

## APPLICATION FORM AND CONTRACT

**1. Internautica 2023 is organized by Studio37 d.o.o., Jarška cesta 30, Srednje Jarše, 1230 Domžale, Slovenia, TAX number SI89165969.**

**2. On the basis of completed form and selected boat show services, the organizer will send the exhibitor a pro forma invoice and a contract for participating at the International Boat Show Internautica 2023 in Portorož from 18<sup>th</sup> to 22<sup>nd</sup> of MAY 2023.**

Exhibitor's Classification and Exhibition Program:    Manufacturer    Importer    Trader    Publisher  
Club/ association / society    Other type of business, please specify:

Exhibitor's full name:

Street & no.:

Postal code (zip code) and town:

Contact person (name and surname):

Telephone:

E-mail:

Account no.:

Bank:

Tax payer:            yes            no            VAT registration number:

Please mark if you will have direct selling at the fair:            yes            no

**3.\* EXHIBITION PROGRAM (describe your main program, which will be presented at the boat show):**

**4.\* LIST OF TRADEMARKS officially represented by the Exhibitor at the fair:**

Trademark	Country	Exhibits
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**5.\* LIST OF BOATS exhibited at the fair:**

Manufacturer	Type	Motor/Sail boat	Length overall m/ft	Breadth m/ft	Draft m/ft
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ORDER: The above mentioned Exhibitor hereby irrevocably orders and undertakes to pay the following services in accordance with Art. 5 of this contract as found in the Contract Terms.

## WE ORDER

### 1. UNEQUIPPED SHELTERED EXHIBITION SPACE

	PRICE EUR/m <sup>2</sup>	LENGTH m	WIDTH m	TOTAL AREA m <sup>2</sup>	TOTAL
a) aligned (one side open) min. 12m <sup>2</sup>	40,00				
b) corner (two sides open) min. 20m <sup>2</sup>	50,00				
c) isle (four sides open) min. 100m <sup>2</sup>	60,00				

### 2. OPEN AIR EXHIBITION SPACE

	PRICE EUR/m <sup>2</sup>	LENGTH m	WIDTH m	TOTAL AREA m <sup>2</sup>	TOTAL
a) exhibition space without tent min. 12m <sup>2</sup>	30,00				
b) exhibition space (four sides open) min. 50m <sup>2</sup>	40,00				

### 3. OPEN AIR EXHIBITION SPACE WITH TENT

	PRICE EUR
exhibition space with 4x4 m tent / wooden floor, floor lining, 4 chairs, counter	1.400,00

### 4. EXHIBITION SITE BY THE SEA (berth): berth, tent (4x4) with floor, floor lining, table, 4 chairs and counter

	PRICE EUR		LENGTH m	WIDTH m	QUANTITY	TOTAL
	without tent	with tent				
a) up to 18 m berth	2.800,00	3.200,00	18	5		
b) up to 16 m berth	2.300,00	2.700,00	16	4,5		
c) up to 14 m berth	1.900,00	2.200,00	14	4		
d) up to 12 m berth	1.500,00	2.000,00	12	3,5		
e) up to 10 m berth	1.300,00	1.800,00	10	3		
f) up to 8 m berth	1.100,00	1.550,00	8	2,5		
g) up to 7 m berth	900,00	1.400,00	7	2,5		
h) up to 6 m berth	850,00	1.250,00	6	2		

### 5. ADDITIONAL BERTHS

Cost of additional berth is 30,00 EUR/m<sup>2</sup> depending on length and width of boat

**Additional equipment to be ordered according to enclosure?**      **yes**      **no**

**Specify name, cell no regarding your equipment-installer:**

- Exhibitor ordering no basic arrangements shall install the peripheral walls and the floor carpet for his exhibition space at own cost. Exhibit give us the name and address of the executor whose business technical relations with the boat show organiser have to be arranged before opening. For technical management, the organiser will charge 5,80 EUR/m<sup>2</sup> as a substitute for use of energy, parking, cleaning etc. during assembly/disassembly.
- **Application fee for each applicant amounts to 150,00 EUR.**
- **Costs of the obligatory listing of the Exhibitor and his exhibition program in the boat show Catalogue amounts to 50,00 EUR for a maximum of 50 words. The costs for each further principal represented by the Exhibitor amounts to 30,00 EUR for a maximum of 30 words.**
- Exhibition space rates include Exhibitor's fair passes.
- Prices are set in EUR and do not include compulsory value added tax.
- Boat show organiser reserves the right to revise the prices by applying the clause of "altered circumstances influence": in the case of circumstance that could not have been foreseen when fixing the prices (Article 112 of the Contractual and Non-contractual Obligation Act).

