

**Aviasalon Joint Stock Company
(Aviasalon JSC)**

**GENERAL CONDITIONS OF PARTICIPATION
in the Third International Forum
“Engineering Technologies 2014”**

Effective from
February 3, 2014

Pursuant to Order No. 20c of Director General of Aviasalon JSC

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Version 1

Zhukovsky u.d.

GENERAL

The Third International Forum “Engineering Technologies 2014” (hereinafter – Forum 2014) is held in pursuance of Resolution No. 1221-p of the Government of the Russian Federation dated July 15, 2013 in accordance with Contract No. 05-13/03 dated December 26, 2013 between the Ministry of Industry and Trade of the Russian Federation (the Official Organizer) and Aviasalon Joint Stock Company (the Organizer).

The Third International Forum “Engineering Technologies 2014” will be held from August 13 through August 17 of 2014 at the exhibition venue of Transport and Exhibition Complex Russia (hereinafter referred to as TEC Russia).

The International Exhibition “Oboronexpo 2014” (hereinafter – the Exhibition) will be held during Forum 2014 pursuant to the Government’s Resolution No. 425-p of March 22, 2014.

These General Conditions of Participation in Forum 2014 (hereinafter referred to as the General Conditions) are supplementary to the Terms and Conditions of Participation in Exhibitions Held at Transport and Exhibition Complex Russia (hereinafter referred to as the Terms and Conditions) and together with the Terms and Conditions are a public offer by which the Organizer offers a Participant to conclude a contract on provision of their participation in the Forum and/or the Exhibition.

FORUM PROGRAM

The following milestones of the Forum have been determined:

Mounting	August 1-11, 2014
Forum days	August 13-17, 2014
Official opening day	August 14, 2014
Forum business days	August 13-14, 2014
Days for general public	August 15-17, 2014
Dismantling	August 18-22, 2014

Dates to be considered by Forum Participants

Participants registration	by July 1, 2014
Registration of services orders	by August 1, 2014
Registration of vehicles for range demonstration	by July 1, 2014
Submission of list of military exhibits	by May 15, 2014
Submission of list of civilian and dual-purpose exhibits	by July 15, 2014
Submission of final document package (originals)	by August 1, 2014
Complete list of co-exhibitors	by July 1, 2014
Submission of information for the Catalogue	by July 15, 2014
50% surcharge on select technical services	from June 16, 2014
100% surcharge on select technical services	from July 14, 2014
100% surcharge on approval of stand design documents	from July 14, 2014
Advertising services orders	by July 20, 2014
Technical services orders	by August 1, 2014
Orders for press-conferences and presentations	by July 4, 2014
Deadline for payment for all services	by July 4, 2014
Deadline for contract conclusion	by July 8, 2014
Submission of information for badges and car passes	by July 15, 2014
Completion of all operations	by September 15, 2014

FORMS OF PARTICIPATION IN THE FORUM

The Exhibition “**Oboronexpo 2014**” includes an **exhibition** program and extensive **demonstration** of full-sized arms and military vehicles.

The main **thematic sections** of **Oboronexpo 2014** are:

- Missile and artillery systems and complexes. Small arms and close combat weapons. Special-purpose arms. Air Force and Navy armaments. Air defense armament and facilities. Space-rocket hardware. High-precision weapons.
- Ammunition of all types and forces.
- Armored vehicles and weapons.
- Combat direction and communication systems. Radio electronic warfare means. Information security. Logistic support of military hardware and armament life cycle.
- Reconnaissance, surveillance and aiming systems. Unmanned aircraft and complexes. Robots and robotics.
- Training simulators and on-range equipment. Training devices and automated training systems.
- Innovative materials and technologies in the defense industry.
- Electronics. Radio electronic technologies. Tool engineering.
- Engine building in the military-industrial complex.
- Communication technologies, optical systems and complexes.
- Research institutions. Higher educational establishments.
- Outfits and uniforms of servicemen.
- Logistics and procurement of forces. Support of military personnel.

The following forms of participation in the Forum are possible as well:

- Participation in the business program.
- Participation as a sponsor/partner.
- Participation as an information partner.
- Remote participation.

Registration fee for all forms of participation in the Forum is **EURO 350** (net of VAT 18%).

Participation in the exhibition program

The price is specified net of VAT 18%.

