

VIRTUAL NAUTIC

March 12-13, 2021

REGISTRATION FORM



FEDERATION DES INDUSTRIES NAUTIQUES

*The health crisis overturns our personal and professional lives. The world is changing and the resilience our industry has shown in the past must be even stronger today. More than ever, in this context, creating a major meeting place for the nautical community and offering you commercial opportunities are the concerns of Federation des Industries Nautiques (FIN - the French Marine Leisure Industry Association). It is driven by this ambition that FIN is launching the largest virtual B to C trade show ever organized in France. Innovation and interactivity will be the watchwords of **Virtual Nautic**.*

This immersive show, positioned at the end of the winter vacations and upstream of the local spring shows, aims to :

- 🚣 offer a new and warm experience based on the latest technologies,*
- 🚣 bring a high media visibility to the nautical sector and the companies that compose it,*
- 🚣 market the 2021 summer season and animate the distribution networks,*
- 🚣 create a moment by breaking down borders to capture an international clientele.*



YOUR CONTACT DETAILS

CONTACT DETAILS OF THE COMPANY

Company name

Address

Postcode

City

Country

Phone.

Company E-mail:

SIRET N°:

NAF Code:

EU VAT number:



CONTACTS WITHIN THE COMPANY

Chief Executive

M / Mrs

Surname

Firstname

E-mail

Project manager

M / Mrs

Surname

Firstname

E-mail

Communication director

M / Mrs

Surname

Firstname

E-mail

Indicate below the e-mail addresses of the people in your company who would like to receive Virtual Nautic's news:

E-mail _____ @ _____

E-mail _____ @ _____

E-mail _____ @ _____

E-mail _____ @ _____

E-mail _____ @ _____

E-mail _____ @ _____

E-mail _____ @ _____



NOMENCLATURE

CHECK THE CORRESPONDENT BOX FOR YOUR ACTIVITY (more than one answer is possible)

You are :

- Builders or Manufacturers
- Retailers
- Importers
- Distribution networks (Central purchasing agency)

Embarcations

- Appendices
- Electric and solar boats
- River boat
- Motorboats
- Service vessel
- Multihull (engine)
- Multihull (sail)
- Pneumatic & semi-rigid
- Toys
- VNM
- Foil sailboat
- Habitable sailboat

Équipement

- Fitting
- Marine Decoration
- Électronics
- Interview
- Model making
- Fishing
- Paint and varnish
- Trailer
- Clothing
- Technical clothing
- Sails

Tourism

- Leisure center / Nautical Resort
- Cruise / Sailing cruise
- Équipements des ports
- Port management
- Sea and river rental
- Marina
- Diving
- Port facilities
- Territory & Destination
- Tour operator

Motorists

- Electric motor
- Combustion engine

Sliding & Outdoor

- Bark
- Canoë Kayak
- Sand Yachting
- Beach engine
- Sliding sports

Press

- Press, Média
- Edition

Services

- Associations
- Architect
- Insurance
- School ships
- Broker & user boat broker
- Races & Events
- Deconstructor / Recycling
- Federations
- Financement / Credit
- Formation
- Ministry, Institution



INNOVATION DAY

As an exhibitor you wish to present an innovation, the Innovation Day will take place in the Virtual Nautic Auditorium on Saturday, March 13, 2021.
It is open to companies presenting innovations in 2 categories: "Product" and "Service".

You wish to exhibit, present a product or an innovative service, fill in the fields below:

Product

Service

Company name:

Describe in a few words your innovation:

For **non exhibiting companies** at Virtual Nautic :

An administrative fee of 255€ (excl.tax) will have to be paid to the organizer.

- Presence at Virtual Nautic's Innovation Day
- Presentation of your product on the Auditorium stage
 - ✓ Access to the stage for a pitch
 - ✓ Using Video screen
 - ✓ Training for speech in the Auditorium

In addition to the registration to the Innovation Day, this participation fee will give you 3 avatars for the day of March 13, 2021.



YOUR VIRTUAL BOOTH



Stand Silver

- ✦ 1 logo or photo
- ✦ 1 video screen
- ✦ 1 reception desk for 1 sale representative
- ✦ The booth is a privacy area
- ✦ 15 avatars included



Stand Gold

- ✦ 1 logo or photo + 4 photo displays
- ✦ 1 video screen
- ✦ 2 reception desk for 2 sales representatives
- ✦ The booth is a privacy area
- ✦ 25 avatars included



YOUR VIRTUAL BOOTH



Stand Premium

- ✦ 9 logos or photos
- ✦ 4 video screens
- ✦ 3 reception desks for 3 sales representatives
- ✦ 2 privacy zones
- ✦ 5 sales representatives in total
- ✦ 50 avatars included



PARTICIPATION FEES

BOOTH	COST (EXL.TAX)
Silver booth <i>1 booth 1 logo or photo 1 video screen 1 reception desk with 1 sales representative 15 avatars included</i>	2 745€
Gold booth <i>1 intermediate size booth 1 logo or photo + 4 photo screens 1 video screen 2 reception desks with 2 sales representatives 25 avatars included</i>	3 745€
Premium booth <i>1 spacious booth 9 logos or photos + 6 photo screens 4 video screens 3 reception desks with 3 sales representatives 2 privacy zones within the booth 5 sales representatives in total 50 avatars included</i>	7 745€

REQUIRED FEES

As part of the global offer proposed by FIN to exhibitors, aimed at allowing them to promote their products at Virtual Nautic, registration and management fees are mandatory at the time of your registration.

