



INTERNATIONAL | SALON INTERNATIONAL  
PARIS AIR SHOW | DE L'AÉRONAUTIQUE ET DE L'ESPACE  
LE BOURGET | PARIS LE BOURGET

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# SALES TERMS AND CONDITIONS FOR THE 52<sup>nd</sup> INTERNATIONAL PARIS AIR SHOW 2017

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Between:

SIAE - International Paris Air Show (*Salon International de l'Aéronautique et de l'Espace*), a limited-liability company with capital of 5,789,072 euros, listed in the Paris Trade and Companies Register under number 552 021 388, with registered offices at 8, rue Galilée, 75116 Paris, hereafter the "Organiser".

As party of the first part.

And:

The individual or legal entity, identified more fully in the stand booking and aircraft registration form, attending the 52<sup>nd</sup> International Paris Air Show at Le Bourget (hereafter, the "Show"), duly represented for the purposes hereof, and referred to hereafter as the "Direct Exhibitor".

As party of the second part.

**It is specified that:**

**By signing the stand booking and aircraft registration form, Direct Exhibitors agree to comply fully with the Sales Terms and Conditions below. Direct Exhibitors declare that they have read all of the Sales Terms and Conditions, as well as any new provisions which may be required and included by the Organiser in the interests of the Show. The Organiser reserves the right to notify Direct Exhibitors of said new provisions after the fact.**

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# 1. PRELIMINARY SECTION - GENERAL PROVISIONS

A. The International Paris Air Show is to be held in June 2017 and is an aviation and aerospace Show. The name of this Show is "52nd International Paris Air Show - Le Bourget".

B. The purpose of these Sales Terms and Conditions (hereafter, STC) is to set out the procedures governing the sale of SIAE's services during the Show.

C. The STC are drawn up in accordance with the principle of transparency, upon which the relations between the Organiser and the Direct Exhibitor are based. They form an indivisible whole, along with the 2017 registration pack and the technical Guide to the Show. These STC constitute, by virtue of the provisions of Article L 441-6 of the French Code of Commerce, the basis of the business negotiations and the business relationship between the parties.

The STC are drawn up in accordance with:

- Current legislation and regulations on fairs and shows,
- Current legislation and regulations on exhibitions and presentations of combat arms and equipment.

D. The Show will take place at Le Bourget at the Parc des Expositions and the airport from 19 to 25 June 2017 inclusive.

From 19 to 25 June 2017, the Show will only be open to industry professionals over the age of 16.

It will be open to the general public of all ages from 23 to 25 June 2017. In the event of force majeure, or on the orders of an administrative authority and/or for reasons relating to the safety of persons, the date, location, duration and times may be changed by the Organiser, without any right to claim compensation.

E. There are two types of exhibitors; the term "Exhibitor", as used in these STC without any further specification shall refer indiscriminately to any Exhibitor, regardless of category:

Direct Exhibitor: legal entities which have signed a booking and aircraft registration form for an individual stand or which organise a collective stand, and which, after receiving the corresponding invoice, have paid the Organiser directly or through their appointed representative.

Indirect Exhibitor: legal entities which have signed a booking and aircraft registration form with a Direct Exhibitor. The Direct Exhibitor is then responsible for submitting the form to the Organiser.

Direct Exhibitors are responsible for notifying their Indirect Exhibitors of these Sales Terms and Conditions and for ensuring their Indirect Exhibitors accept and adhere to them.

## 2. PRODUCT CATEGORIES

The products or services presented by Exhibitors must fall into one of the following aviation or aerospace categories:

01. Aircraft: Construction, assembly and subassembly
02. Aerospace, satellites, satellite telecommunications
03. Propellers and specific engine equipment
04. Weapons carried by air/land weapons
05. Flying and navigation assistance and on-board systems
06. Cabin layout, seats
07. Equipment, production tools and software
08. Electrical, electronic, mechanical and metallurgic subcontracting
09. Composite materials and surface finishing
10. Maintenance, after-sales and replacement parts, transport
11. Services
12. Airport equipment and services

## 3. SERVICES OFFERED BY THE ORGANISER

The term "stand" refers to any area which falls under one of the categories described in Article 3.1 to Article 3.6 herein. A description of these services can be found in the 2017 registration pack.