\*Organizer reserves the right to use specified data in the exhibition catalogue! Value added TAX is not included in the prices.

# ORDER FOR INSTALLATION CONNECTIONS

## POWER SUPPLY AND CONSUMPTION

power supply (220V/10A) 1,5 kW	90,00 EUR	water supply	150,00 EUR
power supply (220V/16A) 3 kW	150,00 EUR	internet line (no time limit)	F.O.A.
power supply (380V/16A) 5 kW	250,00 EUR		

Additional equipment to be ordered according to enclosure.

# ORDER FOR FAIR TICKETS AND SERVICES

## 1. TICKETS

AREA	BERTHS	TICKETS
m <sup>2</sup>		pieces
10 to 20	1	3
21 to 30	2	4
31 to 50	3	5
51 to 70	4	6
71 to 100	5	7
over 100	6 or more	9

### ADDITIONAL PERMANENT TICKETS

Price 50,00 EUR per ticket

Number of tickets

### RESERVED PARKING SPACE

Price 60,00 EUR/ticket during the boat show

Number of lots

WE NEED DAILY TICKETS FOR OUR BUSINESS PARTNERS. FOR QUANTITIES OVER 20 TICKETS A 20% DISCOUNT IS GRANTED.

## 2.SPECIAL SERVICES

SPECIAL SERVICES	PRICE EUR	QUANTITY	TOTAL
HOSTESS speaking foreign language/s EN DE IT RU	150,00/day		
CLEANING of exhibition booth during fair	5,00/m <sup>2</sup>		
CONFERENCE ROOM (up to 20 persons)-preferred date	150,00/h	time:	
PRESENTATION STAGE on fair grounds	150,00/h		

The prices are fixed in EUR. Payment to be effected immediately upon service execution. The prices do not include the compulsory value added tax.

## 3.OTHER SERVICES

Ornament plants	Forwarding services & costs	Video services
Catering services (welcome party)	Storage / Warehousing	Photographic services
Technical security	Reservation of accomodation (hotels, etc.)	Use of crane or fork-lift

Services ordered under section 3 shall be paid to the executor immediately upon execution.

