

INDEX CARD No	HALL/STAND	REFERENCE No	DATE

28th INTERNATIONAL TOURISM EXHIBITION
THURSDAY 22 - SUNDAY 25 NOVEMBER • THESSALONIKI-GREECE

IN ORDER TO HAVE YOUR COMPANY'S CONTACT DETAILS PUBLISHED TO THE EXHIBITORS' CATALOGUE THE FORM MUST BE RETURNED NO LATER THAN OCTOBER 15, 2012.

APPLICATION FOR PARTICIPATION

Company title _____

Address _____ Postal Code _____

City _____ Country _____

Tel. _____ Fax _____ Vat Registration Number _____

Web site _____ Email _____

Person responsible for the participation _____ Mobile _____

PLEASE SPECIFY HOW YOUR TITLE SHOULD APPEAR

IN THE EXHIBITORS CATALOGUE

ON YOUR STAND NAME BOARD (Only if you have Type No 2)

PLEASE MARK (X) THE CATEGORIES OF YOUR EXHIBITS IN THE LIST OF EXHIBITS

DISCOUNTS

- From 48 - 96 sq.m discount 10%
- From 97 - 192 sq.m. discount 15%
- From 193 sq.m. and over discount 20%

The discounts are valid only in Type 1

TYPES OF STAND

TYPE No1 / WITHOUT EQUIPMENT. Stand marked out on the floor, general cleaning charges.

TYPE No 2/SHELL SCHEME. It includes surrounding stand partitions, facade with a signboard with the company name, the number of the stand, fitted carpet, general cleaning service, 1 desk, 1 small table, 3 chairs & ten electric spotlights/12 sq. m., one socket/12 sq. m., electric power consumption.

Electric supply and connection IS NOT INCLUDED IN TYPE1.
COST: 26.50€/kw

CIRCLE THE STAND TYPE YOU HAVE CHOSEN 1 2 THE MINIMUM STAND YOU CAN OCCUPY IS 12sq.m. ONE SIDE OPEN

TECHNICAL SERVICES To occupy the stand we will need WATER - DRAINAGE

PRICE LIST OF RENDED SPACE

	TYPE / 1	€/ Sq.M.	TOTAL Sq.M.	TOTAL €
COVERED AREA	ONE SIDE / TWO SIDES	90.00		
	THREE SIDES / FOUR SIDES	110.00		
OPEN AIR SPACE		51.00		
DISCOUNT				
SUB TOTAL AFTER DISCOUNT				
TYPE 2 / SHELL SCHEME		22.00		
REGISTRATION FEE FOR EXHIBITOR				130.00
INFODESK WITH TWO STOOLS				490.00
FULL PAGE ADVERTISEMENT TO THE EXHIBITORS CATALOGUE				350.00
TOTAL				
V.A.T. 23%				
GRAND TOTAL				

PERSON RESPONSIBLE FOR THE HOSTED BUYERS PROGRAMME

NAME _____

JOB TITLE _____

MOBILE _____

FAX _____

E-MAIL _____

REPRESENTATIVE IN GREECE

NAME _____

ADDRESS _____

P.CODE/CITY _____

COUNTRY _____

TELEPHONE _____

FAX _____

E-MAIL _____

TERMS OF PAYMENT

APPLICATIONS SHOULD BE ACCOMPANIED BY THE FULL PAYMENT OF THE GRAND TOTAL, SOON AFTER THE RECEIPT OF THE PROFORMA INVOICE. COPY OF THE BANK TRANSFER SHOULD BE FAXED TO THE SECRETARIAT. PAYMENT MAY BE MADE BY BANK TRANSFER TO ONE OF THE FOLLOWING ACCOUNTS OF HELEXPO.

NATIONAL BANK OF GREECE: 223/470400-28
IBAN GR 79 0110 2230 0000 2234 7040 028

COMMERCIAL BANK OF GREECE: 84114359
IBAN GR 47 0120 4120 0000 0008 4114 359

ALPHA CREDIT BANK: 707/00/2320000394
IBAN GR 74 0140 7070 7070 0232 0000 394

PIRAEUS BANK: 5202-009128-859
IBAN GR 80 0172 2020 0052 0200 9128 859

PAVILION STAND

Our signature confirms the acceptance of all terms and conditions of the REGULATIONS OF PARTICIPATION in PHILOXENIA 2012.

(signature/seal)

