the date specified in the Exhibitor's Manual.

10. EXHIBITOR BADGES AND INVITATIONS

10.1 - The "Exhibitor badges" can be collected from the Commissariat General (Organiser's office at the Show) starting Thursday 6th 2018.

10.2 - Exhibitors will be able to purchase invitations intended for the persons and companies they wish to invite to the show. All sales are final, unused invitations cannot be returned, refunded, or exchanged. The distribution and/or sale of invitations and special invitations issued by the Organiser is strictly forbidden inside the pavilions and within the vicinity of the show. The reproduction or sale of the invitations and special invitations shall be liable to prosecution. Only the show Organiser is authorised to issue special invitations, to meet a particular determined need. All infringements or fraud may lead to prosecution at criminal court.

These terms and conditions apply to the sale of advertising space in the value-added marketing products of the Salon Nautique de Paris boat show (show's official catalogue, newsletter, etc.) and on the website located at <http://www.salonnautiqueparis.com>. The derivative products and website of the Salon Nautique de Paris boat show are hereinafter referred to as the "Promotional Tools".

Any request to place an advertisement in Nautic's communication tools is considered firm and binding on the advertiser as soon as it has been registered by Nautic Festival SA. If the request is made by an agent, it is binding on both the agent and the advertiser, in particular concerning payment.

The agent must have a letter of authority from the advertiser which must specify the scope and duration of his mandate.

In the event of inconsistency between these general terms and conditions of sale and the terms and conditions of purchase of any advertiser, it is agreed that these general terms and conditions of sale shall prevail.

The advertiser agrees to provide any and all documents or offset transparencies necessary for the printing and/or on-line placement of the advertiser's message within the agreed lead times. Technical costs if any shall be borne by the advertiser.

The advertiser shall comply with any and all instructions issued by Nautic Festival SA and indicated in Nautic Festival SA's commercial documents concerning the supply of technical materials (e.g. format of advertising banners).

In the event that the production of the advertisement is followed up by the communication unit of the Salon Nautique de Paris boat show, a proof may be submitted to the advertiser, in which case the advertiser shall be obligated to indicate any required changes by return mail. Failure to respond within the applicable lead time shall be deemed tacit acceptance. In the event of non-compliance with the lead times for the submission of technical materials, an advertisement indicating the advertiser's corporate name and particulars shall be produced at the advertiser's expense.

Lead time for on-line placement: 3 working days from the date of receipt of technical materials.

If an order is cancelled for any reason whatsoever, the 50% down payment shall be vested with Nautic Festival SA.

Nautic Festival SA waives any liability in respect of any and all technical materials that have not been recovered by the advertisers or their agents within three months from the last time such materials have been published.

The registration by Nautic Festival SA of a request for the insertion of an advertisement only grants the

advertiser the right to occupy the space reserved for such advertisement. The space, form and mode of posting of the proposed advertisements and the related prices are indicated in the purchase order attached hereto. Prices do not include technical costs such as, where applicable, the cost of creation and production of the advertisements. Except for those spaces indicated in the publication price list, no space may be guaranteed, regardless of the indications placed by the advertiser on the request for advertising publication.

The copy and visuals of an advertisement and in particular brands and designations are published under the sole responsibility of the advertiser. In particular, the advertiser alone is responsible for the payment of any reproduction rights for photographs used.

The advertiser hereby releases Nautic Festival SA, the publisher, the printer and any and all third parties from any civil or criminal liability they may incur because of advertisements that have published at the advertiser's request. The advertiser guarantees Nautic Festival SA, the publisher, the printer and any and all third parties against any claims asserted by third parties in respect of the content of such advertisements. The advertiser accordingly agrees to defend at its own expense Nautic Festival SA, the publisher, the printer and any and all third parties in the event that proceedings or claims are brought or asserted against them in respect of the contents, data, information, messages etc. included in the advertisements, and the advertiser shall be responsible for any indemnification due to make whole any loss that may have been sustained. Nautic Festival SA may in no event be held liable beyond a total amount corresponding to 1/16th of the total annual amount collected for the corresponding service, not including any extension or renewal period.

No error due to Nautic Festival SA, the publisher, the printer or any and all third party in respect of an advertisement shall in any event result in the cancellation of such advertisement. The correction shall be made in the catalogue or the following advertising products.

No claim shall be accepted unless it is made in writing within eight days from the date of insertion or on-line placement.

No delay in, suspension of or cancellation of the circulation of the advertisement in particular because of technical default due to the operation of the Internet or for any reason beyond the control of Nautic Festival SA shall justify any refusal to pay even part of the amounts due by the advertiser or its agent, or shall create a right to a new insertion at the expense of Nautic Festival SA or to indemnification in any manner whatsoever, in favour of the advertiser or his agent. Also, Nautic Festival SA may in no event be held liable for

accidental or voluntary damage made to the advertiser by third parties because of their being connected to the Internet.

The advertiser waives all recourse against Nautic Festival SA or a third party, in the event of loss, destruction, damage or prejudice resulting from the interruption or disruption of the Activity, caused directly or indirectly by the failure of any computer, data processing equipment, multimedia microcircuit, operating system, microprocessor (computer chip), integrated circuit or similar component, or by any software, whether or not it is the property of Nautic Festival SA.

In accordance with the French Computing and Civil Liberties Act No. n° 78-17 of

6 January 1978, the advertiser has a right of access, modification, correction and deletion of personal data related to the advertiser.

To exercise such right, the advertiser must contact Nautic Festival SA – direct marketing department. In accordance with press and publishing practice, Nautic Festival SA is free to refuse an advertisement without being obliged to give reasons for its refusal. Placements are made in accordance with the dates reserved by advertisers. Invoices are issued on the basis of such reserved dates and must be paid upon receipt. Where an advertiser places an order through an agency appointed as the advertiser's agent, the invoice shall be sent to the agency with a copy to the advertiser.

50% of the price of the advertisement including tax shall be payable upon delivery of the purchase order, the remainder being due upon receipt of the invoice. If the advertiser fails to make any payment upon the due date, all amounts due shall become immediately payable in full, plus liquidated damages set at 10% of all amounts that have fallen due and remain unpaid. In addition, any late payment shall give rise to the application of an indemnity for late payment at a rate equal to one and a half times the legal rate. Moreover, a recovery fee of 40 euros will be automatically due to the organiser in case of any failure to pay on due dates. Such fee will be due in addition to any indemnity due to the debtor.

Any dispute shall fall within the jurisdiction of the Nanterre Courts.

All applications for insertion of advertisements imply the acceptance of the above general terms and conditions.