

# EXHIBITION PARTICIPATION & OPERATION REGULATION

ATHENS  
INTERNATIONAL  
BOAT SHOW

The organisation of the exhibition ATHENS INTERNATIONAL BOAT SHOW was assigned by Greek Marine Manufacturers Association (SEKAPLAS P.E.E.Y.) to the Organising Company EXPO ONE LTD. Between the company EXPO ONE LTD that organises the exhibition ATHENS INTERNATIONAL BOAT SHOW and the interested prospective exhibitor and if it is a company of its legal representative, a Private Agreement was signed for the participation of the latter in the exhibition. By signing the Private Participation Agreement in the exhibition, the exhibitor unconditionally accepts the terms of this Participation & Operation Regulation and in general the regulations, the applicable laws and particularly the laws on trade exhibitions. The Exhibition will take place from 6 to 10 December 2023 at the premises of the Metropolitan Expo Exhibition Centre.

## 1. Right of Participation in the Exhibition - Exhibit types

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Eligible to participate in the exhibition are manufacturers - traders - importers of boats, dealers of all types of engines, manufacturers or dealers of products and services and in general companies exhibiting products and services relevant to sea-related recreation, tourism and activities, who will apply to the Organising Company to participate in.

The exhibits should be nicely presented in order to attract the interest of the visitors. The presentation of used boats of all types is allowed, provided that they will be well-tended, so that they look like new, while an effort will be made to cover their distinguishing marks (name, harbour and registration/boating number).

Exhibiting used engines is prohibited, excluding those mounted on a boat.

All boats on display must bear the "CE" marking in accordance with the regulations in force. Otherwise, they shall bear a distinctive plate measuring at least 25 x 50 cm, stating that the product may not be listed in the European Community Market.

## 2. Approval of participation

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Participation in the exhibition is considered approved upon the signing of the Private Agreement of Participation by the prospective Exhibitor and the Organiser.

The participation fee is paid, using a bank payment media, as follows:

- A. with the signing of the contract 30% of the value of the stand plus VAT.
- B. The remaining 70% of the net value plus VAT with a security expiring in thirty days, at the latest, before the start date of the Exhibition

The non-acceptance and observance of the above conditions excludes the participation of anyone in the Exhibition.

In case the private Participation Agreement from the prospective exhibitor and the Organising company is signed within the period of 30 days before the start date of the Exhibition, the exhibitor is obliged to pay the full price of his participation, as stated in the Private Agreement.

### **3. Cancelling participation**

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Cancellation of participation may happen only by notifying via written statement the Organiser.

When the Organiser is notified via a written statement of cancellation:

- A. Within the period between seventy five (75) and forty five (45) days prior to the opening of the exhibition, then the advanced payment is retained and the remaining sum paid by the Exhibitor is returned.
- B. Within the period of forty five (45) days prior to the opening of the exhibition, the Exhibitor is obliged to pay the full amount for the participation in the exhibition, as clearly stated in the Private Agreement.

### **4. Distribution of Stands**

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The Organiser, based on the exhibition floor plan, presents and suggests available stands to the Exhibitor. The Exhibitor selects one of the available stands.

The use of stand is granted exclusively to the participating exhibitor. Any concession of partial or full use of a stand to a third party, co-location or hosting a third party at a stand, as well as exhibiting third party products or services is strictly prohibited.

The signing of the Private Agreement of Participation is proof of the fact that the exhibitor has been fully informed of the allocated space, found it acceptable and approves whatever it may include.

Any alteration of up to five (5) centimeters in the dimensions of the stand due to the size of the partitions is to be expected by the Exhibitor. Any claims involving such differences are not considered tenable. Partitions, columns, water supply tubes, fire extinguishers, safety lights, electrical panels, and other equipment constitute an integral part of the stand.

### **5. Design and layout of the stand**

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The Exhibitor is responsible for the decoration and internal layout of the stand.

The Exhibitor must visit the stand area prior to the opening of the exhibition in order to resolve any technical issues that might occur and affect operation. The Organiser is excluded from any liability regarding issues of technical nature affecting the operation of the stand.

Space only stands cannot contain structure/panel elements belonging to the Technical Company of the exhibition.