DATE _____



INDEX CARD No	HALL/STAND	REFERENCE No	DATE

COMPANY NAME _____

CO EXHIBITORS

1

COMPANY NAME _____

ADDRESS _____

P. CODE/CITY _____

COUNTRY _____

TEL. _____

FAX _____

E-MAIL _____

EXHIBITS (codes) _____

2

COMPANY NAME _____

ADDRESS _____

P. CODE/CITY _____

COUNTRY _____

TEL. _____

FAX _____

E-MAIL _____

EXHIBITS (codes) _____

3

COMPANY NAME _____

ADDRESS _____

P. CODE/CITY _____

COUNTRY _____

TEL. _____

FAX _____

E-MAIL _____

EXHIBITS (codes) _____

4

COMPANY NAME _____

ADDRESS _____

P. CODE/CITY _____

COUNTRY _____

TEL. _____

FAX _____

E-MAIL _____

EXHIBITS (codes) _____

5

COMPANY NAME _____

ADDRESS _____

P. CODE/CITY _____

COUNTRY _____

TEL. _____

FAX _____

E-MAIL _____

EXHIBITS (codes) _____

6

COMPANY NAME _____

ADDRESS _____

P. CODE/CITY _____

COUNTRY _____

TEL. _____

FAX _____

E-MAIL _____

EXHIBITS (codes) _____



EXHIBITS

NAME OF THE EXHIBITOR

PLEASE MARK (X) THE CATEGORY YOUR EXHIBITS BELONG TO

- | | |
|---|---|
| 370.000.000 <input type="checkbox"/> REAL ESTATE | 400.302.007 <input type="checkbox"/> CLUB MEDITERRANES |
| | 400.302.008 <input type="checkbox"/> Nautical Clubs |
| 370.100.000 <input type="checkbox"/> DEVELOPMENT AND FINANCING COMPANIES | 400.400.000 <input type="checkbox"/> TRAVEL AGENCIES |
| 370.101.000 <input type="checkbox"/> DEVELOPMENT COMPANIES | 400.401.000 <input type="checkbox"/> TOUR OPERATORS |
| 400.100.000 <input type="checkbox"/> TOURISM SECTORS - TOURISM DESTINATIONS - TOURISM SIGHTSEEING | 400.402.000 <input type="checkbox"/> TRAVEL AGENCIES GENERAL TOURISM |
| 400.101.000 <input type="checkbox"/> TOURISM SECTORS | 400.403.000 <input type="checkbox"/> ALTERNATIVE TRAVEL AGENCIES |
| 400.101.001 <input type="checkbox"/> Congress Tourism | 400.404.000 <input type="checkbox"/> PLEASURE BOAT CHARTERING AGENCIES |
| 400.101.002 <input type="checkbox"/> Thermal Spa Tourism | 400.405.000 <input type="checkbox"/> M.I.C.E. OPERATORS |
| 400.101.003 <input type="checkbox"/> Agrotourism | 400.406.000 <input type="checkbox"/> DESTINATION MARKETING CONSULTANTS (DMCs) |
| 400.101.004 <input type="checkbox"/> Wine Tourism | 400.500.000 <input type="checkbox"/> SERVICES |
| 400.101.005 <input type="checkbox"/> Gastronomical Tourism | 400.500.001 <input type="checkbox"/> Sector Associations |
| 400.101.006 <input type="checkbox"/> Religion Tourism | 450.000.000 <input type="checkbox"/> INFORMATION TECHNOLOGY |
| 400.101.007 <input type="checkbox"/> Spa & Thalassotherapy Resort | 450.100.000 <input type="checkbox"/> HARDWARE |
| 400.102.000 <input type="checkbox"/> TOURISM DESTINATIONS | 450.101.000 <input type="checkbox"/> Computers |
| 400.102.001 <input type="checkbox"/> State Tourism Organisations | 450.200.000 <input type="checkbox"/> Hardware and software production |
| 400.102.002 <input type="checkbox"/> Regional Tourism Organisations | 450.203.007 <input type="checkbox"/> Applications for hotel booking |
| 400.102.003 <input type="checkbox"/> Prefectural Tourism Organisations | 450.203.000 <input type="checkbox"/> SPECIAL HARDWARE AND SOFTWARE APPLICATIONS |
| 400.102.004 <input type="checkbox"/> Municipality Tourism Organisations | 450.203.008 <input type="checkbox"/> Real time internet & i-mode reservation system |
| 400.102.005 <input type="checkbox"/> Conference & Visit Bureau | 450.215.000 <input type="checkbox"/> MULTIMEDIA |
| 400.103.000 <input type="checkbox"/> SIGHTSEEING | 450.215.005 <input type="checkbox"/> Computer Games |
| 400.103.001 <input type="checkbox"/> Museums | 450.302.000 <input type="checkbox"/> INTERNET |
| 400.103.002 <input type="checkbox"/> Archeological Areas | 450.302.002 <input type="checkbox"/> Web Design |
| 400.103.003 <input type="checkbox"/> Caves | 450.302.005 <input type="checkbox"/> Bidirectional Satellite Services Internet and Wireless Internet Networks (WI-FI) |
| 400.103.004 <input type="checkbox"/> Sea-sports Companies | 450.401.014 <input type="checkbox"/> Digital Prints |
| 400.103.005 <input type="checkbox"/> Casino | 950.400.000 <input type="checkbox"/> PUBLICATIONS - PRESS |
| 400.150.000 <input type="checkbox"/> MISCELLANEOUS | 950.000.001 <input type="checkbox"/> Financial Press |
| 400.150.001 <input type="checkbox"/> Tourism Documentary Production | 950.000.002 <input type="checkbox"/> Daily Press |
| 400.150.002 <input type="checkbox"/> Telescopes-Mikrosopes-Binoculars | 950.000.003 <input type="checkbox"/> Weekly Press |
| 400.150.003 <input type="checkbox"/> Exchange Machines | 950.000.004 <input type="checkbox"/> Electronic Press |
| 400.200.000 <input type="checkbox"/> TRANSPORTS | 950.000.005 <input type="checkbox"/> Press clipping |
| 400.201.000 <input type="checkbox"/> AIR- TRANSPORTS | 950.400.001 <input type="checkbox"/> Year Calendars |
| 400.201.001 <input type="checkbox"/> Airlines Companies | 950.400.002 <input type="checkbox"/> Tourist guides |
| 400.201.002 <input type="checkbox"/> Air - Taxi | 950.400.003 <input type="checkbox"/> Tourist Magazines |
| 400.201.003 <input type="checkbox"/> Charter Services | 950.400.004 <input type="checkbox"/> Maps |
| 400.201.004 <input type="checkbox"/> G.S.A. for Airline Industries | 950.400.005 <input type="checkbox"/> Albums |
| 400.202.000 <input type="checkbox"/> GROUND TRANSPORTATION | 950.400.006 <input type="checkbox"/> Special publications,internet,e-commerce |
| 400.203.000 <input type="checkbox"/> SEA TRANSPORTATION | 950.400.007 <input type="checkbox"/> Internet tourist guides |
| 400.203.001 <input type="checkbox"/> Shipping companies | 955.000.000 <input type="checkbox"/> EDUCATION |
| 400.203.002 <input type="checkbox"/> Cruise companies | 955.400.000 <input type="checkbox"/> Education- Tourism educational services |
| 400.300.000 <input type="checkbox"/> TOURIST ENTERPRISES - CLUBS | 965.000.000 <input type="checkbox"/> CHAMBERS |
| 400.301.000 <input type="checkbox"/> ACCOMODATION | 965.000.006 <input type="checkbox"/> Chamber of hotels |
| 400.301.001 <input type="checkbox"/> Hotels | 970.000.000 <input type="checkbox"/> SERVICES-ORGANISATIONS-ASSOCIATIONS |
| 400.301.002 <input type="checkbox"/> Hostels | 970.015.000 <input type="checkbox"/> MINISTRIES |
| 400.301.003 <input type="checkbox"/> Camping | 970.016.000 <input type="checkbox"/> STATE PARTICIPATIONS |
| 400.301.004 <input type="checkbox"/> Nudist tourist centers | 973.000.000 <input type="checkbox"/> ADVERTISING COMPANIES |
| 400.301.005 <input type="checkbox"/> Ski Resorts | 973.000.001 <input type="checkbox"/> Advertising Items |
| 400.301.006 <input type="checkbox"/> Time Sharing | 985.000.000 <input type="checkbox"/> COMPANIES CONSULTANTS |
| 400.302.000 <input type="checkbox"/> CLUBS | |
| 400.302.001 <input type="checkbox"/> Excursion clubs | |
| 400.302.002 <input type="checkbox"/> Automobile Clubs | |
| 400.302.003 <input type="checkbox"/> Touring Clubs | |
| 400.302.004 <input type="checkbox"/> Air Clubs | |
| 400.302.005 <input type="checkbox"/> Golf Clubs | |
| 400.302.006 <input type="checkbox"/> Mountain Climbing Clubs | |