## IMPORTANT!

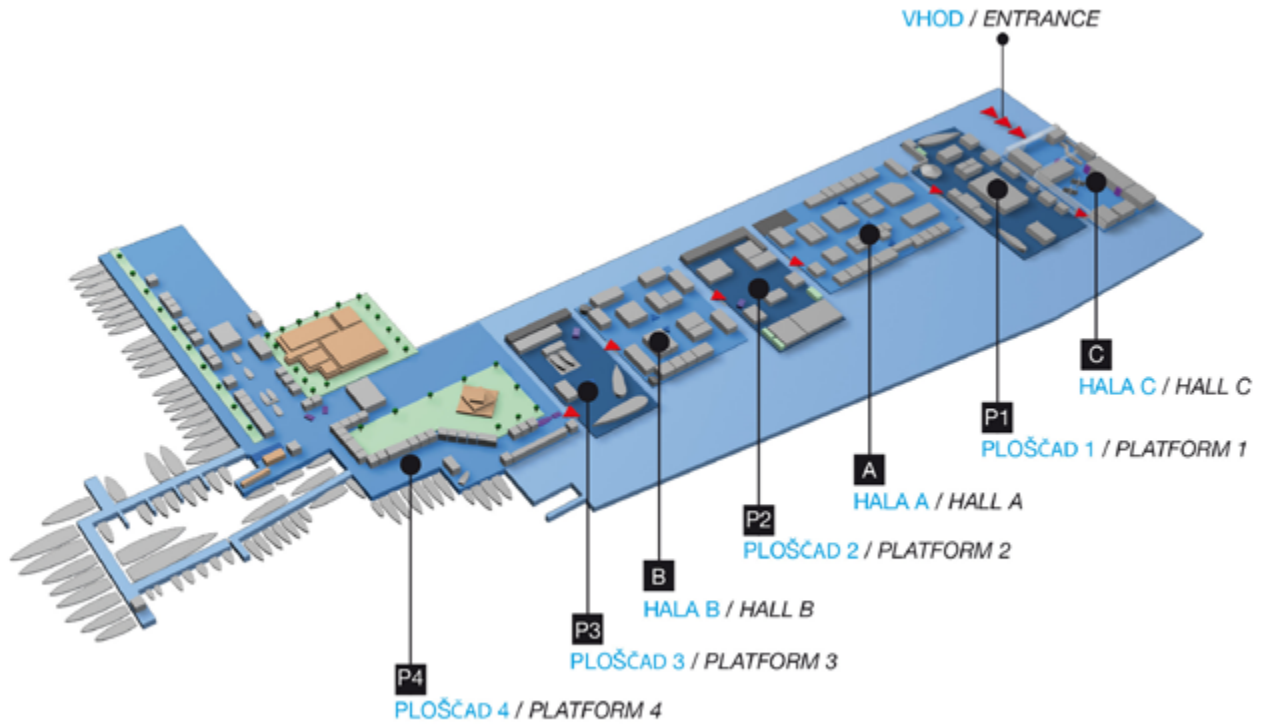
- Exhibitor shall announce to ORGANIZER the arrival of exhibits (special transport or similar), arriving either by land or by sea, 15 days before the date of arrival.
- Last date for the arrival of Exhibitors' vessels is 5 days before the opening of the exhibition if arriving by land and 3 days by sea.
- Exhibitors have to leave the fair grounds (land and sea) 3 days after the boat show closing .
- Terms and conditions printed on the last page of this application form constitute an integral part of the contract.
- Exhibitor wishing to participate at this boat show should send to ORGANIZER the completed application form, containing relevant data.

**INCOMPLETE APPLICATION FORMS WILL NOT BE ACCEPTED!** ORGANIZER shall confirm the acceptance of each application.

- Upon issuing a pro forma invoice or invoice, the contract will become binding for both contract parties.
- It is welcome for the exhibitor to check the confirmation of their application, **by calling +386 1 56 55 126**, before arriving to the boat show.

\* Organizer reserves the right to use specified data in the exhibition catalogue! Value added TAX is not included in the prices.

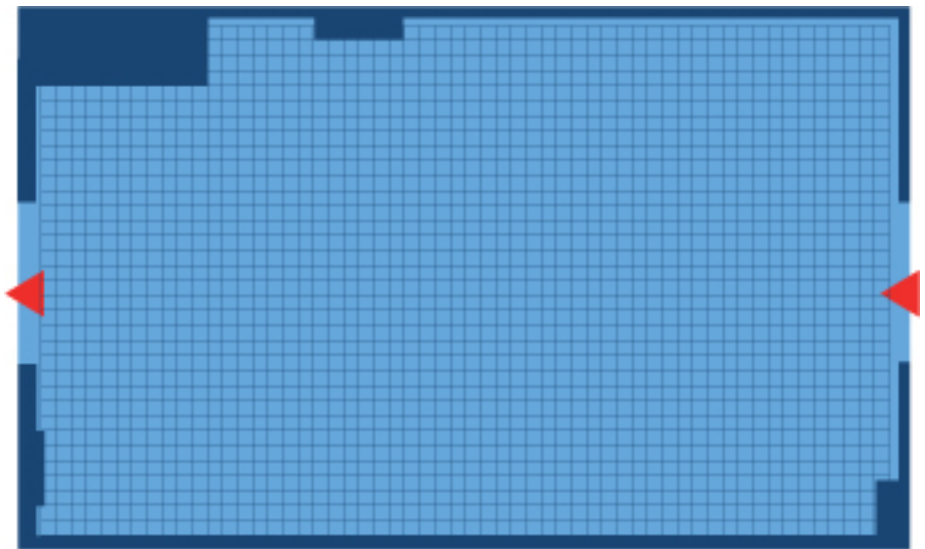
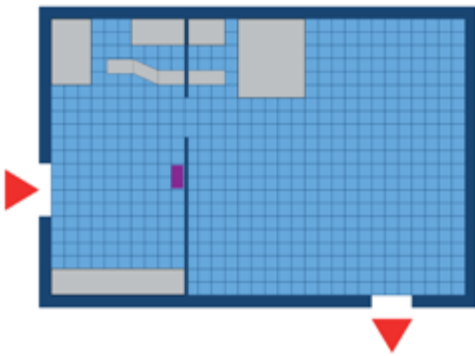
# EXHIBITION SITE LAYOUT