In the case that space only stands are using the back of the partitions of neighbouring stands they will

be charged per panel from the Technical Company.

Partition panels of the shell scheme stand are made of melamine. Therefore, heavy objects or side pressure of any kind cannot be attached/hanged or forced to the panels.

In stands with a boat, the exhibitor has the right to decorate his stand with a constructed structure or offices, provided that its length should not exceed 30% of the front of the stand and its height is up to 2.5m.

The constructions as well as the structure that separates adjacent stands will not exceed 1.20m.

In stands with boats, the exhibitor has the right to build a public access platform to the exhibits, the height of which is determined by the height of the catwalk of the boats. The exhibits should be placed in such a way as not to obstruct the field of vision of the visitors of the exhibition and to create a single exhibition space.

Packaging materials should be removed from the exhibition space, during the preparation of the stands at the responsibility of the exhibitor.

The Organising Company does not pay any compensation for damages caused by the above actions, unlike the exhibitor who is responsible for any damage caused and must compensate the Technical Company or anyone who has suffered damage from the above actions.

### **Space Only Stands**

- The space frames, the crosspieces and the lighting of the stand should start 1m. within the boundaries of the stand.
- In any case, the facade of the construction that is adjacent to other stands, must be more than 2.5m., be flat and painted off-white.
- The construction of the stands must have been completed 1 day before the opening of the exhibition. Otherwise, the Organising Company has the right to change the construction of the stand from a space only to a shell scheme stand.

## **METROPOLITAN EXPO EXHIBITION CENTRE REGULATION**

For the smooth function of the exhibition during preparation, operating hours and dismantling the following are not allowed in the exhibition venue:

- Screwing, drilling, nailing or painting on the floor, walls, pillars, partitions or any part of the exhibition hall
- Leaving construction elements, decorative material and products or performing other works in other stands or at the hallways. Hallways should be kept clear at all times.
- Use of WC or other venue spaces for cleaning brushes or other equipment. Industrial sinks are available at every hall for this purpose.
- Any intervention or attempt to connect to the services network without the written permission of the Technical Company.
- Hanging of any item from the roof or structural elements of the Halls or services network grids/cables

that run along the roof and any item that surpass the perimeter of the stand.

- All packing materials should be removed from the exhibition venue, during the stands' build-up with responsibility of the Exhibitor.
- Construction of double decker stands.
- Use of plasterboard.
- Covering firefighting equipment lockers with the Greek characters "Π.Φ." and fire extinguishers, located at the stand.
- Any element like signs, headlights, shelves, goods at the hallways and outside the perimeter of the stand.
- Executing works such as cutting wood, using tools, dye compressors, machines and materials that can cause wear or damages to the venue.
- Any work in the venue should be concluded by 23:00.
- All open sources of fire, flammable materials or other hazardous, explosive materials as well as internal combustion engines inside the halls of the venue.
  
- The use of slow burning materials for the constructions is obligatory.
- Use of double sided adhesive tape directly at the partition panels or any other structural element is prohibited and its use is only allowed on top of paper tape.
- Screwing, drilling, nailing or painting the partitions is strictly forbidden
- Any unauthorised construction or any construction that does not meet the standards contained in this regulation will not be accepted by the Organiser, and will be removed by the Technical Company, at the Exhibitor's expense.
- Pets are not allowed inside the interior of the exhibition centre, as well as inside the stands.

## 6. Suspended banners and special constructions

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- Expowork SA company has the exclusive management of the suspension service.
- Exhibitors cannot hang banners and special constructions without addressing the Technical Company of the exhibition centre.
- All hanging banners or constructions should allow at least 2m distance from the perimeter of the stand. Hanging banners or constructions should have a minimum distance of 1m from the upper point of construction of the stand.

In addition, the height of banners or constructions should not exceed 6m.

For any banner and special constructions suspension you may address Expowork SA Technical Company.

## 7. Electrical operations

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Electricity related operations must respect the current regulations and laws and are to be performed under the responsibility of the Exhibitor.

The electrician responsible for the work in the stand is obliged to submit to the Technical Company official statements for the safety and operation of the relevant equipment, including copy of his/her professional license. Only then electricity supply will become available at the stand.