The Organiser provides the following exhibition space categories to Direct Exhibitors:

### 3.1. Covered stands in the halls

- Bare stands (minimum surface area: 24 m<sup>2</sup>).

Upper level or mezzanine constructions on bare stands, which are billed per m<sup>2</sup>, must comply with height regulations (depending on the hall) and recess regulations (see technical guide).

The permitted construction surface area is no more than 50% of the stand's ground surface area and is limited to 300 m<sup>2</sup>.

This percentage may be reviewed depending on the number of mezzanine bookings, safety rules and limitations of the hall.

The Organiser shall notify Direct Exhibitors of the construction rules. The latter must submit their stand layout plans to the Organiser for approval, independently of any regulatory and administrative provisions and any technical inspection certificates that the Exhibitor may have to obtain.

- Turnkey stands (minimum surface area: 12 m<sup>2</sup>).

The description of these exhibition areas are detailed on the registration form

## 3.2. Business chalets

Business chalets are allocated as a priority to Direct Exhibitors who have reserved a stand or are exhibiting an aircraft.

## 3.3. Outdoor static display areas

The Organiser provides Direct Exhibitors with outdoor bare areas (in m<sup>2</sup>), known as static display areas, to exhibit their products. By definition no construction can be made on these areas.

## 3.4. Outdoor areas suitable for construction and upper levels

Outdoor areas suitable for any kind of construction or fitting (whether covered or not) are called "built outdoor areas" and are subject to specific pricing, regardless of the type of structures built by the Direct Exhibitor.

These surface areas are determined by the exact amount of floor space occupied by these structures, which the Direct Exhibitor must send to the Organiser. Any adjustments necessary must be made on-site.

The upper levels or mezzanines of covered structures, which are subject to specific billing, must comply with the height regulations applicable in the relevant area of the exhibition site.

The Organiser will notify Direct Exhibitors of the construction rules. Direct Exhibitors must submit their stand layout plans to the Organiser for approval, independently of any regulatory and administrative provisions and any technical inspection certificates the Direct Exhibitor may be required to obtain.

## 3.5. Media and services

The Organiser may make available a complete outdoor area for the media and service companies providing material assistance to the daily activities of exhibitors and visitors to the Show, provided that they do not compete with the services already being offered by the Organiser.

## 3.6. Aircraft exhibition area

There are two options for exhibiting aircraft at the Show:

- By booking a bare outdoor area by the square meter (as described in Article 3.3 above), allowing exhibitors to present materials and aircraft.
- By registering aircraft by tonnage: in this case, the amount due is calculated at a fixed price depending on the empty-weight tonnage of each aircraft. By selecting this fixed price option, Direct Exhibitors agree that the location of the aircraft will be determined by the Organiser, according to its own criteria and depending on the areas available. In this latter case, no structures other than the aircraft access route may be built by the Direct Exhibitor.

In the event that two identical aircraft are presented, one in flight and one in a static display area, only one aircraft will be invoiced.

# 4. STAND ALLOCATION PROCEDURE

## 4.1. Registration request

If the Organiser sends login and password to access the online booking and registration form, hereinafter "application to participate" to a legal entity, this shall in no way constitute a contractual commitment on the part of the Organiser; it merely entitles the legal entity, hereafter, the "Applicant", to apply for a stand.

## 4.2. Acceptance of applications

The Organiser receives the applications and decides which ones to accept.

If an application is deemed unacceptable by the Organiser, the latter is under no obligation to give reasons for its decision.

The Organiser will decide whether an application is likely to affect the product categories described in Article 2, brand image, safety, consistency or any other criterion likely to negatively affect the Show or its organisation and reserves the right to declare such applications unacceptable.

The application to participate is considered as having been signed by the Applicant's company representative with the authority to do so, or by any person employed by the Applicant with written authorisation to enter into agreements on the Applicant's behalf.