NOTE. PLEASE ADD ANY CATEGORIES OR SERVICES NOT INCLUDED IN THE LIST

PREAMBLE

HELEXPO S.A. is the state international exhibition, congress and cultural event organization of Greece. These Participation Regulations are approved by the HELEXPO S.A. Board of Directors.

The PHILOXENIA 2012 organized by HELEXPO S.A., Address: 154, Egnatia Street, 54636, Thessaloniki, Greece, at Thessaloniki International Exhibition and Congress Centre.

ARTICLE 1. AGREEMENT FRAMEWORK

With the submission of the signed participation application, the exhibitor recognizes and accepts all the rules of these Participation Regulations and the Technical Provision Form. All the rules define the legal framework of participation and govern the rental of an exhibition stand by the exhibitor, from HELEXPO S.A., as well as all technical matters during preparation, operation and taking down of the exhibition. Any deviation from the rules of these Regulations shall be undertaken following a written agreement between the two parties.

ARTICLE 2. PREPARATION – OPERATION –DISMANTLING

Exhibition Preparation Stage: Exhibition Preparation Stage: from 18/11/2012 until 21/11/2012 and opening hours: 08:00 - 22:00.

Further preparation days are available after a written request to this effect has been submitted by the exhibitor only if it is feasible and the following charges shall be made:

For the first day prior to the regular commencement of Exhibition Preparation: 200.00€/8hours (08:00-16:00) per exhibition stand and 20.00€ for every extra hour until 24:00 for all pavilions, except pavilions 13, 15 and 17, for which the amount charged will be 35.00€/hour for every exhibition stand.

For the second day prior to the regular commencement of Exhibition Preparation: 300.00€/8hours (08:00-16:00) per exhibition stand and 30.00€/hour for every extra hour until 24:00 for all pavilions, except 13, 15 and 17 for which the amount charged will be 85.00€/hour for every exhibition stand.

The charges above apply regardless of the use of heating or cooling systems.

All preparation works at exhibition stands must have been completed on the day prior to the opening of the exhibition.

Exhibition Operation Stage: from 22/11/2012 until 25/11/2012 and on: Weekdays and Saturday 11:00 - 20:00. On Sunday: 11:00 – 18:00.

Exhibition Taking-down Stage: from 26/11/2012 until 28/11/2012 and between 08:00 and 21:00.

ARTICLE 3. INVOICE, DISCOUNTS

As mentioned on the Application for Participation of PHILOXENIA 2012

MINIMUM AREAS
Minimum obligatory area within a pavilion: 12 m ²
Minimum obligatory space outdoors: 16 m ²

ARTICLE 4. RENTAL RULES

4.1 RENTAL AGREEMENT

Leasing the exhibition stand with or without a standardized layout is carried out following the submission of a completed participation application. The leasing agreement between the exhibitor and HELEXPO is valid as long as HELEXPO has sent the acceptance letter to the exhibitor. This letter is binding for both parties, even if it deviates from the participation application details, except if the exhibitor objects to this in writing within 2 weeks from the date the confirmation was received. Similarly, the exhibitor will not have the right to appeal if the stand is allocated in a different pavilion from the one requested or if special requirements or conditions are not met.