EXHIBITION SPACE	Price (EURO)
Indoor raw exhibition space in a stationary pavilion (per 1 m ²)	240
Outdoor exhibition space for exhibits (per 1 m ²)	80
Outdoor exhibition space for exhibits participating in the demonstration display (per 1 m ²)	40
CHALET (raw)	Price (EURO)
100 m ² chalet unit	19,000
80 m ² chalet unit	17,000

Extra charge for the number of open sides of the exhibition space and stand floors is calculated as follows:

- 10% for a stand open from 2 sides.
- 15% for a stand open from 3 sides.
- 20% for a stand open from 4 sides.
- Extra charge for lease of the 2nd floor - 30% of the rental cost of the total area of the second floor.

Discounts on participation in the exhibition program

The following discounts are offered:

- 3% of the cost of the leased space (except for chalets) is offered to companies that did not participate in the Forum previously;
- 5% of the cost of the leased space (except for chalets) is offered to regular exhibitors of the Forum (that participated in the Forum at least 2 times);
- 7% of the cost of the leased space (except for chalets) is offered to companies leasing 300 m² or more in the exhibition halls;
- 10% of the cost of the leased space (except for chalets) is offered in case of 100% down payment for participation under the Agreement before **May 01, 2014**;
- 20% of the cost of the leased space (except for chalets) is offered to higher educational institutions of the defense sector.
- Collective stands (national pavilions) shall be paid for at the base price without extra charges for stand configuration (i.e. number of open sides, except for two-floor structures).

Multiple discounts do not apply!

Participation in the demonstration program

Options for participation in the demonstration program:

- 1. Static display of vehicles in the outdoor exhibition space and demonstration of vehicles on the range**

Participants shall pay:

- Registration fee,
- Outdoor exhibition space subject to the rates approved under General Conditions (subject to preferential terms).

2. Demonstration of vehicles on the range

Participants shall pay:

- Registration fee.

Schedule of private shows shall be approved by the Forum's Organizing Committee.

3. Arrangement of test-drives

Participants shall pay:

- Registration fee.

The following preferential terms are offered to participants providing vehicles for demonstration shows on the range:

- 50% discount in the outdoor exhibition space at the exhibition venue for static display of the exhibit (applicable only to the exhibit participating in a demonstration show). If one exhibit participates only in the demonstration show and a similar exhibit participates in the static display, the same preferential terms shall apply;

- provision of fuel free of charge in the amount required for carrying out training and demonstration runs according to the approved program and the norms of fuel consumption for each vehicle;

- free passes for employees providing for demonstration and operation of vehicles on the range, with the number determined based on the type of the vehicle participating in the demonstration shows and agreed upon in each individual case;

- three tickets to the grandstands for each demonstration show for each vehicle provided for runs.

4. Static display of vehicles by individuals.

There is a possibility to organize a display of vehicles that meet the following criteria:

1. RETRO automobiles. Rare cars manufactured before 1970 and preserved in their original configuration.
2. MODIFIED cars. Types of tuning: styling (after-market modification of the body style of a car), aerodynamic tuning, chassis and suspension tuning, audio tuning, interior modification, automotive aerographics and vinyl graphics.
3. SPORTS cars. Sports cars designed for all types of motor sport, including unconventional sports – such as street racing and drag racing, etc.
4. CUSTOM cars. Homemade and custom built cars.
5. FAN club cars. Informal or formal associations and unions of fans of cars of select makes and models.
6. RARE and UNIQUE cars. Cars of a unique configuration built as a single model, cars with unusual types of propulsion devices, such as amphibians, solar cars, hot rods, prototype cars, etc.
7. ICONIC MAKES AND MODELS. This is a category for all models below:

AC, Alfa-Romeo, AstonMartin, Austin, Bentley, Bertone, Bristol, Bugatti, Caterham, De Tomaso, Ferrari, Hummer, Jaguar, Lamborghini, Lancia, Lotus, Marcos, Maserati, Maybach, McLaren, MG, Mini, Morgan, Pagani, Panoz, Porsche, Rolls-Royce, Talbot, Trabant, Triumph, TVR, Vector, ZIS.

And iconic models of conventional brands:

Audi TT, BMW Z1-Z8, Chevrolet Corvette, Dodge Viper, Ford GT 40, Ford Mustang, Ford Probe, Honda S2000, Honda Z350, Jeep Wrangler, Land Rover Defender, Mercedes-Benz SL, Mercedes-Benz SLR, Mercury Cougar, Mitsubishi 2000-3000 GT, Mitsubishi Lancer Evolution, Opel Speedster, Plymouth Prowler, Pontiac Firebird, Smart, Subaru WRX, Toyota Celica, Toyota MR 2, Toyota Supra, VW Beetle, VW Corrado, VW Golf Country

8. Motorcycles. Custom motorcycles, iconic makes and models: Harley-Davidson, Indian, etc.

The cost of participation is 1,000 rubles (VAT inclusive) for one motor vehicle, which includes 2 personalized Exhibitor badges.