If the Applicant is being represented by an independent representative, the latter must produce, jointly with the application to participate, a copy of the written authorisation issued by the Applicant.

The Direct Exhibitor shall remain the sole party responsible for paying the invoices issued by the Organiser to the Direct Exhibitor's authorised representative and shall be solely liable and guarantor in the event of any failing on the part of its representative.

The Organiser cannot become involved in any disputes which may arise between the Direct Exhibitor and its representative.

### 4.3. Selecting the Applicants

The Organiser will select Applicants and their potential Exhibitors according to the following criteria:

- Receipt of the application to participate **duly completed and signed by a person authorised to enter into agreements on the Applicant's behalf, before the deadline**
- Receipt of the booking deposit, as defined on the surface booking summary
- The Applicant's products or services must fit one of the product/service categories in Article 2 of this document,
- Adherence (if applicable) to French regulations on the exhibition and promotion of combat arms and equipment, and availability of requested products or services.

### 4.4. Acceptance

The application will be considered as having been accepted by the Organiser only if the following two conditions have been met:

- The amounts due by the Applicant for their application to participate have been received,
- The Organiser has sent the Applicant confirmation of the space/stand it and any Indirect Exhibitors have been allocated.

Areas or chalets shall only be definitively allocated by the Organiser to Direct Exhibitors upon receipt of full payment. (See Articles 5.1 "Deposit" and 5.3 "Balance").

The Organiser reserves the right to request, at any time, any additional information relating to the application to participate, or to reconsider any registration decisions made on the basis of false, inaccurate or outdated information. The Organiser also reserves the right to refuse access to the Show and/or to eject any Exhibitors who have not followed the admission procedure above or who have allowed said procedure to be circumvented.

The rights resulting from an application being accepted are intended for the Exhibitor only and may not be transferred.

Therefore, all Exhibitors are prohibited from transferring, sub-letting, exchanging (either for free or in exchange for payment) all or part of the stand area allocated to them by the Organiser.

### 4.5. Procedure for allocating stands

The Organiser shall draw up the floor plan for the Show and allocate the stands.

For imperative safety reasons, if demand for stands exceeds the available space or the number of cancellation requests, or to ensure optimum layout of the Show, the Organiser reserves the right to move an Exhibitor and allocate another stand to it, reduce the size of the stand area (inside the hall, chalet, outdoor) allocated to the Exhibitor, without such changes carrying any entitlement to compensation. The Organiser is under no obligation to meet Exhibitor requests, or to allocate Exhibitors the same stand from one Show to another.

If the Organiser does not act on an application to participate, any amounts paid by the Applicant shall be fully reimbursed by the Organiser.

### 4.6. Processing of registration requests and allocation of stands and chalets

As far as possible, the Organiser will give priority to Exhibitors who have exhibited at the Show previously to renew their stand or chalet, provided that their application to participate, along with the corresponding fee, arrives before 15 September 2016.

Any exhibitor, who would not be present or of whom the stand was not open during General Public days, will lose any priority in the renewal of its location at the next edition.

The Organiser shall also bear in mind the date the application to participate was received when allocating new stands to these same Exhibitors if they request a stand in a different area. The rest of the applications will be processed on a first-come, first-served basis, depending on when the completed applications to participate and corresponding payment arrive.

In any case, the Organiser retains sole responsibility for deciding on the location it will allocate to Exhibitors.

#### 4.6.1. Specific conditions for allocating stands in halls

Hall 2 - section A is reserved as a priority for Direct Exhibitors involved in the product categories 1, 2, and 3, as outlined in Article 2 of this document.

Hall 2 - section B is reserved as a priority for Direct Exhibitors which are members of GIFAS, the French aerospace industry's primary representative body, and the national pavilions.

#### 4.6.2. Business chalets

Exhibitors involved in product categories 1 to 5 have booking priority for type B chalets directly opposite the walkways.

#### 4.6.3. Outdoor areas

For safety reasons and depending on the available space for aircraft, the Organiser may limit the availability of bare and complete outdoor ground spaces in static display areas.

For the same reasons, any structure, even light, has to be declared to the Organiser.