4.2 ELIGIBILITY

The exhibition addresses primarily producers, providers/suppliers, distributors, wholesalers and importers of products and services included in the participation application. Other possible participants in the exhibition – related to the object of the exhibition – include State Organisations or Civil Service Agencies or Non-Profit Organisations, which would like to have their work promoted, as well as publishing houses, whose publications concern issues related to the sectors promoted by the exhibition.

Products of the same type may be exclusively exhibited at one and the same stand. If an exhibitor has leased different exhibition stands, he/she must make sure that similar products are not being exhibited at more than one of them.

HELEXPO retains the inalienable right to select exhibitors based on the compatibility of their product range with product categories included at the exhibition.

Products that are incompatible with exhibition product categories will not be exhibited, unless they are found to be absolutely necessary to the presentation or operation of an exhibit.

4.3. CONCESSION – ALLOCATION OF STANDS

4.3.1. HELEXPO, at its discretion, and according to exhibit categories, determines the position and area of the exhibition stand provided depending on its stand disposal schedule.

4.3.2. HELEXPO, at its discretion, may provide the exhibitor with the exhibition stand requested or one covering a larger or smaller area, depending on the needs and conditions at any given time, as well as the type of exhibition stand. If a smaller or larger stand than the one requested is provided, a corresponding decrease or increase in rental cost ensues.

4.3.3. HELEXPO, at its discretion, is within its rights to reorganize exhibition stands, without giving the exhibitor a right of compensation due to said reorganization.

4.3.4. If, for any reason, the stand requested is not provided to the interested party, then the exhibitor's Participation Application is considered to have been irrevocably rejected by HELEXPO and the amounts paid as a deposit and for promotional rights are returned without any further proceedings. The rejection of the Participation Application does not give the interested party the right to any compensation from HELEXPO. After the final allocation of exhibition stands, HELEXPO informs the interested party in writing about the stand provided, as regards to its location and the area it covers. Exhibitors are urged to visit, within 15 days from receiving the notification, the stand provided on site, so that he/she can form a personal opinion before launching on the setup of the stand.

4.4 USE OF EXHIBITION STANDS, FORBIDDANCE OF RETAIL SALE, PIRACY

4.4.1. Exhibits may be on display only at the rented stand. They must be exhibited in such a manner as not to interfere with neighbouring exhibition stands visually or because of noise and obstruction of exhibition stands or corridors must be avoided. In cases of non-compliance, HELEXPO may, at its discretion, ban exhibits that interfere or obstruct. If the exhibitor does not comply HELEXPO has the right to remove said exhibits and evict the exhibitor from the stand without any liability.

4.4.2. Exhibition stands must include exhibits and be staffed for the duration of the exhibition opening hours. Exhibits must be new products, unless they are being used as supplements to other exhibits or for explanatory purposes.

4.4.3. Only products listed in the participation application may be exhibited. HELEXPO has the right to remove exhibits that do not comply with exhibition product categories or that deviate from the principles of exhibition competitiveness or violate the exhibition schedule or if proven that said exhibits violate third party intellectual rights /copyright.

4.4.4. If a court finds an exhibitor guilty of third party intellectual rights/ copyright violation, HELEXPO is entitled to forbidding the exhibitor from participating in current or future exhibition events and the exhibitor shall have no right of compensation for any reason whatsoever.

4.4.5. Exhibit price information may not be posted.

4.4.6. Direct or special sales to private parties or companies are strictly forbidden. Sale is defined as the exchange of products such as exhibits or samples from a commercial exhibition and/or services provided by the exhibitor to a third party against payment/fee charged. In such a situation as where a sale agreement is made during the exhibition, it may only be finalized after the completion of the exhibition event.

Book sales are governed by the legislation in force at any given time.

4.4.7. Exhibitors are allowed to carry out market research only within the stand they have leased.

4.5. CO-EXHIBITORS, INDIRECT EXHIBITORS, GROUP PARTICIPATION, OTHER PARTICIPANTS.

4.5.1. It is possible for various companies to share one exhibition stand on the condition that the main exhibitor has listed all said companies in the co-exhibitor participation application and after the application in question has been approved by HELEXPO.

4.5.2. Every company with its own staff and exhibits, that uses an exhibition stand leased from another exhibitor or organizer, must be listed as a co-exhibitor.

4.5.3. The cost of renting a stand for the participation of co-exhibitors is always invoiced in the name of the main exhibitor, except for the co-exhibitor's participation rights.

4.5.4. Co-exhibitors must also observe the Participation Regulations as these are applied. The main exhibitor is in charge of informing co-exhibitors about current and possible additional regulations and of securing the acceptance of potential obligations that might arise towards HELEXPO. HELEXPO reserves the right to communicate with co-exhibitors directly or through an authorized third party.

4.5.5. If an exhibitor does not provide or provides incomplete or incorrect information on the co-exhibitor participation application, HELEXPO will use its own judgment in calculating and charging the participation fees it considers necessary, had the co-exhibitor participation application been submitted correctly, and such fees must be paid in full by the exhibitor and co-exhibitors.

4.5.6. Indirect exhibitors are Companies the products/services of which are represented by an exhibitor and the trade names of the company and/or of their products/services appear at the exhibition stand. Indirect exhibitors must obligatorily be declared by completing the relevant application for listing an indirect exhibitor.