For safety reasons, the electrical panels of the stands must be placed in conspicuous places with easy access.

**CAUTION! No interference is allowed in the electricity network of the exhibition centre.**

## 8. Advertising Signs / Superscriptions

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The exhibitor has the right to construct and place in his pavilion advertising signs - signs, which will not obstruct the visual field of the exhibition and whose length will not exceed 30% of the facade of the stand.

## 9. Build-up & Dismantling

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### **Build-up- Exhibits Placement:**

Delivery of stands will be accomplished according to the schedule that the Organiser will communicate to the Exhibitor, with scheduled and partial unloading of constructions and goods.

Stand construction works, such as cutting, painting and scrubbing, must be concluded one day before the opening of the exhibition.

If the Exhibitor does not assume his/her stand on the day before the opening of the exhibition until 15:00 o'clock and the Organiser has not been notified in written, the Organiser has the right to reallocate the use of the stand or to use it or decorate it for other purposes.

In any case, the Exhibitor is not relieved from any financial obligation, including any additional decoration costs as a result of the Organiser reallocating the stand.

Build-up operating hours are 7:00-23:00. After 23:00 exhibitors and contractors are not allowed to remain in the venue.

### **Dismantling- Removal of Exhibits:**

The Exhibitor may begin dismantling the stand after the conclusion of the exhibition and according to the dismantling schedule that has been communicated by the Organiser.

Stands or exhibits cannot be dismantled or transferred prior to the conclusion of the exhibition.

The Exhibitor must package the exhibits on the same day of the conclusion of the exhibition and should not leave behind valuable items, such as electrical appliances or goods, without taking care of their safekeeping.

Dismantling should be completed by 17:00 on the next day after the conclusion of the exhibition.

After the conclusion of the exhibition and until all exhibits or other materials are removed, the

Exhibitor is solely liable for their safekeeping.

The Exhibitor is liable for any damage occurs under his/her responsibility in the exhibition venue.

## 10. Entry of exhibitors and staff

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For the unimpeded entry to the exhibition, each exhibitor receives a certain number of free entry cards for himself and the people employed at his/her stand.

Each exhibitor is entitled to up to five (5) free entry cards (passes) for stands of up to fifty (50) square meters and up to ten (10) for stands over fifty square meters.

The cards are delivered on the eve of the opening of the exhibition and cannot be used by others. No one can stay in the exhibition beyond its opening hours.

## 11. Invitations

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The invitations are for one (1) person. Each exhibitor is entitled to one (1) invitation of one (1) person free of charge for each square metre of his/her stand.

In case the exhibitor wants a larger number of invitations he/she can obtain them from the Organising company by paying the amount of five (5) Euros per invitation plus VAT.

The exhibitor is entitled to print his own invitations of one (1) person, after consultation with the Organising company.

For these invitations the exhibitor will pay to the Organising company the above amount of money for each invitation of one (1) person, after multiplying by the number of invitations that will be counted.

## 12. Sampling - Order placement

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During the exhibition, product promotion and order placement are allowed.

Retail sale is strictly prohibited including the last day of the exhibition.

## 13. Safety of persons and objects

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The Organiser, in collaboration with a security company, takes care of the general surveillance of the exhibition spaces.

For stands and exhibits, no liability can be undertaken for property damages or theft on the days of build-up, operation, and dismantling of the exhibition. The safety and the retention of property falls under the responsibility of the Exhibitor.

The exhibitor must take all necessary measures to protect his/her equipment and personal belongings at any time and against all potential risks.

The Exhibitor bears liability for any property damage or injury of persons caused by them, their staff,

their construction, or their exhibits.

## 14. Cleaning

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The Organising company is responsible for maintaining the cleanliness of the functional common areas inside and outside the exhibition space. The exhibitor should take care of the cleanliness of his stand every day. The entry of the exhibitors for the cleaning of their stands is allowed with the permission of the Organising company up to one hour before the beginning of the exhibition.

## 15. Audiovisual devices / Events / Shows

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The operation of any sound production device, musical instruments, image or sound effects, causing nuisance and distorting the smooth operation of the commercial exhibition is prohibited in the stand.