Please, mark the desired position \*

## HALL C

## HALL A



\*The organizer will provide the exhibitor with the desired position; however, in case of previous booking, the desired position will be replaced with the most suitable free one.

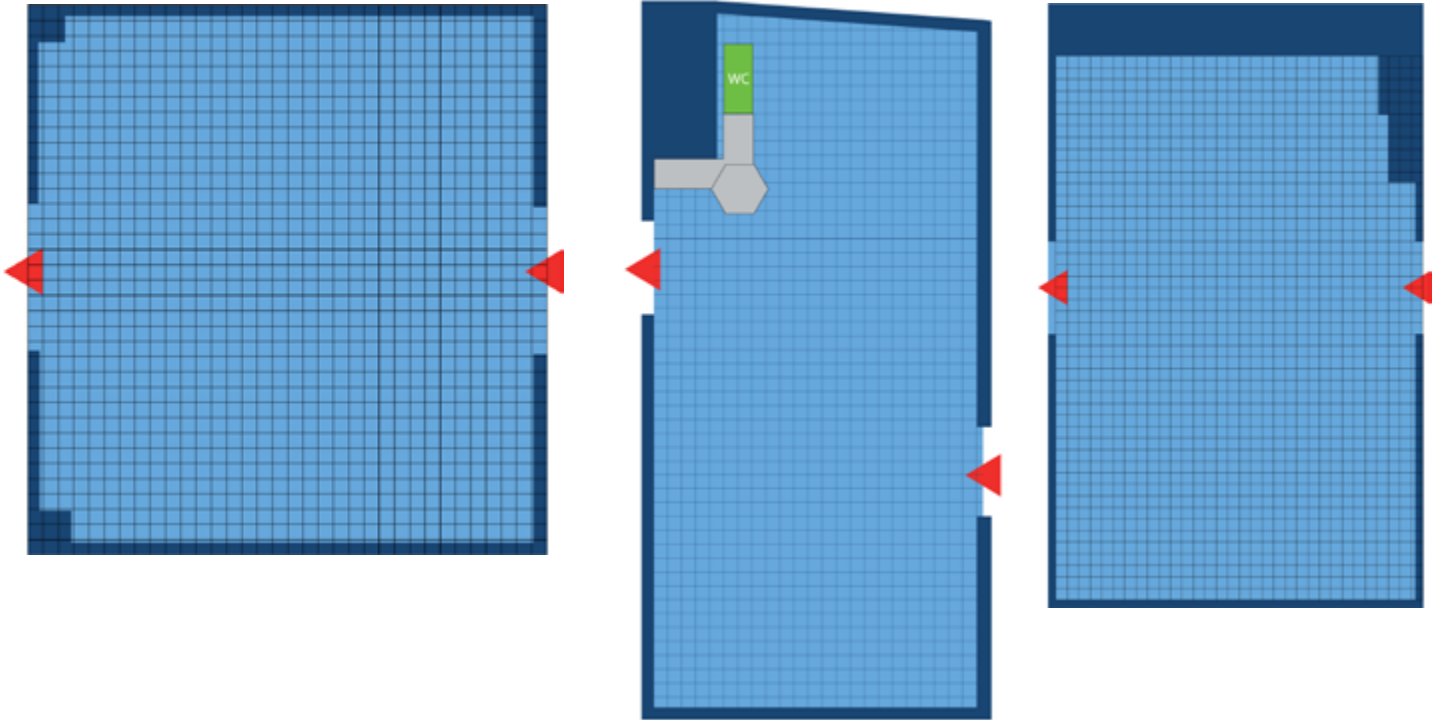
# EXHIBITION SITE LAYOUT

Please, mark the desired position \*

