

The provisions subject to which exhibitors may take part in the international Marine Equipment Trade Show "METS 2012 incorporating the SuperYacht Pavilion" (hereinafter referred to as the exhibition) are laid down in these Specific Terms and Conditions and in the Standard Terms and Conditions of Event Participation (hereinafter called Standard Terms).

Venue and dates

The exhibition will be held in Hall 10 of the Holland Complex of the Amsterdam RAI Exhibition Centre, Europaplein in Amsterdam from Tuesday 13 November to Thursday 15 November 2012.

Opening hours

The exhibition will be open to visitors on Tuesday 13 November and Wednesday 14 November from 10 a.m. to 6 p.m. and Thursday 15 November from 10 a.m. to 5 p.m. For exhibitors, the building will be accessible from two hours before the opening until two hours after the closing of the exhibition.

Construction and dismantling period

Amsterdam RAI will be open for the delivery of goods from Sunday 11 November 2012 (from 8 a.m. to 8 p.m.) and to Monday 12 November 2012 (from 8 a.m. to 5 p.m.). Goods should be removed between Thursday 15 November 2012 from 6.30 p.m. until Friday 16 November 2012, 12 noon.

Organisation

The exhibition is organised by Amsterdam RAI B.V. under the auspices of ICOMIA, International Council of Marine Industry Associations (hereinafter and in the Standard Terms referred to as 'the organisers').

The correspondence details are:

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Project team METS 2012 - SuperYacht Pavilion
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Exhibition Committee

The Exhibition Committee consists of representatives of the above mentioned authorities and invited members. An Entry Committee has been appointed by the Exhibition Committee for assistance. The Exhibition Committee retains the right to review the acceptance of products at all times.

The Exhibition Committee retains the right to review to refuse products which are not consistent with the Exhibition programme as described below. In case of doubt, it is advisable to seek advice from the organisation before registration.

Entry Committee

The function and authority of the Entry Committee includes the following:

- Evaluating the exhibits as described under "Exhibition programme";
- Evaluating compliance with the rules as given under "Exhibitors";
- Maintenance and interpretation of the remaining provisions of both the Specific Terms and the General Terms;
- Monitoring compliance with the regulations relating to lay-out, decorations, safety, advertising, unfair competition, noise nuisance, etc.

Exhibition programme

The exhibition programme comprises:

- Equipment, engines, systems, materials, services and software for the superyacht industry (superyacht: larger than 24 metres in length).

The complete and official product description of products which are permitted to exhibit at the SuperYacht Pavilion at METS is communicated to prospects and exhibitors on request by the organisation via mets@rai.nl. The complete and official product description is also available online via metstrade.com/exhibitionprogramme.

It is the exhibitor's responsibility to ensure that the products which are displayed comply with national and regional standards, and to ensure that non-compliant products are marked as such (EU only).

Please note that:

- 1) **Boats** are **not** accepted, the only exception being small inflatable boats/tenders which are unmistakably for use as marine life saving purposes and with a max. of 3.20 metres length. The boats in question may not rise above the stand. Inflatable (auxiliary) boats of any size with integral inboard engines are also expressly forbidden;
- 2) Services are not accepted, except for the following B-to-B services: bunkering and fuelling, crew management, provisioning, repair & refit and/or yacht transport services;
- 3) Boat trailers of a length exceeding 4 metres are expressly forbidden. It is not permitted to exhibit products in and/or on the trailer. It is permitted to stack several trailers on top of each other, always provided that they remain within the dimensions of the stand;
- 4) Marine accessories are accepted only if they are strictly marine related;
- 5) Semi manufactured products are accepted only if they are strictly marine related;
- 6) Cutlery is accepted only if they are strictly marine related;
- 7) Watersports accessories such as tubes, wakeboards and canoes are excluded from the METS exhibition programme.

Products that are excluded from the METS exhibition programme, but will be exhibited at the SuperYacht Pavilion 2012 will be removed from the stand on the risk and costs of the exhibitor.