Special events may only be held, with the permission of the Organiser.

Any exhibitor or any third party wishing to broadcast music or songs or to present, reproduce, etc., any third-party intellectual property, undertakes the responsibility to obtain in time the necessary permission from the copyright management companies.

## 16. Photo-shooting - Videotaping

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It is not permitted for either the Exhibitor or his/her personnel to take photos or film the event, stands or individual exhibits of the exhibition, unless a prior written permission has been granted by the Organiser. The Organiser has the right to monitor all photos, designs and film to be used for advertising and promotion of the exhibition or any other purpose sees fit.

The Exhibitor is allowed to take photos or produce videos within the boundaries of his/her stand.

## 17. Smoking

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Smoking is prohibited in all indoor areas of the exhibition center, as well as inside the stands.

## 18. Exhibitors' advertising

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Advertising by exhibitors is only allowed within the limits of the stand they rent.

It is forbidden:

- The distribution of catalogues - brochures of companies or products or services that do not participate in the exhibition.
- The distribution of brochures as well as any kind of advertising energy outside the exhibition, parking,

entrance, etc.

- The distribution of leaflets or open letters directed against other exhibitors, as such actions infringe on the validity of the report.

The distribution of brochures of third parties, the free distribution of third party products and generally any kind of advertising or promotion on behalf of third parties or on behalf of third parties either in the form of sponsorship or any other form of cooperation.

For any other advertising activity, written permission must be granted by the Organising company. Advertising that offends morals is not allowed in any exhibition space.

## 19. Show catalogue

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The contact business details of the exhibitor are indexed in the digital catalog (CD) of the exhibition.

## 20. Patents, trademarks, exclusives

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The Organising Company or the Board of SEKAPLAS P.E.E.Y. as the case may be, they bear no responsibility for patents, trademarks and exclusives, nor are they obliged to control them. The courts are responsible for these matters.

## General Terms

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The Organiser cannot be held responsible for any:

a) whole or partial black-out or breakdown of a utility service; b) fire; c) natural disaster; d) act of God; e) intervention or decision of a Public Authority or another Utility Organisation; f) strike; g) terrorist act or threat of a terrorist act; h) social upheaval; i) Force Majeure incident, and in general, any incident attributed to the foregoing events.

In particular for Force Majeure reasons, at its discretion, the Organising company with the consent of the Board of SEKAPLAS P.E.E.Y. has the right to decrease or increase the duration of operation of the exhibition, entirely cancel the exhibition, change the opening and closing dates, and evacuate or keep a part of the exhibition hall temporarily empty.

Claims for damages in such cases, or release from the Private Agreement will not be accepted.

The Exhibitor agrees to compensate the Organiser, the owners of the exhibition centre, any Public Authority, any other participant, for claims originating from actions or omissions attributed to it, or its representative, or persons it occupied.

The exhibitor and his staff, who are directly or indirectly employed in the exhibition, recognise and accept the binding conditions of the participation and the regulation of the exhibition, and are obliged to faithfully apply its regulations, as well as to comply with the instructions and suggestions of the Organising company.

If for reasons of force majeure such as the Covid-19 pandemic, earthquake, flood or natural disasters, terrorist acts, general strikes, revocation of licenses the exhibition does not take place or stops while it is open, the Organising Company is obliged to return the sum of the money it has received, except the money it is proven to have been spent up to the point of occurrence of the force majeure claim.

In case of bankruptcy or bankruptcy of the exhibitor company, the Private Agreement is automatically canceled and the stand is free for the Organising company.

Failure to comply with the terms of the exhibition regulations, which are all considered essential, entitles the Organising Company to close the stand or remove the exhibits without further notice.

For any issue or dispute that may arise and is not provided by this regulation, the Organising company is responsible for deciding.

The parties agree that Athens is the place of fulfillment of all the obligations described in the private contract.

In case of differences due to the language of the text, the Greek text is defined as the official and accurate text.

<b>Exhibitor Company</b>	
<b>Stamp &amp; Signature</b>	
<b>Date</b>	

<b>Organiser</b>	 
<b>Stamp &amp; Signature</b>	
<b>Date</b>	