#### **4.6.4. Static display areas for aircraft by tonnage**

For aircraft which have been registered by tonnage, the following priorities and technical imperatives are taken into account when allocating static display areas:

- Prototypes being exhibited at the Show for the first time,
- Prototypes which have been exhibited before, but have undergone major modifications and which are still current,
- Equipment using new or unprecedented techniques,
- Equipment which demonstrates a particular aeronautical interest,

In any case, the Organiser alone shall select the locations for aircraft registered by tonnage.

#### **4.6.5. Display of aircraft**

Any aircraft display, whether presented as a static display or in flight, must remain at the Show until the last day. Between 7pm and 7am, the static display area will be closed and any movement of the aircraft during these hours is prohibited.

During the Show, the Organiser reserves the right to change the location of aircraft in line with requirements. The Organiser shall be responsible for technical assistance operations and for supplying airport equipment for aircraft on the Show premises. For obvious safety and liability reasons, airport assistance shall be provided solely by the Organiser and its subcontractors.

## **5. PRICES AND METHODS OF PAYMENT**

The price for exhibiting at the Show, excluding taxes, shall be set by the Organiser in the 2017 registration pack.

This fee may be reviewed if the prices of materials, construction labour, transport or services rise by over 10%, or if tax and social provisions undergo major changes between the registration date and the Show's opening date.

Any bank charges shall be borne by the Exhibitor. Billing is subject to VAT at the rate applicable in France at the time of the Show and/or on the date any payments are made.

The Direct Exhibitor is the sole party responsible vis-à-vis the Organiser for the following payments:

- For its own participation in the Show (registration fees, fees for stands and aircraft, guarantee deposits) as well as payment for any other services relating to its participation in the Show,
- Orders placed by its representatives, employees, authorised agents and suppliers working on its behalf and under its sole responsibility at the Show's stands or in areas allocated to the Direct Exhibitor.

Any delay in the partial or total payment of an invoice shall result in a late payment penalty being applied, equivalent to three times the legal interest rate, as well as payment of a one-off fee of €40 for recovery costs, without prejudice to the Organiser's right to claim additional compensation if the recovery costs exceed €40 (after supplying supporting documentation).

### **5.1. Deposit**

A deposit on the registration fee for the Show is required, including VAT, at the rate applicable on the day the Organiser receives the application to participate.

The deposits which Exhibitors must pay are stated in the 2017 registration pack.

### **5.2. Eco-contribution**

The Organiser agrees to collect and sort all waste produced by Exhibitors during set-up and for the duration of the Show. During dismantling, it is assumed that the construction materials will be retrieved and removed by the Exhibitors or their stand designers. Exhibitors will be invoiced for the collection and sorting of the waste produced while build up and during the Show in proportion with the size of the area occupied. The invoicing procedure is detailed in the application to participate.

### **5.3. Balance**

Exhibitors must pay the balance of the participation fee upon receipt of the corresponding invoice, -

If all payments due by the Exhibitor are not received by 15 April 2017, the Organiser reserves the right to reassign the reserved areas to another Exhibitor.

Site badges and Show badges will only be issued to the Exhibitor, its representatives or its suppliers once all payments due by the Exhibitor have been received (including the guarantee deposit indicated in Article 5.4. of this document).

### **5.4. Guarantee deposit**

A required guarantee deposit must be paid when paying the participation fee balance.

The amount of the deposit depends on the nature and size of the areas reserved by the Direct Exhibitor, and is stated in the 2017 registration pack.

The guarantee deposit will be returned to the Direct Exhibitor upon clearance of the accounts, provided that all sums due for its participation (and its Indirect Exhibitors' participation) in the Show, as well as any repair and restoration costs for the areas or chalets it has used have been paid.

An inventory of the space shall be made in the presence of the Direct Exhibitor and the Organiser upon arrival and departure.

## 6. OCCUPATION OF STANDS

The Exhibitor shall ensure that its stand is permanently manned by its staff or representatives during opening hours of the Show .

The Exhibitor may not exhibit on its stand any products or services **other** than those stated in the application to participate, taken from the product categories drawn up by the Organiser and outlined in Article 2 of this document.