Companies wishing to display their vehicles should pay for their participation according to the general rates.

Participation in the business program

Information in this section will be available by May 15, 2014.

Participation as a sponsor/partner

The Forum's sponsor programs offer comprehensive solutions tailored to the objectives and goals set before the companies of sponsors/partners.

Each sponsor package has individual preferences by areas with a right to use the assigned status in all own marketing communications.

Sponsorship of the Forum, depending on the status assigned, is:

- ✓ Company's assignment of the status and right to use it in its own marketing communications.
- ✓ Right to become a participant of the exhibition program with provision of a chalet, exhibition space in a hall, open exhibition space for display of exhibits or for construction.
- ✓ Reference to the Company as a sponsor/partner during preparation or holding of the event.
- ✓ Placement of the Company's publicity releases and logo in the advertising campaign of the event, within the designed territory of the exhibition venue, on the official website and in official publications, audio and video broadcasts at the exhibition venue during the event.
- ✓ Right to hold own business and/or advertising events in the territory of the exhibition venue during the event.
- ✓ Provision of a required number of entrance tickets, personal badges and vehicle passes, including VIP.
- ✓ Utmost comfort of participation.

Sponsor programs of the Forum are represented by the following sponsorship categories:

- **Title sponsors/partners**
- **Official sponsors/partners**
- **Sponsors/partners**

Cost of sponsorship programs (net of VAT 18%)

Title sponsors/partners of the Forum
Price – EURO 250,000-350,000
<ol style="list-style-type: none">1. General sponsor/partner2. Official sponsor/partner3. Strategic sponsor/partner
Official sponsors/partners of the Forum
Price - EURO 125,000
<ol style="list-style-type: none">1. Official sponsor of the demonstration program2. Official sponsor of the business program3. Official automobile/provider of transport services4. Official sponsor of insurance services5. Official telecom partner/operator
Sponsors/partners of the Forum
Price - EURO 35,000-75,000
<ol style="list-style-type: none">8. Sponsor/Partner of hospitality events9. Sponsor/Partner of the ticket program10. Sponsor/Partner of business guest registration11. Sponsor/Partner of the Press Center12. Sponsor/Partner of the VIP Restaurant13. Sponsor/Partner of the Food Court14. Sponsor/Partner of the Parking Zone15. Sponsor/Partner of the children program16. Sponsor/Partner of the volunteer program17. Catering Sponsor/Partner18. Supplier of beverages/brewery products19. Supplier of fuels and lubricants

For corporate sponsors/partners with the same status of participation, a concept of equal presence at the Forum will be implemented.

The above sponsorship programs are not final and may be subject to change based on the Sponsor's needs and the Organizer's capabilities. Terms of this sponsorship agreement shall be discussed on an individual basis and are not a public offer.

Additional information on the list of services offered with each sponsor package will be posted at www.forumtvm.ru and www.oboronexpo.com.

Participation as an information partner

Information partners of the Forum are Russian and foreign specialized and general mass media: periodicals, radio, TV networks, Internet portals, and news agencies.

Information and advertising partnership is full-scale information support and follow-through at both the preparation and holding stages of the Forum as related to:

- ✓ Publication of information materials on the upcoming event;
- ✓ Publication of a graphic advertising page of the Forum;

- ✓ Placement of the Forum banner on the home page of the mass media website in priority locations with a link to the Forum website;
- ✓ Placement of announcement of the upcoming event in news feeds;
- ✓ Posting of on-line broadcasts;
- ✓ E-mail distribution of messages about the event;
- ✓ TV reports in information programs on the upcoming event during preparation for the Forum;
- ✓ Broadcasts and publications of full speeches (interviews) of members of the Forum Organizing Committee;
- ✓ Full TV reports in news programs;
- ✓ Full TV reports in informational and analytical programs.

Depending on the volume of information support provided, information partners of the Forum are divided into the following categories:

- **General Information Partners**
- **Official Information Partners**

For all information partners of the Forum with the same status of participation, a concept of equal presence at the Forum will be implemented.

In line with their status assigned, information partners will receive packages of services with individual preferences.