HALL B

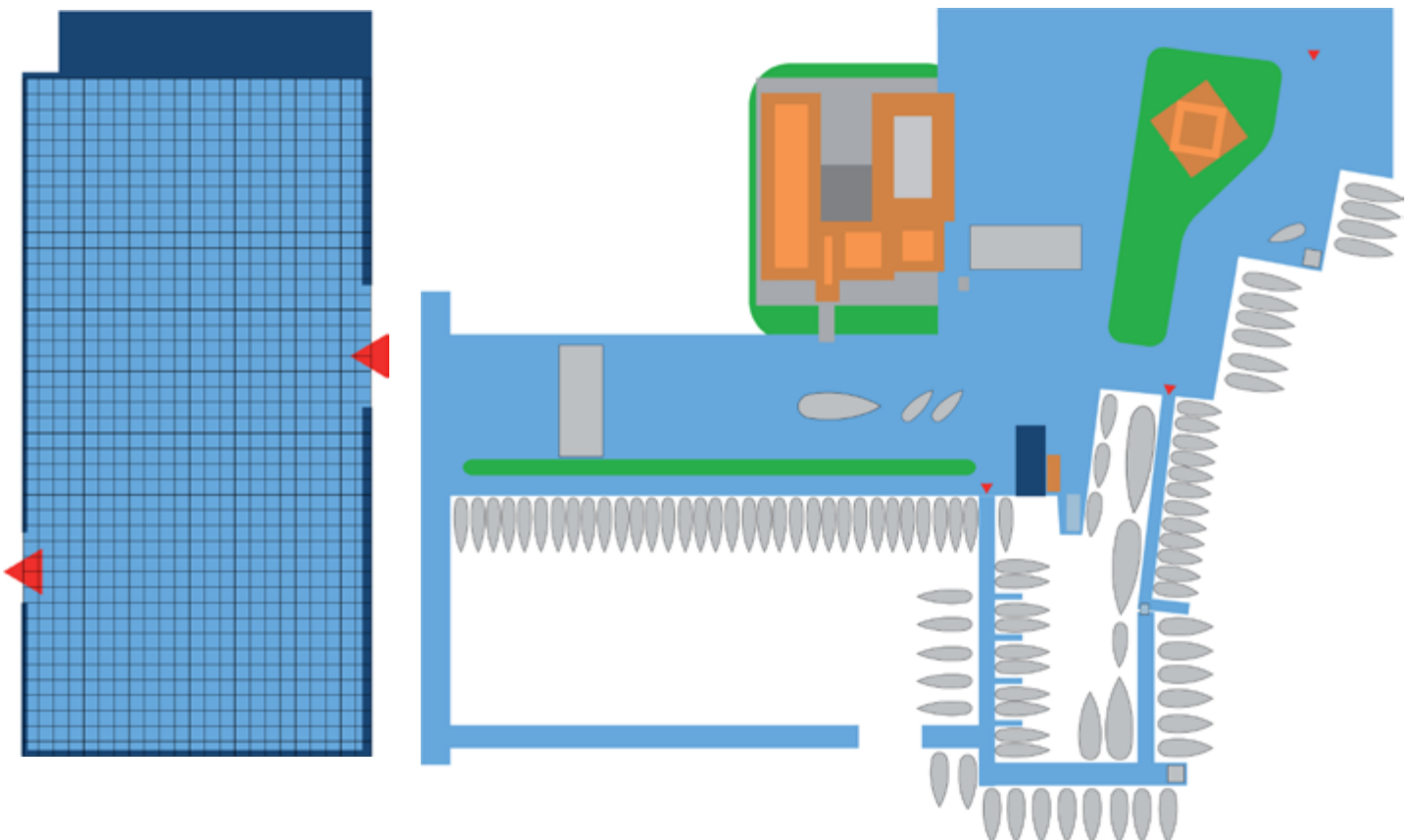
PLATFORM 1

PLATFORM 2



PLATFORM 3

SEA/ PLATFORM 4



\*The organizer will provide the exhibitor with the desired position; however, in case of previous booking, the desired position will be replaced with the most suitable free one.