4.5.7. Participation by Official foreign State Agencies, as well as participation of Greek

or International representatives of production companies from Greece or abroad must be accompanied by the indirect exhibitor listing application for each of the companies represented.

4.5.8. It is possible for collective non-profit bodies (unions, associations, chambers of commerce, etc.) representing companies, to organize a group participation for their members. For a participation to be considered as group participation it must cover a minimum of 135 m² of net exhibition stand area and it must include 15 exhibitors. Companies participating in the group participation are considered co-exhibitors and are charged the appropriate fee.

4.5.9. Greek and International production company representatives from Greece and abroad may exhibit their products at the exhibition at the same time with all other authorized representatives as long as the production company in question has issued them with a written permission. If this is not the case, only representatives authorized by the production company are accepted.

4.5.10. Exhibitors may assign a third party to organize their participation in the exhibition. This may be carried out with a written statement appointing a representative and authorizing them in writing to represent the exhibitor and potential co-exhibitors in all issues related to the exhibition.

4.6. MANNER OF PAYMENT

Along with the Participation Application, whether it is submitted before or after the deadline, the interested party pays HELEXPO the full amount in advance for the use of its stand area and exhibitor promotion rights.

4.7. PROMOTION RIGHTS

The use of promotion rights is obligatory for exhibitors and co-exhibitors. The promotion right fee is paid to HELEXPO, since HELEXPO provides exhibitors and co-exhibitors with a range of services (promotional, advertising, entry into the Exhibitors' Catalogue, INTERNET posting, Afterexpomarket). The right for exhibitor promotion is paid by all, regardless of whether their company name is listed in the official Exhibitors' Catalogue or not.

4.8. RETURN OF DEPOSIT AND PROMOTION RIGHT FEE

If HELEXPO does not have available space this is made known to the interested party in writing and the amounts paid (deposit and promotion right fee) are returned to the payees without further ado.

4.9 PARTICIPATION ACCEPTANCE AND REJECTION

4.9.1. Every Participation Application submitted is accepted or rejected. If an Application received within the deadline is not accepted, an appropriate notification document is sent to the interested party.

4.9.2. Participation Applications submitted by HELEXPO debtors are accepted only once outstanding debts have been settled.

4.9.3. Participation Applications that contain terms, exemptions or limitations are rejected.

4.9.4. If the Participation application is rejected, the rejection is irrevocable and Helexpo S.A. is obliged to return the deposit and promotion right fee to the interested party without any further processing.

4.10 HELEXPO S.A. RIGHTS

HELEXPO reserves the right to postpone or temporarily shut down, partially or completely, or to cancel in its entirety the scheduled exhibition event for a justified reason, such as labour disputes or events beyond its control.

HELEXPO will use fair judgment for the cancellation of an exhibition that seems to be unprofitable while taking into account exhibitors' interests. Mutual obligations of contributing parties are made null in the case of such a cancellation. No claim to compensation or damages may be made due to said cancelation or postponement, while HELEXPO will return any payments it has received from exhibitors for services that have not been provided until that point in time.

In the case of a full or partial postponement of the trade exhibition, the agreement will be considered valid for the event's new dates and duration, unless the exhibitor files an objection in writing within a period of two weeks from his/her notification about the change. The exhibitor will not have the right to decrease the rental amount agreed on.

4.11 PARTICIPATION CANCELLATION

4.11.1. HELEXPO may, at its discretion, accept a request in writing submitted by an exhibitor for partial or full cancellation of his/her participation in the exhibition, following the submittal of his/her participation application. However, the exhibitor remains responsible for the payment of the promotional right fee and the standing cancellation fee. The amount to be paid is shown in the charges' table below, which is based on the following data:

- The time at which HELEXPO received the written notification from the exhibitor regarding the exhibition participation cancellation.
- The foreseen participation compensation that would be owed for the correspondingly

committed or leased exhibition stand, based on the basic rent, additional charges for the facades of the exhibition stand and/or standardised structure, as stipulated in Article 3 of these Regulations.

TIME OF EXHIBITION PARTICIPATION CANCELLATION	CHARGE
30 to 1 calendar days prior to the exhibition opening date	Withholding of promotion right fee and the entire participation fee
60 to 31 calendar days prior to the exhibition opening date	Withholding of promotion right fee and the deposit
61 or more days prior to the exhibition opening date	Withholding of promotion right fee

The charges above stand regardless of whether the exhibitor's stand is conceded to another exhibitor, and the amount payable according to the charges above becomes due immediately.

4.12. COLLECTION – STAND AREA MEASUREMENT - OPENING

4.12.1. If the Exhibitor asks for a change of venue from Type 2 (standardised structure and floor trace) to a T1 (floor trace without structure) within a time period shorter than 5 days prior to the opening of the exhibition event, s/he must pay the venue use compensation and shall be charged with the amount mentioned in the standing Service and Equipment Provision Document.

4.12.2. When receiving his/her stand the exhibitor shall present HELEXPO the documentation and layout plan informing him/her that "he was accepted as an exhibitor and has received the stand". If during stand delivery the exhibitor is not present but one of his employees or representatives is, then that party (the employee or representative) must have with them written authorization from the exhibitor through which to prove the right to receive the stand. Any minor differences in stand dimensions in relation to the initial stand plan sent to the exhibitor will be resolved on the spot, upon delivery or during the operation of the exhibition. If there is a technical fault or an emergency, due to the organizer, the exhibitor will be informed accordingly. Details on the delivery and acceptance of stands (opening hours' schedule) will be provided by the appropriate HELEXPO bureau and the exhibitor is obliged to comply with HELEXPO's written instructions.