Cost of sponsorship programs (net of VAT 18%)

General Information Partner	
This status may be assigned to one of the leading mass media in its category as resolved by the Organizing Committee of the Forum and based on the information and advertising support provided in the approved scope for the amount of no less than:	
for federal TV channels	for electronic mass media and printed general political mass media
EURO 250,000	EURO 175,000
Official Information Partner	
This status may be assigned to the mass media as resolved by the Organizing Committee of the Forum and based on the information and advertising support provided in the approved scope for the amount of no less than:	
for specialized mass media	for other mass media
EURO 12,500	EURO 25,000

Standard options of the package for Information Partners of the Forum:

- Assignment of an official status and awarding of a Diploma acknowledging this status.
- Provision of a right to use the status in all own marketing communications.
- Accreditation of the Partner's representatives (in the amount agreed upon with the Organizing Committee of the Forum) for all events of the Forum, including business and demonstration programs.
- Issuance of Forum entrance tickets to the Partner (in the amount agreed upon with the Organizing Committee).

- Issuance to the Partner of invitations to the official reception dedicated to the Forum's opening (in the amount agreed upon with the Organizing Committee).
- Granting the Partner a right to become a participant of the exhibition program.
- Placement of the Information Partner's information and advertising materials and logo on the official website and in the official publications of the Forum.
- Utmost comfort of participation.

Remote participation

The cost of remote participation is specified net of VAT 18%.

Remote participation in the Forum	EURO 350
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Remote participation in the Forum includes:

- Publication of information about the company in the official catalogue and web-catalogue as follows:
 - name of the organization in Russian and English (if available);
 - address, phone, fax, e-mail, website, summary of the company's activities (400 characters in Russian and English, including spaces and punctuation marks).
 Any information beyond this scope, logo placement and advertisements, as well as participation in the thematic section shall be paid for separately.
- Three (3) free business tickets.

BADGES, PASSES, TICKETS

Categories and number of badges, passes and tickets provided to the Participants subject to the participation category and rented area:

Type of participation	Category of badge/ticket	Number	Validity (if not specified otherwise)	Category of car pass	Number	Validity (if not specified otherwise)
Participants of Exhibition Program (Exhibitors /Co-Exhibitors)						
Indoor exhibition space	Exhibitor	3 (15m ²) + 1 (for each subsequent 10m ²)	August 1-22, 2014			
	Business ticket	3 (15m ²) + 1 (for each subsequent 10m ²)	One entry on August 13-17, 2014			
Outdoor exhibition space	Exhibitor	3 (15m ²) + 1 (for each subsequent 25m ²)	August 1-22, 2014			
	Business ticket	3 (15m ²) + 1 (for each subsequent 25m ²)	One entry on August 13-17, 2014			
	Exhibitor	2 for each vehicle	August 1-22, 2014			
Chalet:						
100 m ² unit	Exhibitor	10	August 1-22, 2014	Chalet	4	August 1-22, 2014
	Service (for driver)	4				
	Business ticket	30	One entry on August 13-17, 2014			
80 m ² unit	Exhibitor	8	August 1-22, 2014	Chalet	3	August 1-22, 2014
	Service (for driver)	3				
	Business ticket	25	One entry on August 13-17, 2014			
Participants of Demonstration Program						
Range						
Participants of Business Program						
			August 13-17, 2014			
Participation as Information Partner						
			August 13-17, 2014			
Remote Participants						
		Business ticket	3	One entry on August 13-17, 2014		

The Participant may purchase additional badges, passes, and tickets. Information regarding their cost will be available by May 15, 2014.

GENERAL LAYOUT OF FORUM EXHIBITION VENUE



МОСКВА, ЖУКОВСКИЙ
ТВК "РОССИЯ" 13 - 17 августа



CHALET SPECIFICATIONS

	1G/6G	2G/4G	3G/5G	1F/2F	1D/2D
Chalet unit dimensions	10x8	10x8	14x7	10x10	10x10
Total area of 1 chalet	80	80	160	100	100
Second floor	-	-	+	-	-
Power: voltage 380/220 V 50 Hz	15 kW	10 kW	15 kW	10 kW	10 kW
Water supply	+	+	+	+	+
Fire alarm system	Possibility to arrange				
Telephone lines					
Internet networks					

SPECIFICATIONS OF EXHIBITION HALLS

	C1/F1/F2	C2/C3	F3	D9
Dimensions	63x33	60x30	96x60	60x48
Total area	2079	1800	5760	2880
Floor load limit	2 t/m ²	2 t/m ²	5 t/m ²	5 t/m ²
Building height limit	5 m	4 m	5.5 m	5.5 m
Dimensions and number of gates	4x4 (2) 4x6 (1)	4x4 (3)	4.5x6 (5)	4.5x6 (2)
Power: voltage 380/220 V 50 Hz	Possibility to arrange			
Water supply				
Fire alarm system				
Telephone lines				
Internet networks				

SPECIFICATIONS OF OUTDOOR EXHIBITION SPACE

Dimensions					
Total area					
Ground load limit	20 t/m ²	20 t/m ²	20 t/m ²	20 t/m ²	20 t/m ²
Building height limit	14.5 m	14.5 m	14.5 m	14.5 m	14.5 m

PROCEDURE FOR REGISTRATION FOR FORUM

Registration in the on-line order system

For participation in the Forum, participants need to register in the on-line Order Management System (OMS) available at www.forumtvm.ru and www.oboronexpo.com. The procedure of registration is described in detail on the Registration of Participation page. A potential participant should register in accordance with the selected form of participation.