# GENERAL CONTRACT TERMS AND CONDITIONS

## 1. General Provisions

Application sent by Exhibitor is binding and irrevocable. ORGANIZER shall not accept incomplete applications, applications missing data, signature and/or Company seal (stamp). ORGANIZER hereby also reserves the right to decide upon admission of Exhibitor or of exhibits to the fair at its own discretion. Prices applying to exhibition spaces, connections, equipment and other services are stated in the application form. Information regarding the exhibition program constitutes a condition for the participation of the Exhibitor at the fair. The Exhibitor may exhibit only items shown in the application. The Exhibitor is bound to respect the deadlines specified according to this contract. In case any circumstances would occur that are not regulated by these terms and conditions, the general regulations, business practice and trade rules shall apply.

## 2. Exhibition Space

Foreign and domestic Exhibitors may participate in the fair, provided that the exhibits are pertinent to the theme of the event, that the exhibits do not represent a hazard neither to other Exhibitors nor to other items and equipment on the fair grounds, and that the exhibits are in no other way contrary to regulations. The commercial Agents and Importers may exhibit the items pertaining to the represented Companies. ORGANIZER shall decide upon allocation of exhibition space, by taking into account the best interest of the fair and the technical possibilities. In allocating the exhibition space ORGANIZER reserves the right to a derogation of 30% less or 10% more with respect to the original order. The smallest exhibition space that can be ordered by the Exhibitor is 12 m<sup>2</sup>. Each modification of the allocated exhibition space has to be confirmed by ORGANIZER after receipt of a relative written request. ORGANIZER can move or close the exhibition halls entrances or exits, as well as, in case proven necessary, carry out other modifications regarding the exhibition space. ORGANIZER shall decide upon these measures to the best interest of the fair events. The Exhibitor is not allowed to transfer the exhibition space or part of the exhibition space to a third party without the prior written consent of the organizer. On the basis of the consent, the exhibitor is obliged to provide the information about the participants and their exhibition programme to the organizer, 60 days before the start of the fair. In case the demand for a certain type of exhibition site exceeds the exhibition space at disposal, ORGANIZER shall allocate the desired space type to the Exhibitors ordering a larger area of exhibition space. Before reaching this decision regarding exhibition space allocation, ORGANIZER shall inform about the situation in writing all Exhibitors having interest for such space type. The Exhibitor must be present at his exhibition space during the fair opening hours. ORGANIZER also reserves the right to choose the materials necessary to carry out the orders regarding equipment and connections in the exhibition space unless agreed otherwise.

## 3. Catalogue

The application form contains also an obligatory entry for the Fair Catalogue. The information supplied in the application form and contract shall also be valid as catalogue entry information. There is also a possibility to publish additional texts agreed upon with the ORGANIZER. If the data supplied in the application form is incomplete, only the general data regarding the Exhibitor will be published in the catalogue supplement. ORGANIZER shall be entitled to correct or reject the additional text for obligatory entry in the catalogue. ORGANIZER reserves the right to allocate the catalogue pages for commercials at its own discretion, provided that the page allocation has not been previously agreed upon in writing.

## 4. Exhibitor's cancellation of Application

In case the Exhibitor cancels the application already sent or accepted constituting this contract, they will be obliged to pay 40% of the price applying to the ordered exhibition space, if the cancellation is presented more than 30 days prior to the fair opening, 100% of the price applying to the ordered exhibition space if the cancellation is presented less than 30 days prior to fair opening. In case of cancellation relating to ordered equipment, connections or other services, ORGANIZER is entitled to a cancellation fee amounting to 15% of the order value. If the cancellation is given less than seven days before fair opening, the cancellation fee amounts to 70%. In both cases the cancellation fee is agreed as a lump sum damages reimbursement.