The Exhibitor shall not dismantle its stand/area and shall not remove any of its products before the end of the Show. Any failure to abide by this rule shall result in the Organiser issuing a written report based on which it shall be within its rights not to renew the Exhibitor's stand at future exhibitions.

The Exhibitor may not, in any way, display products or services or promote companies which are not Exhibitors, or which have not been declared by him as an Indirect Exhibitor.

No events, receptions or conferences are permitted in the areas reserved by the Exhibitors outside the Show's opening hours, unless the Exhibitor has submitted a special request to the Organiser, which has been accepted by the latter.

### 6.1. Decoration and fittings

The individual decoration of stands and business chalets is carried out by Exhibitors and is their sole responsibility. In any case, the decorations must adhere to French regulations on materials compliance, safety, installations compliance and emergency and fire prevention. Also, stand fittings must comply with the Organiser's regulations as stated in the Technical Guide, and which sets out, inter alia, the rules on architecture, safety, materials compliance, adherence to rules and regulations to ensure good relations between neighbouring Exhibitors.

### 6.2 Business Chalets

No products may be exhibited inside the area reserved for the chalets and inside the chalets themselves, except special dispensation from the Organiser.

Slogans and advertising are prohibited on the façades and gable ends of the chalets. Only the Exhibitor's logo and name may be shown after the plans have been filed by the Exhibitor with the Organiser and accepted by the latter.

### 6.3 Exemption request

Any exemption requests relating to the build-up and dismantling date must be submitted to the Organiser at least 15 days in advance. There will be an additional charge for this, which will be set out in the Technical Guide.

Acceptance of the request by the Organiser is subject to the Exhibitor's construction plans being approved and to the Exhibitor's approval of the exemption quote.

Exemption requests to work outside the Show's opening hours must be submitted to the Organiser forty-eight hours in advance and shall result in the Exhibitor being billed for the necessary services (security, emergency services, assistance, etc.). In any case, night work is not permitted during set-up and dismantling of the Show; the Organiser will give the Exhibitor sufficient time to set up its stand/area (two to four weeks, depending on the areas involved).

## 7. ACCESS PASSES

### 7.1. Free passes for Exhibitors

A certain number of access passes are allocated free of charge to each Exhibitor in line with area criteria, which are outlined in the registration pack.

### 7.2. Chargeable access passes

The access passes issued by the Organiser to the Exhibitors may not be resold by the Exhibitors or their suppliers who acquire them.

## 8. CUSTOMS, TAX, SOCIAL AND REGULATORY OBLIGATIONS

All Exhibitors are responsible for completing the customs formalities for their items and products which come from overseas. The Organiser cannot be held liable for any difficulties which may arise during these formalities.

Each Exhibitor shall be responsible for completing, whenever necessary, any formalities required as a result of its involvement in build up the Show, exhibiting at the Show and in dismantling its stand at the end of the Show, particularly as regards as French Law about foreign labour and employment regulations.

Site regulations and health and safety rules will be provided by the Organiser to Direct Exhibitors via specific documentation, the general coordination plan and the safety and security measures applicable during the build-up and dismantling of the Show. Exhibitors are responsible for compliance with applicable regulations and laws in force in relation to all companies and any subcontractors it may have hired to set up or dismantle its stand/display or to assist it during the Show.

It is reminded to exhibitors that France is signatory of Ottawa and Oslo agreements forbidding the employment (use), the production, the storage, the acquisition and the transfer of antipersonnel land mines and bombs (spays) with sub-ammunitions (BASM)  
Documentation and equipment cannot contravene this legislation otherwise criminal sanction may entail.

## 9. INTELLECTUAL PROPERTY

### 9.1. Industrial and intellectual property

Exhibitors are responsible for the intellectual and/or industrial protection of the items or products it exhibits, in accordance with the laws and regulations applicable in France and/or Europe and/or internationally. For informational purposes, the Organizer makes clear that the Show is not included in the list of events in the French Intellectual Property Code subject to an exception to the principle of non-disclosure of inventions.

