



ArmHiTec

GENERAL TERMS OF PARTICIPATION

1. Organizers. General Information

Exhibition Organizers:

- Ministry of Defense of the Republic of Armenia;
 - Yerevan Plant of Mathematical Machines PLC. (ZAO "YerZMM");
 - Exhibition Companies Group "BIZON" (OVC "BIZON" PLC). (further - Exhibition Directorate)
- Mail address: 129223, Moscow, P.O. 10;
Tel.:007 (495) 937-40-81;
E-mail: bizon@b95.ru;
Exhibition website: www.Armhitec.com

International Exhibition of Arms and Defence Technology «ArmHiTec-2020» is organized and held in accordance with the decision of the Ministry of Defense of the Republic of Armenia

Main directions of exhibition work:

- Business program, which includes plenary sessions, conferences and round table discussions attended by high ranking officials and representatives of public authorities;
- Exhibition program, which consist of expositions of firms and companies manufacturers, designers and suppliers of armaments and special equipment:
 - Information technologies and systems developed for strengthening national defense and security industry;
 - armaments, weapons and technical military equipment for armed forces;
 - armaments, weapons and special equipment for police and special units;
 - special facilities and equipment used for border protection and security.

2. Venue.

Republic of Armenia, Yerevan, Exhibition Complex "YerevanEXPO", (building №3 on A. Akobyan str., Yerevan)

3. Dates.

Build-up time

23 – 25 March 2020 from 08.00 to 20.00

Arrival of Exhibitors to their booths

25 March 2020 from 9.00 to 20.00

Dates of exhibition work

26 - 28 March 2020

Hours for Specialists and Business Visitors

26 – 27 March 2020 from 10.00 to 18.00

28 March 2020 from 10.00 to 16.00

Dismantling

28 March 2020 from 16.00 to 20.00

29 March 2020 from 8.00 to 20.00

Large-sized exhibits for demonstration on Outdoor exhibition area will be allowed to enter the territory of YerevanExpo Centre on 23 and 24 March 2020 starting from 8:00 till 20:00

Large-sized exhibits will be allowed to leave the exposition in night period on 28-29 March, 2020 (from 22:00 till 7:00).

4. Main documents for «ArmHiTec-2020».

Main documents for participation in Exhibition are:

1. Preliminary Application for Participation
2. General Terms of Participation
3. Contract (Agreement and Appendices to the Agreement (№1-7))

Documents for participation in Exhibition shall be filled out, signed, stamped and forwarded by Participant to Exhibition Directorate. Scan copies of signed Agreements obtain the same legal force as original paper documents.

By providing the signed Preliminary Application for Participation in Exhibition Participant agrees with present Terms for Participation as a legal base for the Agreement for Participation and shall exercise its rights in accordance with present Terms for Participation in «ArmHiTec-2020».

Deadline for Exhibition participation documents signing (agreement, appendixes, forms) is February 20, 2020

5. Registration of participants/Exhibitors

Preliminary registration of Exhibition participants as well as the booking of exhibition space can be carried out by Exhibition Directorate according to Preliminary Application Form sent by a company to Exhibition Directorate. The Application is considered valid during 15 days after its' receiving by Exhibition Directorate. During this term the Applicant should send the signed Agreement for Participation in the exhibition otherwise Preliminary Application will be automatically cancelled.

After the completed Agreement for Participation in Exhibition is received by Exhibition Directorate, the invoice for payment (min. registration fee and 100% of the cost of purchased raw exhibition space) will be forwarded to the Participant and shall be paid within the invoice stipulated time terms.

A company can be registered as Participant of Exhibition (or Exhibitor) only after Exhibition Directorate receives the full invoice payment.

In the process of exhibition preparation fax and/or e-mail correspondence shall be used for operative exchange of information and documents. Organizer and Participant acknowledge the legal validity of signatures and stamps on fax copies of the Agreement, Appendixes, Invoices and other documents.

All these documents - fully completed, signed and stamped shall be forwarded to Exhibition Directorate not later than 20 February 2020 otherwise Exhibition Directorate cannot guarantee the fulfillment of its obligations related to requested services.

After receiving of full payment set in the Agreement, Exhibition Directorate shall fulfill all its' obligations, even if exhibits won't arrive to the Exhibition on time (for example, in case of loss of goods, transportation or customs control delay) or won't arrive to Exhibition at all, or the entrance visa is not given to Participant or Participant's representatives on time/ or not given at all.