4.12.3. Exhibition stands not received by the exhibitor by the opening of the Exhibition are considered free and HELEXPO may concede them to another exhibitor. Non-collection of the stand by the exhibitor is considered a cancellation and the regulations of Article 4.11 are applied in regard to it.

4.12.4. The final measurement of the exhibiting stand area accepted and occupied by the exhibitor is carried out by HELEXPO on the spot and during operation. The exhibitor is informed immediately and in writing through an invoice regarding the results of the final measurements and if s/he disagrees they must submit their disagreement in writing to HELEXPO the following day. After this deadline stand measurements are considered final and are unconditionally accepted by the exhibitor. If the exhibitor submits in writing his/her disagreement within the foreseen deadline, then a new measurement of the area in question is carried out, in the presence of the exhibitor. The result of this measurement is final and irrevocable for the exhibitor.

ARTICLE 5. ENTRANCE CARDS

For the entrance of the personnel staffing the exhibition stand within Exhibition Facilities an exhibitor entrance card is required. The number of cards delivered to an exhibitor depends on the confirmed area of the exhibition stand. The number provided is 1 entrance card per 4 square meters of exhibition area. If the exhibitor requires a higher number of entrance cards than those s/he is entitled to, they will be charged an extra amount of 10.00€/card.

An exhibitor's entrance cards are sent by post at least two weeks prior to the exhibition, to ensure that exhibitors receive them in good time. Apart from the date mentioned above, entrance cards are distributed by the exhibition Secretariat at the facilities of Thessaloniki International Exhibition Centre.

Each card lists the Exhibitor's Company name and the given name and surname of the card holder. The card is strictly for personal use only and:

If lost, it will not be replaced

If asked, the holder must also present her/his identity card

If found in the possession of a third party, it will be confiscated

ARTICLE 6. EXHIBITION PREPARATION – STAND CONSTRUCTION – DECORATIVE SIGNS / MARKINGS

6.1. The construction of the exhibition stand is obligatory and the cost exclusively burdens the exhibitor, whether carried out through HELEXPO (floor trace with a standardised structure – Type 2) or carried out by the exhibitor him/herself (floor trace – Type 1).

For floor trace exhibition stands (Type 1), accepting the stand requires the submittal of a formal statement on the sound and safe operation of construction works and electrical installations, accompanied by an Electrical Installation Plan and an Electrical Permit Copy from the relevant Ministry.

6.2. The approval of these plans is carried out by competent HELEXPO Services under the condition that the plans are submitted within the deadline and well in advance of the exhibitor's installation at the stand. Non-approval of the plans by competent HELEXPO services obliges the exhibitor to adapt or amend the points highlighted by said HELEXPO services.

6.3. The perimeter facades of exhibition stands (within pavilions or outdoors) must be aesthetically pleasing on both sides. This decision of HELEXPO is obligatory for all exhibitors. Exhibitors are responsible for wear and tear or loss of decorative items.

6.4. In such a case as when an exhibitor wishes to construct a two-storey exhibition stand at a pavilion within which HELEXPO allows such construction, apart from what is stipulated in Article 6.1, the exhibitor in question shall also be required to additionally submit for approval to the appropriate HELEXPO Services: a full study (architectural, statics, electrical engineering) for the construction of a two-storey exhibition stand – which will necessarily be prefabricated, consisting of metal elements, etc. – signed by Engineers who are legally entitled to signing said study. Furthermore, also required are Formal Statements regarding the Assignment – Undertaking of the study in question and the Supervision of construction works at the exhibition stand (in City Planning "type" documentation), signed by the exhibitor and the Engineers, respectively.

6.5. As far as construction on floor traces (Type 1) is concerned, the exhibitor is fully responsible throughout the construction and operation of the exhibition for the application of safety measures required. The exhibitor bears all penal and civil responsibility for any accident or malfunction, that may occur to himself, his staff or any third parties, due to actions directly or indirectly related to the construction of the exhibition stand and during the period of time from the commencement of such construction until full dismantling has been completed. Furthermore, s/he bears exclusive responsibility for any machinery operating or on display at the exhibition stand.

6.6. As far as the construction on floor traces with a standardised structure (Type 2, 3 and 4) is concerned, after the delivery of the construction to the exhibitor, any structural change that may decrease applicable safety measures is forbidden. In such a case, the exhibitor undertakes exclusive penal and civil responsibility for any accident or malfunction that may occur to her/himself, her/his staff or third parties, due to actions directly or indirectly related to the reconstruction of the exhibition stand and during the period from the delivery of the construction until it has been completely dismantled.

6.7. When the exhibitor's decorative signs-markings are more than 2.5 meters high, it is required that a construction Plan should be submitted to the appropriate HELEXPO Services for approval. If this is not the case, if the decorative sign-marking is interfering with other exhibitors sharing exhibition stand boundaries, there will be an immediate intervention by HELEXPO Services, which may proceed to even remove the offending sign-marking, if this is deemed necessary. The cost of the dismantling will be borne by the exhibitor.

6.8. It is strictly forbidden to connect different exhibition stands (even if they are being used by the same exhibitor) with decorative signs-markings or flooring or any other structural element, when they are separated by a public aisle.