### 9.2. Other protected elements

The Exhibitors shall obtain directly from the collective copyright management companies and/or the creators and/or their beneficiaries, all permissions necessary for any use, representation or reproduction of any element protected by an intellectual and/or industrial property right (including but not limited to photographs, drawings, pieces of music, texts, software, databases, films, etc.) which they may use during the Show. Exhibitors must obtain all necessary permissions and pay any related fees. They must provide proof that any such fees have been paid if requested to do so by the Organizer.

### 9.3. Event logo and name

Generally speaking, the names "SIAE", "Salon International de l'Aéronautique et de l'Espace", "International Paris Air Show" or any logo or name referring to the Show "52<sup>e</sup> Salon International de l'Aéronautique et de l'Espace - Paris Le Bourget", "52nd International Paris Air Show - Le Bourget", "Salon du Bourget", "Paris Air Show", and any associated logos may only be used after prior explicit permission has been obtained from the Organizer.

### 9.4. Prohibitions and intellectual property rights granted to the Organizer

Exhibitors may not draw, copy, measure, photograph or reproduce, using any method, the products and/or items exhibited. The Organizer accepts no commitments vis-à-vis the Exhibitors and it is the responsibility of each Exhibitor to ensure that this prohibition is enforced.

However, the Exhibitor gives permission to the Organizer, free of charge, to carry out or to have carried out on its own behalf and as part of its activities, particularly for the purposes of promoting the 2017 Show and subsequent events, the taking of photographs, or making of reproductions and representations of the 2017 Show (the "Views").

The Exhibitor acknowledges that the Images may show, clearly or not, its brands, logos, emblems, company names, stands, products or services (the "Symbols") but also the Exhibitor's personnel, clients or visitors (the "Persons present").

In any case, the Exhibitor grants the Organizer the right to reproduce, represent and adapt its Symbols using any media (including the Internet), for the whole life cycle of the Symbols and/or the legal copyright term for the Symbols for French territory.

The Exhibitor is deemed to be the holder of the rights over the Symbols or to be authorised to use them by having been granted said rights but also to have obtained the necessary image permissions from the Persons present. It is committed to asserting this right against all holders from which it has obtained usage permissions.

Therefore, the Exhibitor shall resolve with its authorised representatives, agents, employees, suppliers, Indirect Exhibitors, Persons present, licensor or any holder of the Symbols, any dispute which may arise in this regard by holding the Organizer harmless against any recourse in this regard.

### 9.5. Marketing at the Show

Any sale of items or any other marketing material on which the name "SIAE", "Salon International de l'Aéronautique et de l'Espace", "International Paris Air Show" or any logo or name referring to the "Salon International de l'Aéronautique et de l'Espace - Paris Le Bourget", "International Paris Air Show - Le Bourget", "Salon du Bourget", "Paris Air Show", or, more generally, any logo or name belonging to the Organizer or which it has permission to use, must have been agreed to in advance by the Organizer.

Exhibitors shall hold the Organizer harmless against any consequences of the circulation by the Direct Exhibitor or its Indirect Exhibitors of any article, information or material which may resemble an official Show product or official Show information.

The Organizer reserves the exclusive right of display within the Show enclosure.

Therefore, Direct Exhibitors and its Indirect Exhibitors may only use, within the limits of their stand/area, the displays and emblems of their own company, to the exclusion of all others, within the limits of the general provisions on decoration and other special provisions of this document.

Circulars, brochures, catalogues, printed materials or items of any sort may only be distributed by the Exhibitors on their stand/area. Leaflets on products not being exhibited may not be distributed without the Organizer's written permission.

Any publicity using light or sound and any animation or display likely to generate crowds in the walkways must be submitted to the Organizer in advance for approval. The latter may revoke any permission previously granted in the event of any obstruction of traffic or to the Show in general.

Exhibitors must not do any advertising or engage in any action which is likely to mislead or constitute unfair competition or a violation of third-party rights.