6. Allocation of the Exhibition Space

Exhibition Directorate allocates Exhibition space according to Exhibition profile and

exposition floor plan taking into account free space availability.

Exhibition space with improved visibility (stands open from 2 and more sides, 2-level stands (with more than one floor)) is sold and purchased for an extra charge (kindly check Exhibition Agreement (Contract) document).

Participant is not allowed to transfer purchased exhibition space or part of purchased exhibition space either for payment or for free to a third party, or make an exchange of purchased exhibition space with another Participant without approval and written confirmation from Exhibition Directorate.

7. Costs and Terms of Payment

Payment deadline and cost of purchased unequipped exhibition space and optional equipment and/or additional services are indicated in the Agreement (Contract) for Participation (Appendixes 1-7).

Payments are collected for:

- Registration fee;
- Rent of raw exhibition space;

Rent of unequipped exhibition space and Registration Fee payment includes the following:

- Provision of exhibition spaces;
- Permanent passes (badges "Exhibitor") and complementary tickets (on the base of the size and type of purchased exhibition area);
- General indoor exhibition lighting;
- General guarding of Exhibition territory;
- General Exhibition insurance;
- General Exhibition cleaning (passage ways between booths);
- Removal of garbage from special areas set by Exhibition Directorate;
- Display of Participants' information in the Official Exhibition E-Catalogue (1 color stripe, A5 size) and in one rubric of thematic section. Exhibitors' logos should be forwarded in *.jpg or *.gif (200x 150) formats together with the link to exhibitors' web site.

NOTE! Participants' information for the catalog shall contain (each Participant will be provided with Catalog Form for filling out):

1. Company name and address;
2. Text information about company profile in Russian (if possible) and in English (limited to 300 symbols for each language);
3. Company logo in color;

4. Text information about innovative products of the company (1 position, limited to 150 symbols each) and 1 picture 4 x 4 cm.)).

Kindly indicate the corresponding number of your products rubric for insertion in the rubricator. You can choose only one rubric for free

KINDLY PAY ATTENTION TO THE FOLLOWING:

Information will be displayed in Exhibition Catalog just as it is presented in Catalog Form which is filled out and sent by Exhibitor. In case if Exhibitor fills out Catalog Form in one language only, it will be published only in this language. Total volume of text information is limited to 300 symbols including spaces and punctuation marks

All these materials and Catalog Form should be sent to your manager at Exhibition Directorate for requirements satisfaction confirmation.

- General advertising campaign;
- One sample of Official Exhibition Catalog.
- 20 complementary exhibition tickets

For additional payment in accordance with Appendixes to the Agreement for Participation the following services are provided:

- Shell-scheme booth - Standard constructed and equipped exhibition stands (Appendix No.1);
- Optional equipment for exhibition booth (Request No.1.1);
- Engineering services (Appendix No 2);
- Individual guarding and cleaning of exhibition booth (Appendix No.3);
- Passes. Tickets (Appendix No.4);
- Telecommunications Equipment for presentations at the booth (Appendix No.5);
- Conference halls and room rent. Video/Audio/Projection Equipment order (Appendix No.6);
- Participation in Exhibition Business Program (Appendix No.7);

The following services may be provided (fulfilled) to Exhibitor by third parties in accordance with separate Agreements:

- Additional advertisement;
- Freight-forwarding services;
- Visa support, hotel accommodation, transfer, cultural and guest program;

- Insurance;
- Catering;
- Storage services.

If services are provided in accordance with separate agreements concluded between Exhibitor and third party, Exhibition Directorate neither secures nor bears any responsibilities related to these services and agreements.

Registration fee and advance payment - 100% of the cost of rented unequipped exhibition space- is paid by Participant in accordance with the invoice drawn by Exhibition Directorate within the time period stipulated in the invoice. Reservation of exhibition space can be settled only after invoice payment accomplishment.

The final cost of Agreement will be increased according to the cost of additional equipment and/or services ordered by Exhibitor in Appendixes No. 1-7. The total payment for Agreement and Appendixes to the Agreement shall be made not later than the dates stipulated in these documents.

Final payment for participation in Exhibition shall be made by Participant in accordance with the terms indicated in the invoices.

Participant has the right to occupy purchased exhibition space only after complete payment accomplishment for participation in the exhibition.

If conditions and/or terms of payment were violated by Exhibitor, Exhibition Directorate is entitled to cancel the Agreement. In this case the earlier paid and transferred amounts of money are not refundable and cannot be returned to Participant. If Participant does not fulfill corresponding obligations set in the Agreement, Exhibition Directorate is entitled for retention of Participant's Property, after notifying Participant in writing, and forward the property retained on storage at Participant's expense.