6.9. Entrance to Exhibition Facilities is free of charge to Exhibitors' crews during preparations and dismantling of exhibition stands; however, HELEXPO security personnel have the right to check the identity of individuals entering its premises. Individuals unable to provide proof of their participation in the preparation or dismantling works of exhibition stands may be asked to leave the premises.

ARTICLE 7. STAND RETURN – DEPARTURE

7.1 Every exhibitor is required, after the end of the Exhibition Event, to return to HELEXPO, within the time foreseen in Article 2 of these Regulations, her/his exhibition stand in the same condition they received it.

7.2. After the end of the exhibition, exhibitors must remove anything they had placed or constructed at the stand they were using (general decorations) from HELEXPO premises.

7.3. After this deadline, the items in the exhibition stand are considered rubbish and are removed. HELEXPO has full and irrevocable authorisation from the exhibitor, who overlooked this obligation, to undertake all necessary actions to clear all items from the exhibition stand, but the cost and responsibility still lie with the exhibitor, while the objects and materials come into the possession of HELEXPO and no compensation is due to the exhibitor.

7.4. The removal of exhibits, furniture, utensils, decorations, etc. from HELEXPO grounds, after the completion of the Exhibition Event, is only allowed after the exhibitor has settled any payment due for the use of facilities or any other debt to HELEXPO, at which time they receive the relevant exit permit from the Accounting Department.

ARTICLE 8. VISITORS' ENTRANCE TO EVENT GROUNDS

8.1. Ticket: Entrance to HELEXPO grounds, during the operation of the exhibition is allowed upon presentation of a valid ticket worth (.....00 €). No special entrance fee may be charged by an exhibitor or third party without prior permission by HELEXPO.

8.2. Trade Visitor Card: The Trade Visitor Card, which the exhibitor receives for his/her clients, offers the right to multiple free entries to the exhibition, on the condition of pre-registration in one of the following ways:

On the Internet, at HELEXPO's homepage, www.helexpo.gr

By calling 8008004040, free of charge

By fax to 2310 292333

By letter to HELEXPO S.A., 154 Egnatia Street, 546 36, Thessaloniki, at least 3 days prior to the exhibition event.

8.3. Invitation: Entrance to HELEXPO grounds, during the operation of the exhibition event, is free by presenting an invitation provided to the exhibitor depending on the stand area they are using. More specifically, 1 invitation is provided for every 1 square meter of net exhibition stand area. On such an occasion as when the exhibitor requires more invitations than have been foreseen, they may acquire them at a cost of 1.50 €/invitation plus the VAT applicable.

8.4. Children under 15 years of age do not need a ticket. However, their entrance is only allowed if they are accompanied by an adult.

ARTICLE 9. VEHICLE ENTRANCE AND TRAFFIC

9.1. Exhibitors' vehicle entrance: During the days on which the exhibition is operating, vehicles are not allowed inside HELEXPO grounds except within the specially designated parking area which is notified to exhibitors by competent HELEXPO services.

9.2. Rules and regulations regarding vehicle traffic inside the exhibition premises must be strictly followed in order to ensure smooth traffic circulation. In any case, all Traffic Rules and Regulations are in effect inside the Exhibition Center, and the maximum speed allowed may not exceed 20 km/hour.

9.3. Vehicles, trailers, containers or obstacles of any kind that are illegally parked on exhibition grounds, shall be towed away by HELEXPO and any related costs shall be borne by the owner/driver.

ARTICLE 10. ADVERTISING

10.1 Exhibitors are required to advertise exclusively exhibits of the houses included in their Participation Application and only within their exhibition stand.

10.2. Advertising may be carried out with flyers or samples to be handed out to visitors free of charge.

10.3. Advertisements that are not compatible with fair practice or are of a political character are not allowed. Furthermore, in no way is the use of the logo of HELEXPO S.A. or of the exhibition allowed, without HELEXPO's previous written consent.

10.4. Photographing or video-recording of exhibition stands by third parties is not allowed without prior approval by the exhibitor and HELEXPO.

10.5 The distribution of flyers/advertising material is not allowed at any other point apart from an exhibitor's exhibition stand, unless special permission by HELEXPO has been secured.

10.6. The promotion of exhibitors within the Exhibition Center during the Exhibition Event may be carried out in various ways described in detail in the Marketing Manual, which is available at www.helexpo.gr

ARTICLE 11. EXHIBITORS' CATALOGUE

11.1. HELEXPO issues and publishes the Exhibitors' Catalogue at its discretion.

11.2. Only HELEXPO and individuals or businesses following HELEXPO's instructions may publish the Exhibitors' Catalogue or any other related document, making use of the title of HELEXPO.

ARTICLE 12. ADVERTISING IN THE EXHIBITORS' CATALOGUE

12.1. Every exhibitor is entitled to requesting a paid advertisement in the Catalogue; fees are charged according to the pricelist valid at any given time.

12.2. The listing is secured after the interested party has submitted a completed and signed Advertisement Listing Instruction to HELEXPO.

12.3. The right for an advertisement listing in the Catalogue is also extended to non-exhibitors at HELEXPO under the same terms.

ARTICLE 13. SECURITY SERVICES

The Security provided is for the grounds in general and not for the individual exhibits, for which there is Special paid Security available, exclusively provided through the Security Company authorized by HELEXPO. The staff of the Security Company is in charge of the smooth operation of the exhibition, maintaining order and safety, as well as enforcing applicable operation and safety regulations.