After registration in the OMS a Participant receives:

- Access to the Personal Account where any available service can be ordered and its status can be checked online.
- Contact details of the account manager who will serve the Participant throughout the Forum period and will ensure efficient and proper issue of all required reporting documents.

Registration will be deemed complete after payment of the registration fee and 25% of the cost of leased exhibition space (deposit).

Generation of applications for participation and required services in OMS

Depending on the form of participation, the list of required/possible applications/orders may vary. Please contact your account manager prior to submitting them.

The Participant intending to participate in the Forum should create applications/orders in the OMS on their own.

Payment for the services ordered OMS

Documents for payment for all ordered services are generated in the on-line OMS system. The right to use the ordered services will be granted only subject to the fulfillment of all payment conditions.

Generation of a report document package

Timely generation and delivery of a report document package make it possible to exchange all required documents and perform all formalities by the closing time of the Forum.

Cancellation of participation in the Forum/ part of services

The contract may be terminated unilaterally and extra judicially by the Participant by sending a request for termination to the Organizer. Such request shall be executed in writing and signed by the Participant's authorized representative.

If the contract is terminated by the Participant 30 days (or more) before the Forum, the Forum participation fee specified in the contract shall be refunded less the registration fee and 25% deposit. The date of the request for termination shall be the date of receipt of the Participant's request by the account manager.

If the termination request is submitted less than 1 month before the Forum, the cost of the contract and any additional agreements shall not be refunded.

In the event that the Participant did not submit a request for contract termination and did not attend the Forum, the Organizer shall have the right to withhold the full cost of the contract or demand full payment for the contract subject to the terms and conditions of the concluded contract on Forum participation.

In the event of the Participant's cancellation of some of the ordered services less than 30 days before the Forum the Organizer shall have the right to remand a penalty fee in the amount of 50% of the cost of the services that were cancelled by the Participant.

In the event of contract termination by the Organizer all payments made pursuant to the contract will not be refunded.

SERVICES PROVIDED AT THE FORUM

1. Advertising services

The list of advertising services includes, but is not limited to the following:

- Publication in official issues of the Forum: catalogue, guide, official website and other publications in the event of decisions on their publishing;
- Dissemination of advertising on entrance tickets and passes;
- Dissemination of outdoor advertising, advertising on air balloons, audio/video advertising at TEC Russia;
- Dissemination of outdoor and video advertising on a LED screen in Zhukovsky;
- Promotional campaigns.

2. Congress services

The following congress services are available for business meetings, negotiations, and presentations:

- Lease of halls, conference rooms;
- Lease of equipment and temporary staff's services for holding of an event.

3. Technical services

The list of technical services includes, but is not limited to the following:

- "Turnkey" construction of exhibition stands of any complexity;
- Engineering services, including power connection and water supply, suspensions on trusses;
- Communications services, including connection to DLD and ILD network and Internet;
- Graphic and decoration works;
- Lease of presentation equipment; plasma and regular screens, projectors, sound amplifying equipment, etc.;

4. Logistic services

The following services are available for all types of exhibition freight and stand equipment:

- Forwarding and transportation services;
- Customs clearance;
- Handling operations;
- Empty package storage.

5. Catering services

Catering system will be arranged at the exhibition venue of TEC Russia, including:

- Restaurants and fast food restaurants;
- Catering service – organization of banquets, receptions, buffets and coffee breaks (in restaurants or in a participant's exhibition space);
- Corporate catering for Forum participants;
- Lease of required equipment (dishware, coffee machines, coolers).

6. Tourist services

The list of tourist services includes, but is not limited to the following:

- Visa support;
- Pick up / transfer at/to airports and railway stations;
- Reservation of VIP lounges in Moscow airports;
- Hotel accommodation;
- Transfer to the event venue;
- Various excursion programs.

7. VIP service

VIP service will be available in the territory of TEC Russia on public days.

This service includes:

- Arrangement of transfer to the exhibition venue of TEC Russia;
- A complimentary souvenir;
- Free refreshments;
- Rest areas in a chalet;
- Seats at the guest stand of the demonstration area during shows.