They include:

- ❖ Presentation of your company on the show's website and online publication of your press releases in the catalog part of the website;
- ❖ Use of the Virtual Nautic's Media Kit for your digital and print communications;
- ❖ Listing in the official Virtual Nautic catalog, Training for you and your team.

Administrative fees: 255€ Excl.tax

THE COST INCLUDES:

- ✦ A virtual exhibition space in the colors of your brand during the show,
- ✦ A quota of avatars,
- ✦ The possibility to fix your meetings in advance thanks to a dedicated digital tool.



STAND OUT

For each communication tool, training and technical assistance are included in the package.

The prices indicated are exclusive of tax.



Workshop – Reserved for exhibitors

Increase your number of meeting places by adding privacy zones within your booth (6 zones per workshop space)

- ✦ 2 privacy zones with desk
- ✦ 1 screen + 1 logo on high signage

→ 1 000 € for the show



Team Suites

A meeting room inside the show

- ✦ Logos
- ✦ 1 video screen or more depending on the size of the room
- ✦ Fitting out furniture according to your needs
- ✦ 12 to 70 people
- ✦ NB : The reservation of 1 Team Suites does not include avatars.



Exhibitor rates: 100 € à 300 € / Hour

Non-exhibitor rates: 500 € à 1 500 € / Hour



FEDERATION DES INDUSTRIES NAUTIQUES

STAND-OUT



Auditorium

Take advantage of Virtual Nautic and its auditorium to organize your awards ceremonies, conferences...

- ✦ Auditorium at your colors
- ✦ 3 screens + 1 speaking desk
- ✦ Fitting out furniture according to your needs
- ✦ 300 to 1400 people
- ✦ NB: The Auditorium reservation does not include avatars.

Exhibitor and non-exhibitor rates on quotation



STAND OUT

The prices indicated are exclusive of tax.



Advertising displays at the entrance

Highlight your brand by increasing your visibility at the entrance of the exhibition halls
(1 exclusive partner per hall)

- ✦ 1 signage above the entrance + logos
- ✦ 2 screens per input
- ✦ 10 exclusives (1 per hall)

Exhibitor rates: 4 000€ / Hall



Host(ess)

You plan many appointments, and you want a reliable person to welcome the visitors?

- ✦ 1 bilingual host(ess) upon opening

Exhibitor rates: 650€ / Day



FEDERATION DES INDUSTRIES NAUTIQUES

STAND OUT



Digital communication

Promote your presence at Virtual Nautic and showcase your brand

- ✦ Posts on social networks
- ✦ Banner on consumer newsletters
- ✦ Banner on home page of the website
- ✦ Logo on the website
- ✦ Creation of banners or visuals
- ✦ Post-Show Visitor Survey Banner

Contact us

Together, we will draw up an offer that meets your needs and your objectives.

→ On quotation



FEDERATION DES INDUSTRIES NAUTIQUES

ORDER FORM

BOOTH	Quantity	Desk/Privacy zone	Unit price excluding tax	Total excluding tax
Silver booth		1	2 745€	
Gold booth		2	3 745€	
Premium booth		3 + 2	7 745€	
Administrative fees	1			255€HT
Additional Services & Communication Tools	Quantity	Desk/Privacy zone	Unit price excluding tax	Total excluding tax
Extra space				
<i>Workshop (minimum 2 privacy zones)</i>		6	1000€	
<i>Team Suites (Meeting room)</i>		12	100€	
<i>Team Suites (Meeting room)</i>		30	200€	
<i>Team Suites (Meeting room)</i>		70	300€	
<i>Auditorium</i>		1400	On quotation	
Communication tools				
<i>Advertising displays at the entrance of each hall (10 exclusivity)</i>			4 000€	
<i>Digital communication</i>			On quotation	
Avatar				
<i>Additional Exhibitor Avatars</i>			3€	
Human resources				
<i>Host(s) on booth</i>	Per day		650€	

No stand proposal can be sent without payments on the dates indicated.

Unless the organization refuses the requested participation, the submission of this request to participate constitutes a firm and irrevocable commitment by pay the full total price including VAT of your exhibition space reservation and ancillary costs (Article 02-02 of the General Regulations of Exhibitions, page 15).