## 5. Prices and Payments

The prices of exhibition spaces, equipment, connections, publicity services and entrance tickets, as well as other services, are defined in the application form. Beside the services ordered, the Exhibitor shall pay the application fee and the obligatory entry for Fair Catalogue as stated in the price list. For orders regarding technical connections and remaining equipment which are not ordered latest 21 days before fair opening, the prices shall be increased by 50%. ORGANIZER shall carry out the delayed order only if, according to their judgment, such execution of order is feasible as to technical and time limit requirements. The prices are set in EUR and apply for the fair term. The prices do not include compulsory value added tax. The Exhibitor undertakes to pay the amounts due within 15 days after receipt of the preliminary estimate and latest until application term deadline. The taxes are paid by the Exhibitor. After the signed application has been transmitted to ORGANIZER, the Exhibitor shall receive a preliminary estimate and same should be paid in full and without any deduction within the term stated in the estimate. The settlement of estimate in due time is the condition for allocation of exhibition space. In case of an order for advertising/publicity and other services being cancelled, ORGANIZER shall be entitled to a cancellation fee in the amount of the effectively incurred expenses. The Exhibitor shall receive the preliminary estimate for all necessary services regarding equipment, connections and/or other services ordered after application term deadline or during the fair term. The services so ordered shall be rendered after payment of said estimate.

## 6. Cancellation of Exhibition Space Allocation

ORGANIZER is entitled to withdraw from the contract: - if while submitting this application form any proceedings for composition, bankruptcy or liquidation have been instituted against the Exhibitor, - if ORGANIZER claims outstanding debts from the Exhibitor due from other transactions, - if the items that should be exhibited at the fair do not suit the fair theme, or if they do not comply with the technical rules for safety, or if they do not otherwise conform with the law, and the Exhibitor does not provide a remedy to such defaults within the given time limit. The services relative to the supply of equipment and the execution of connections shall not be rendered to the accepted Exhibitor: - if the Exhibitor placing the order does not effect the payment in due time, - if the Exhibitor's requirements are contrary to the technical and safety rules applying to works on fairs and exhibitions.

## 7. Term and Venue

Venue If the event does not take place for reasons not attributable to ORGANIZER's responsibility (force majeure, strikes and other reasons), ORGANIZER shall be entitled to request the Exhibitor to pay 25% of the exhibition space price. ORGANIZER shall not be entitled to such a payment, if the event does not take place for reasons attributable to ORGANIZER's own responsibility.

## 8. Technical Conditions

The Exhibitors should submit to ORGANIZER the layout drawings (projects) relative to installation and equipment of their exhibition spaces at least 21 days prior to fair opening. These layout drawings (projects) must be confirmed by ORGANIZER before the assembling commences. The Exhibitor ordering equipment and connections should submit in due time all technical requirements necessary for putting up the exhibition space, or for preparation of

technical connections/attachments, as well as the special requirements for additional equipment and services. When placing the relative orders it is necessary to comply with all current regulations relative to: fire prevention, safety at work and rules of the house, respectively rules of the fair.

## 9. Acceptance

(Taking Over) Conditions The acceptance of the ordered equipment and connections shall be performed by the Exhibitor and ORGANIZER within the following time limits:

- for the exhibition site 12 hrs before the opening of the event at the latest,
- for the power of water supply 2 hrs before the event at the latest,
- by the time of the fair opening for additional orders and services ordered and paid 24 hrs before that time. The Exhibitor who hasn't accepted the realized order shall not be entitled to raise a claim for the executed service, if the same has been realized in compliance with the order.

## 10. Exhibitor's Passes

The Exhibitor shall be entitled to receive free of charge fair passes for the staff that will work on exhibitors exhibition space (permanent exhibitor's passes) according to distribution scheme. In case of improper (transfer, sale) use of the passes (permanent exhibitor's passes) the ORGANIZER reserves the right to withdraw them.

## 11. Assembling, Dismantling, Maintenance

The assembling and dismantling operations should be registered in advance. The assembling and dismantling terms indicated in the information for Exhibitors must be accurately observed. The Exhibitor or his Contractor should start putting up the stand and equipment by 12.00 hrs on the day preceding fair opening at the latest. If the allocated exhibition space will not be occupied until that time, and the relative written notice is missing, ORGANIZER reserves the right to dispose of that exhibition space from that moment onwards without giving any explanation, whereby ORGANIZER shall charge to the Exhibitor the complete price for the exhibition space. The installation assembling works should be completed until 18.00 hrs on the last day scheduled for assembling at the latest. If the installation/assembling term isn't met, ORGANIZER shall be entitled to charge to the Exhibitor the expenses thus incurred. If the Exhibitor will fail to meet the assembling term deadline, ORGANIZER shall be entitled to clear up the exhibition space at risk and expenses of the Exhibitor. After completion of dismantling works the Exhibitor should turn over the exhibition space in same condition as received. Otherwise the Exhibitor should refund ORGANIZER for all damages incurred. When putting up and equipping the exhibition spaces when assembling and dismantling the stand and its equipment, the Exhibitor or his Contractor shall above all comply with:

- fire prevention regulations,
- other technical regulations and standards,
- all current regulations relative to safety at work,
- general conditions applying to fair grounds.