ARTICLE 14. EMERGENCY EXITS AND SAFETY MEASURES

In order to ensure that emergency service vehicles have clear access to the premises, the following must always be kept clear:

Emergency exits

Aisles and areas preserved for security services

Access gates for fire department and rescue service vehicles

Vehicle approach exits on aisles

Fire Department Networks (fire extinguishing hub and hosing).

All doors at fire exits must be kept clear so that they may open fully and easily from the inside.

Access to exits and the emergency exits must be unobstructed. It is forbidden to cover exit direction signs. HELEXPO reserves the right to remove any vehicle or object, at the expense of its owner, if it is interfering with or obstructing access to emergency exits, areas intended for security services or aisles.

ARTICLE 15. EXHIBITORS' RESPONSIBILITIES

15.1. An exhibitor is expected to repair any damages, in such situations as when HELEXPO would be held responsible to third parties.

15.2. HELEXPO is not liable for actual faults or shortages, concerning features agreed upon for any venues it leases for various purposes (including restaurants, canteens, refreshment stands, etc.). Therefore, it is not liable for wear and tear, partial or total malfunctions or weathering of exhibits, which might occur due to such faults or shortages.

15.3. HELEXPO is not responsible for losses, faults or wear and tear (partial or total) or damage to exhibits, decoration materials or other items the exhibitor or lease holder in general brought to the exhibiting or storage premises, whether these events happen during, before or after the Exhibition Event.

15.4. Outstanding monetary or other debts to HELEXPO, due to participation (exhibition stands, advertising, telephone-lines, water-supply, etc.) accrue legal interest after the end of the exhibition event.

15.5. The exhibitor is the only party liable for any accident that may occur during demonstrations of machines - tools, while HELEXPO bears no responsibility towards the injured party. If HELEXPO is held responsible vis-a-vis a third party, the exhibitor is obliged to reimburse HELEXPO for any damages the latter undertook.

15.6. The exhibitor is responsible for any wear and tear or damage caused by himself/herself or his/her crew to all types of facilities, buildings, floors, grass areas, roads and other assets on HELEXPO grounds. In particular regarding outdoor exhibition venues, apart from all of the above, it is also strictly forbidden to nail structures onto the road surface. Damage to the above carries monetary compensation to be determined by the Support Directorate following cost accounting of damages caused and violations committed.

ARTICLE 16. MEDICAL SERVICES

Throughout the operation of exhibitions HELEXPO provides its exhibitors with first aid medical assistance at the specially equipped infirmary on HELEXPO grounds.

ARTICLE 17. GENERAL PROHIBITIONS

17.1. Exhibitors are prohibited from making any changes in the use of premises or arbitrarily taking over any areas apart from the stand area conceded to them.

17.2. Subletting the stand (partially or in total) or free concession of the stand to third parties by the exhibitor is prohibited.

17.3. It is prohibited to bring onto HELEXPO grounds flammable or explosive materials or any war equipment or to expose such items.

17.4. It is prohibited to light a fire. Exhibitors must take fire protection measures within exhibition stands.

17.5. It is prohibited to cause interference with audio or audiovisual systems. HELEXPO has the right, if an exhibitor continues to interfere through the use of sound, to immediately stop the operation of the system, whatever other penalties might also be imposed.

17.6. It is prohibited to smoke in all covered premises, apart from special smoking areas.

17.7. It is forbidden for animals to be brought onto the exhibition grounds.

17.8. Storing in the aisles and exhibition facilities or littering them is prohibited.

17.9. It is prohibited to use forklifts or cranes in exhibition premises without prior authorization.

17.10. It is prohibited to transmit or receive (radio, television, telecommunications equipment) on

exhibition grounds without prior written permission from HELEXPO.

17.11. Anyone interested in carrying out television, video or new media productions or photographing exhibition premises, must first secure written consent from any exhibitor involved. The creation of any television, video or new media productions for commercial purposes is subject to prior approval from HELEXPO.

ARTICLE 18. BRINGING EXHIBITS ONTO THE PREMISES – TRANSPORT OF EXHIBITS

18.1. Exhibits coming from Greece or which duty-free items from abroad must be accompanied by a valid bill of goods.

18.2. Exhibits originating abroad may be brought onto HELEXPO grounds in compliance with whatever laws might be in force regarding their transportation.

ARTICLE 19. INSPECTION OF REGULAR OPERATION

19.1. HELEXPO and its services are the only ones allowed to inspect and ascertain the proper operation of the Exhibition event, compliance with the rules of this Regulation, as well as observance of various agreements with exhibitors and lease holders.

19.2. If a HELEXPO exhibitor or lease holder violates one of the rules of these regulations, s/he immediately loses the right to participate in the exhibition event, while all her/his debts to HELEXPO are retained and collected by the latter. The exhibit stand is immediately sealed by HELEXPO without any liability for damages to the transgressor. HELEXPO may, at its discretion, decide to impose a monetary fine (penal clause) on the transgressing exhibitor or on third parties; this fine may be as high as tenfold the amount of rent agreed on. Besides, HELEXPO reserves the right to ban exhibitors who habitually violate these rules from future participation.

19.3. HELEXPO has the right to amend or supplement these Regulations, in regard to exhibition events it organizes or it may organize in the future, while at the same time informing interested parties, as well as adjusting its various price lists accordingly.

19.4. Disputes between HELEXPO and any third party are settled by the competent courts of Thessaloniki.