Exhibitors

The products described under Exhibition programme may only be exhibited by companies who are either original service providers and/or equipment manufacturers or authorised distributors of these materials and equipment. (Authorised) distributors are accepted only under the condition that they can show a confirmation from their manufacturer and stating that the manufacturer will not be present at METS and that this particular distributor is authorised by the manufacturer to exhibit at METS. If this is questionable, the organisers reserve the right to ask for written verification. Authorisation is at the full discretion of the organisers, who may refuse exhibitors without incurring any liability.

Demonstrations

Special activities at stands, such as product presentations, performances and shows, may only take place if written permission is granted by the organisers. Please note that permission must be requested in writing at the latest 30 days before the beginning of the construction period. This permission is subject to various conditions, including that the activity must be situated in such a way that interested visitors do not block the corridor.

Participation fee

The participation fee consists of the non-refundable registration fee of € 495.00 supplemented by the following tariffs for stand rental, including construction and furniture. If an "additional" company exhibits within the stand space rented by the "main" exhibitor – with a maximum of two participants per 12 m² - € 495.00 registration fee will be charged per "additional" company. The registration fee also covers the costs of mentioning in the official exhibitor list, the METS 2012 Catalogue, the SuperYacht Route Guide in the catalogue, the online Superyacht Route and a 365 days presentation on metstrade.com (MyPage) and the company name on the fascia board.

Exclusive uniform stand packages - Contents

The exclusive uniform stand packages include:

- Stand space;
- Stand construction/equipment/furniture*;
- Stand catering**;
- Unlimited use of the exclusive Captain's Bar situated in the centre of the SuperYacht Pavilion;
- 250 printed METS invitation cards free of charge (upon request);
- Free access to the Global Superyacht Evening Event***.

**Stand construction/equipment/furniture in detail/ (an artist impression of the stand is available via metstrade.com)*

- Wall elements (100 cm width x 275 cm height), colour white;
- Columns (30 x 30 x 275 cm), colour white;
- Curtains incl. frame;
- Stand number, company name, country in central column;
- Lockage storage (100 x 100 x 100 cm), including coat rack;
- Carpet tiles, available in various colours;
- 2x rails with 2 spotlights including current consumption; from 36 m² 3x rails with 2 spotlights including current consumption;
- 1x 220 volt V-plug socket including current consumption (max. 2000 Watt);
- 1x info desk, 1x table, colour white; from 36 m² 2x info desk, 2x table, colour white;
- 3x chairs, various colours available; from 36 m² 6x chairs, various colours available;
- Full colour company logo on back wall;
- Daily cleaning of your stand;
- Free Wi-Fi.

*** Stand catering in detail:*

The exclusive stand catering package is based on full service catering for exhibitors in the SuperYacht Pavilion, providing the exhibitors full catering on their stand during event hours. The catering package includes the following:

- Food & beverages will be delivered at your stand according to a set time schedule matching general catering moments per day;
- A refrigerator is facilitated per stand, and will be replenished daily;
- Your SuperYacht Pavilion exhibitor badge gives you and a guest free entrance to and use of the facilities of the Captain's Bar (centrally situated in the SuperYacht Pavilion);
- The stand catering package has been determined on a fixed amount of food and beverages per day, based on your stand size and the number of stand personal based on the following gradation: 12 m² 4 persons; 18 m² 6 persons; 24 m² 8 persons; 36 m² 10 persons.

*** date to be defined

Exclusive uniform stand packages – Available sizes and prices:

Stand package	Application before 1 March 2012	Application from 1 March 2012
Stand package of 12 m ²	€ 540.00	€ 620.00
Stand package of 18 m ²	€ 535.00	€ 615.00
Stand package of 24 m ²	€ 530.00	€ 610.00
Stand package of 36 m ²	€ 510.00	€ 545.00

Prices excl. registration fee

Different stand dimensions can only be arranged in consultation with the organisers. Account is taken, wherever possible, of the exhibitors' wishes for the number of m² and preferences for stand dimensions and location. However, the organisers cannot guarantee in advance that the exhibitors' wishes will be met.