The Exhibitor must not remove the exhibits from exhibition site prior to fair closing date. The Exhibitor is allowed to leave before hand the exhibition site only upon written approval of ORGANIZER. ORGANIZER undertakes to provide current maintenance and repairs for defects on the leased equipment and materials.

## 12. Liability and Insurance

ORGANIZER shall not be liable for damages, loss or alienation of Exhibitor's or his Contractor's property (exhibits, equipment and other items) incurred due to theft, fire, accident or any other reason. The Exhibitor shall insure at his expenses the exhibits and other equipment at exhibition site. The Exhibitor shall also safeguard the leased equipment and material. The Exhibitor shall have full substantial liability for any damages or loss occurred. The Exhibitor shall also be liable for damages caused by unsuitable handling of leased equipment, material and connections. The Exhibitor shall be liable for damages or accidents caused either by himself, his staff or his guests, to ORGANIZER or to third parties at the exhibition site. ORGANIZER shall not undertake any guarantee for the vehicles left on the fair grounds by the Exhibitors, their employees or their appointed Representatives or their Contractors. ORGANIZER shall accept no liability for any incomplete or incorrect orders (forms). ORGANIZER shall charge all corrections and additional interventions caused by incomplete orders. ORGANIZER shall allow no modifications of constructions, installations or equipment without ORGANIZER's approval.

## 13. Presentations

The Exhibitor must obtain ORGANIZER's written permission for all presentations to be carried out on the allocated exhibition site. ORGANIZER shall decide upon issuing of a written permit after all relevant documents, issued by competent Administrative Authorities and mentioning the Exhibitor's presentations, shall be submitted to ORGANIZER. ORGANIZER is entitled to limit or prohibit the presentations, even after the relative written permit has already been issued, if such presentations would cause noise, dirt, dust, escape of gases or if they would in any other way impede the course of exhibition events. The presentations can be carried out exclusively on the Exhibitor's allocated exhibition site.

## 14. Photographs and Drawings

ORGANIZER shall be entitled to make photographs, drawings or film or video records of exhibition spaces and exhibits, and to use the material for its own needs or for general use. The Exhibitor shall waive all objections connected to copyright title. It shall not be permitted to photograph the exhibition space or to make drawings or video/film records of same without the ORGANIZER's approval, the exception being made only for Exhibitor's own exhibition space.

## 15. Cleaning of Exhibition Pavillion

ORGANIZER shall take care of the cleaning of the exhibitions grounds and passages in the halls. Each Exhibitor shall provide cleaning of his own exhibition space. Upon Exhibitor's order the Companies appointed by ORGANIZER can take over the cleaning of the exhibition space and charge relative costs to the Exhibitor.

## 16. Lien

ORGANIZER shall have the lien and retention right to all goods brought to the exhibition site (exhibits, equipment and other items) which pertain to the Exhibitor for all Exhibitor's outstanding debts. The goods so retained shall be stored on Exhibitor's risks and expenses. If the Exhibitor will not settle the outstanding debts within 30 days after fair closing date, ORGANIZER shall be entitled to sell the retained goods and to settle the outstanding amounts and other expenses from the sale proceeds, remitting the possible difference to the Exhibitor within 15 days of sale date.

## 17. Direct Selling

The Exhibitor shall apply to ORGANIZER for a special permit in case direct selling on the exhibition grounds shall take place. The sale of goods and services must be effected in accordance with current regulations, including all necessary approvals and permits relative to side-sell.

## 18. Settlement of Disputes

ORGANIZER and the Exhibitor shall settle all disputes by mutual consent. If such settlement isn't reached, the dispute shall be submitted to the Court in Ljubljana.

**Internautica 2023 International Boat Show is organized by Studio37 d.o.o.**

**Date:**

**Exhibitor's signature and stamp:**