### 9.6 Catalogue

The Organizer has sole production, publication and circulation rights, whether paid-for or free of charge, over the Show catalogue. It may grant all or some of these rights, as well as the advertising included in this catalogue. The information necessary to produce the catalogue shall be supplied by Exhibitors at their own responsibility and within the deadline set by the Organizer; otherwise the information shall not

be included. Representation and reproduction rights over the items involving intellectual property rights of an Exhibitor and which are included in the catalogue are transferred free of charge to the Organiser for the purposes of producing the catalogue, circulating it and advertising the Show for the term of the protection of the rights.

## 10. CANCELLATION

Exhibitors who cancel their stand/area booking must pay, as compensation, 100% of the registration fee of Direct and Indirect exhibitors

For chalets, stands in Halls, outdoor areas and media village : covered stands/areas in the halls, external stands/areas and the village:

- prior to stand/area allocation: 50% of the booking fee,
- after stand/area allocation: 100% of the booking fee,

By mutual agreement between the parties, the payment of the indemnity above may take place via compensation for the amounts owed, with the amounts paid.

The Organiser shall dispose freely, from receipt of the cancellation request, of the area for which the booking has been cancelled.

Aircraft: the Exhibitor is not obliged to pay an indemnity in the event that the aircraft cannot be displayed. Any refund by the Organiser shall be made after the Show when the accounts are closed, provided that all payments due for the other services ordered by the Exhibitor have been made.

## 11. INSURANCE

### 11.1. Obligatory civil liability insurance

#### *11.1.1 Must be taken out by Exhibitors as operators of the aircraft used in the event.*

In accordance with the provisions of applicable French and European regulations (Regulations 785/2004), Exhibitors who operate or own aircraft used in the event (whether aircraft presented as static displays or in flight) must take out insurance with a company of their choosing to cover any damage which may be caused to third parties by said aircraft, or to other Exhibitors.

Furthermore, specifically during the Show, the Exhibitors agree to ensure they have third party civil liability/passenger coverage of at least 20,000,000 euros (or the equivalent in US Dollars) per aircraft and per claim. It is clear that this minimum coverage required by the Organiser does not under any circumstances incur for him any liability and the Exhibitor agrees to take responsibility for any consequences which may arise from the lack of insurance coverage taken out by him, or in the event that said coverage is insufficient or inappropriate. Exhibitors must prove to the Organiser that they have met the above obligations by producing a certificate of insurance on the relevant form, which can be found in the "Aircraft guide", before 16 April 2017.

#### *11.1.2 Must be taken out by Organiser*

The Organiser shall take out a civil liability policy to cover spectators, its personnel and third parties, during the 52nd Show, under the conditions set out in the Inter-ministerial Decree of 30 June 2003 on regulations governing organised air shows as part of the 52nd International Paris Air Show.

### 11.2. Required damage coverage for all Direct and Indirect Exhibitors

Exhibitors agree to take out with companies of their choice insurance for all loss and damage which may be sustained by the aircraft it uses in the air show or which it exhibits on a static display, any other product or asset exhibited and all fittings and structures it may have built during the Show. The policy or policies taken out by the Exhibitor for this purpose must include a waiver of recourse commitment as indicated in Article 11.3. The Exhibitors are responsible for taking out or applying any other personal property or liability insurance that they consider necessary in view of the risks generated as a result of participating in the 52nd Salon, particularly to cover the risk of theft. The corresponding policy or policies must include a waiver of recourse commitment as indicated in Article 11.3.

### 11.3. Waiver of recourse

The Exhibitor and its insurers explicitly waive the right to any recourse against the Organiser (and the auxiliaries of all kinds of which it may make use), SIAE, the French aerospace industry's primary representative body (GIFAS), The Paris airports authority, the French State or any other Exhibitor following an accident affecting the property of any kind (including aircraft and rockets) it exhibits or uses during the event, or against the insurers of the aforementioned entities. Exhibitors also agree to hold the legal entities and individuals mentioned above harmless against any proceedings and claims which may be brought against them in such cases on behalf of any interested party. By signing the registration and reservation paperwork, Exhibitors commit by force of law to adhere to the provisions above.