Exclusive uniform stand packages - Regulations

Exhibitors are not allowed to handle stand construction themselves. Nor are they allowed to attach any eye-catching objects outside or above the standard stand or to attach any other high or projecting objects in, on or around the stand. It may be possible to obtain an exception to this rule, depending on the exhibition material, **after consultation with the organisers and with their written permission.** The curtains and columns must however remain in its original state. It is not allowed to put stickers on the columns nor to drill, screw, staple or nail in walls or aluminum parts of the stand. With regards to the application of stand decorations we advise you to use the double sided tape provided by the organisers. Please note that the coloured piping of the aisle carpet is **not** part of your stand.

All exhibits are displayed at the discretion of the Entry Committee, which retains the right to refuse and remove products.

Space allocation

Space is allocated at the organisers' discretion, based on the availability of space and taking the wishes of each exhibitor as much into account as possible. If a waiting list needs to be established as a result of lack of space, this will be handled by date of receipt of the registration form. No rights can be claimed from allocations of prior SuperYacht Pavilion exhibits. Account is taken, wherever possible, of your wishes for the number of m² and preferences for stand dimensions and location. However, the organisers cannot guarantee in advance that your wishes will be met.

Invitation cards

Exhibitors can order printed and digital invitation cards for distribution to their clients. Printed invitation cards can be ordered in batches of 50 at a cost of € 27.50. Purchased invitation cards cannot be refunded by Amsterdam RAI. Digital invitation cards can be ordered free of charge. The first 250 ordered printed invitation cards are free of charge.

Terms of payment

In accordance with the provisions of article 7 of the Standard Terms, the uniform stand construction package costs should be paid in two instalments, namely:

- 1st advance invoice of 25% of the total number of square metres reserved, plus the registration fee: within 21 days of the date of the first advance invoice (advance invoices are sent from 365 days before the exhibition).
- 2nd advance invoice of 100% (minus the 25% of the first advance invoice): within 21 days of the date of the second advance invoice (these are sent from 105 days before the exhibition).

No advance invoices are sent from 105 days before the exhibition. In the event of application less than 105 days before the first build-up day of the exhibition the amount owed should be paid **in full** together with the application, but at least four days before the first build-up day.

VAT Regulations

Due to VAT rules regarding the place of supply of services, whereby we do not have to invoice Dutch VAT on stand rental and stand construction, you must enter your full VAT number on the Registration Form or enclose a statement from the tax authorities that qualifies you as a taxable person. If this information is not provided, we are obliged to charge Dutch VAT on all our invoices. The rule is only applicable to non-Dutch exhibitors.

Disputes

Any complaints should be made within 30 days of the last day of the exhibition. Complaints brought to our attention beyond this deadline will not be addressed.

Sponsor Packages

Exhibitors can reserve a Sponsor Package. The Sponsor Packages consist of several promotional activities setting your company in the spotlight before, during and after the exhibition. You can choose either a Gold, Silver, Bronze or Ivory package. The number of Sponsor Packages is limited. Sponsor Packages will be allocated on a first come, first served basis. For more information on the packages you can contact the METS project team at mets@rai.nl.

Terms of payment/cancellations Sponsor Packages

The Sponsor Packages will be invoiced in one instalment of 100%. Invoices are sent from 182 days before the first construction day of the exhibition onwards. Payment within 21 days of the date of the invoice.

The cancellation terms below will apply when cancelling the Sponsor Package ordered:

- 50% if cancellation is made less than 182 days but more than 62 days before the first day of the construction of the exhibition
- 100% if cancellation is made less than 62 days before the first day of the construction of the exhibition.

If the participation in the exhibition will also be cancelled, the cancellation terms mentioned in the Standard Terms of Amsterdam RAI apply additionally.

Admission

The visitor admission charge for the exhibition, as specified in article 5 of the Standard Terms, will be € 200.00 per person per day, including VAT.