The application for participation must be accompanied by the following deposits due on the day of dispatch, signed and stamped by you of the company.

For importers, this Application for Participation must be accompanied by the "Exhibitor Accreditation" form completed and signed by the manufacturer or the manufacturer (one sheet for each brand on the space on page 18).

TOTAL Excl. Tax = _____ € Excl. Tax

VAT 20% = _____ €

Total Incl. Tax = _____ € Incl. Tax



TERMS OF PAYMENT

Title	Total € Excl.Tax
Booth	
Administrative fees	255€
Extra space	
Additional Exhibitor Avatars	
Advertising displays	
Human resources	
TOTAL Excl.Tax	

Your application form must be returned duly completed and signed before **December 18, 2020** to virtualnautic@fin.fr.

Name of signatory _____

FUNCTION _____

Signature and Date

PAYMENT SCHEDULE - DEPOSITS AND BALANCE

Deposit to be attached to your application form = **30% of the total amount including tax, i.e. m_**
_____ €

In case of cancellation before 15 January 2021, the totality of your 1st deposit will be returned to you.

Down payment at 31 January 2021* = **30% of the total amount including tax, i.e. m_**
_____ €

Down payment at 28 February 2021* = **40% of the total amount including tax, i.e. m_**
_____ €

**To be calculated on the amount of your reservation including all taxes.*

METHOD OF PAYMENT

Please mention the company name under which you are registering and the following express mention on the transfer orders:

“Payment at no cost to the beneficiary”.

Code bank	Code branch	Code Account	NB Key	Motive	Domiciliation
30004	00274	00010216447	58	Virtual Nautic	BNP Paribas Montparnasse ENT

Bank details FIN - for transfers from abroad: Code IBAN : FR76 3000 4002 7400 0102 1644 758 Code BIC: BNPAFRPPXXV

By chèque made payable to Fédération des Industries Nautiques

Company stamp



DECLARE YOUR CO-EXHIBITOR

The company

declares to host on its space the following co-exhibitors:

	Number	Per-unit pre-tax price
Co-exhibitor		495 €

Any entity/brand physically present on your space or presenting products (and/or services) of which you are neither the manufacturer nor the importer is obligatorily considered as co-exhibitor. Any request for co-exhibitor registration will be subject to acceptance by the organizer and will be invoiced separately.

Co-exhibitor fees include :

- Presentation of your company on Virtual Nautic's website and online publication of your press releases in the catalog section of the site,
- Use of the Virtual Nautic Media Kit for your digital or print communications,
- Listing in the official Virtual Nautic catalog,
- Training for you and your team.

As well as the exhibitor, co-exhibitors must :

- be accredited by the manufacturer for each of the brands presented,
- complete a catalog registration via internet.

Co-exhibitors do not benefit from a quota of "exhibitor" avatars. They must get in touch with the exhibitor who welcomes them to order them.



To be completed for any co-exhibitor

Duplicate this page according to the number of co-exhibitors you have to declare

Co-exhibitor 1

Company
Manager's name
Address
Post Code
City
Country
Phone.
Manager e-mail
Website
EU VAT number
SIRET N°
NAF Code
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):

Co-exhibitor 2

Company
Manager's name
Address
Post Code
City
Country
Phone.
Manager e-mail
Website
EU VAT number
SIRET N°
NAF Code
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):



ACCREDITATION OF A NAUTIC EXHIBITOR

For Importers and Distributors

THIS FORM MUST BE COMPLETED BY THE BOATBUILDER / MANUFACTURER

Company

Address

Post Code

City

Country

Phone

E-mail

Website

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

To represent the trademark

At Virtual Nautic Exclusive

Non - Exclusive

I, the undersigned, do hereby acknowledge that I have read all the provisions of the Special Regulations on appendices and below.

"In the event that there are several exclusive importers with distinct geographical areas, distributing products from the same foreign manufacturer, this manufacturer would be represented at the event by one or more of its importers as follows:

either by one of them who will have made a bid, accredited by the manufacturer;

or by several of them who will then have to gather in a single stand under the sign and/or the brand of the manufacturer.

In these two cases, the exhibitors will have to provide with the Application for Participation a certificate of accreditation validated by the manufacturer concerned . ».

"After examination of the file, the Nautical Industries Federation may exceptionally authorise the accreditation by the manufacturer or supplier of two or more different exhibitors if the ranges offered and exhibited for sale are different in type, appearance or dimensions.

In case of conflict, the decision taken by the Federation of the Nautical Industries will be sovereign".

NAME _____

FUNCTION _____

Signature and Date

Company stamp



FEDERATION DES INDUSTRIES NAUTIQUES

DEDICATED TEAM

Contracting authority: Fédération des Industries Nautiques

We will be here for you.

For any request, please contact us at virtualnautic@fin.fr



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