## 12. APPLICATION OF THE SALES TERMS AND CONDITIONS (STC)

### 12.1. Entirety

The STC include these General Conditions, the appendix, the 2017 registration pack and the application to participate.

### 12.2. Technical guide to the Show

These STC are of a general nature. They come with a "Technical Guide to the Show" and all regulations and special instructions issued by the Organiser from now until the 2017 Show date.

Other than ordinary legal rules, rules on security, safety, health and safety conditions at work, architecture, traffic circulation and access conditions specific to the build-up and dismantling of the Show will be included in the Technical Guide and commented on during the preparation meetings with the companies designated by the Exhibitor. Failure to obey regulations and instructions may result in, without notice, the temporary closure of the Exhibitor's stand/space and/or the temporary or permanent exclusion of the offending persons.

### 12.3. Adherence to the Sales Terms and Conditions

By signing the application to participate, Exhibitors fully adhere to these STC which are appended, which the Exhibitor has read fully, and to any new provisions which may be imposed by circumstances and adopted in the interest of the show by the Organiser, who reserves the right to notify Exhibitors of said changes after the fact.

### 12.4. Failure to adhere to the Sales Terms and Conditions

Failure to adhere to one of the provisions of these STC shall result in the Exhibitor in question being excluded from the Show.

No general or special condition issued by the Exhibitor, notably regarding purchase, may take precedence over these Sales Terms and Conditions.

### 12.5. Force majeure

If it is impossible to use the necessary premises, also in the event that fire, war, a terrorist attack, a public disturbance, force majeure or an unforeseeable event make it impossible to do what is required to hold the Show, the Organiser may cancel, at any time, any requests for stands it has received, notifying Exhibitors in writing, who shall not be entitled to any compensation or indemnity, regardless of the reason for the cancellation. Any amounts available after paying any costs would be distributed among the Exhibitors in proportion with the amounts paid by the latter.

### 12.6. Applicable rights – competent jurisdiction

These TSC and the attached contract are subject to the French law.

If no amicable agreement is found, in case of a dispute related to the interpretation or the execution of these present TCS and of the attached contract will be submitted the Paris Commercial court.

In the opposite case, the competent jurisdiction is the one defined in the current regulations.

Any dispute which may arise between the parties shall be the sole jurisdiction of the courts local to the Organiser's registered office. These Sales Terms and Conditions shall be subject to French law.

### 12.7. Responsibility

A. The Direct Exhibitor alone is responsible for any Indirect Exhibitors present on its stand/area, and therefore agrees not to allow the presence of indirect Exhibitors other than those for which a registration and booking request has been made by said Direct Exhibitor and for whom a registration fee has been paid.

The Direct Exhibitor accepts, on behalf of the Indirect Exhibitors present on its stand, all of its obligations pursuant to these Sales Terms and Conditions.

B. The Organiser cannot be held liable under any circumstances in the event of a failure on the part of a Direct Exhibitor or its agents, authorised representatives, employees, suppliers or on the part of an Indirect Exhibitor, or by any person present by request of or at the initiative of the persons above, to adhere to any French and/or international laws or regulations, regardless of whether the Direct Exhibitor, its agents, employees, authorised representatives, suppliers or the Indirect Exhibitors, any person present by the request of or on the initiative of the persons above, have been selected, approved or accepted by the Organiser.

It is the responsibility of the Direct Exhibitor to distribute and see to the enforcement of these Sales Terms and Conditions and the regulations contained in the Technical Guide by all the staff, authorised representatives, suppliers, employees and Indirect Exhibitors for which it is responsible, as well as any other legal entity or individual acting on its behalf on the Show premises.

In the scenario referred to in Article 12.5 above, any funds left over shall be distributed among the Exhibitors without any kind of recourse being possible against the Organiser for any reason.

### 12.8. Version

Only the French version shall be valid between the contracting parties and, in the event of any difficulty regarding the interpretation of the English version of the STC, the contracting parties shall refer to the French version of the Sales Terms and Conditions (in French CGV). Only the version drawn up for the 2017 Show shall be valid for the contractual relations between the parties as regards the 2017 Show.