In case if Participant fails to pay for his participation in Exhibition in accordance with indicated terms, Exhibition Directorate does not guarantee fulfillment of obligations related to provision of the services ordered by Participant.

All claims related to stand building and assembly works shall be presented to Exhibition Directorate during Exhibition work by Participant's representative (according to the certificate of authority) in the form of written application, signed by Exhibition Directorate representative. Only in this case payment for

these services will be returned to the Participant. Otherwise the claims will not be accepted.

8. Discounts

Exhibition Directorate has the right to grant Participants with various discounts related to the cost of unequipped exhibition space. Discounts can be approved by Exhibition Directorate representatives only.

9. Co-Exhibitors and National Pavilions

All companies exhibiting on Participant's stand are considered as his Co-exhibitors. Co-exhibitor shall act according to the same terms and conditions as the main Participant and has the right to pay for its' participation in Exhibition separately. Participant shall provide Exhibition Directorate with the full list of its' Co-exhibitors (Form 3) and with the layout of all his Co-exhibitors placements not later than 20 February, 2020.

In case if Co-Exhibitor fails to pay for his exhibition space or cancel his participation after March 10, 2020, all payments of that Co-exhibitor shall be made by Participant.

Participant bears full responsibility for Co-exhibitor's payments and for all losses caused by Co-exhibitor. Each Co-exhibitor is obliged to pay the Registration fee. Registration fee of Co-exhibitor can be paid by Participant.

National pavilion is the joint exposition of several companies from one country having one and the same organizer. Organizer of the National Pavilion is considered as the Main Exhibitor and represents his exhibitors in all disputes related to rent of exhibition spaces.

10. Construction, Assembly and Dismantling Works

The Exhibition Directorate provides the services for exhibition space equipment (in accordance with Appendix No.1, provided by February 25, 2020. After that date the surcharge compiles 200%).

Mounting and dismantling of stands shall be performed within the time terms stated in clause 3 of the present Conditions for Participation and shall be fulfilled by qualified personnel only.

Guarding of exhibits in the period of mounting and dismantling the Exhibition shall be performed by the Participant.

Mounting and dismantling of exhibits is performed by Participant. Packing material shall be removed or placed on storage.

In case if exhibition area is constructed and equipped by Participants' (Collective organizers') efforts, or in case if assembly and design works are performed by the third-party company (Collective Organizer), Participant shall pay for connection to electric power source and use of electric power according to the price-list and Appendix No.2 to the Agreement (Contract) for Participation.

Participant shall confirm the individual frame construction project with the correspondent services of Exhibition complex by February 20, 2020. (Construction terms and conditions, corresponding contacts, set of documents needed for technical expertise is provided additionally on request).

Exhibition stand with customized design shall be correspondent to the general Exhibition plan and shall be serviced by qualified personnel during whole Exhibition work period.

Exhibition Directorate has the right to prohibit the construction of stands which do not correspond with the general Exhibition plan.

All information about the stand building company should be presented to Exhibition Directorate not later than February 20, 2020. All changes and supplements to the Agreement received after February 20, 2020 will not be accepted.

After Exhibition end Participant shall return rented Exhibition space and equipment in its' original state and condition. In opposite case, Participant shall recover the damages caused.

11. Cancellation of the Agreement

The cancellation of Agreement by Participants' initiative shall be accomplished by provision of written notification and enters into force after being received by Exhibition Directorate. In this case, all previously made payments are not returned.

In case of Co-exhibitor's refuse of participation in Exhibition, the Registration Fee for Co-exhibitors' participation shall be paid by the Participant.

The Agreement can be cancelled by Exhibition Directorates' initiative in following cases:

- If the full payment for the Agreement was not made within the time period settled in the invoice;

- If Participant habitually violates safe and security requirements;
- If Participant won't equip the purchased space within the time terms stipulated and/or won't occupy exhibition space within 24 hours after Exhibition opening;
- If Participant displays exhibits which are not correspondent to the thematic plan of the exhibition without preliminary agreement with Exhibition Directorate;
- If Participant either for payment or for free transferred purchased exhibition space or its part to third party as well as in case of exchange of exhibition spaces with any other Participant.

In case if Agreement is cancelled by Exhibition Directorates' initiative, the earlier made payments are not refundable.

In case if the event is cancelled due to the fault of Directorate, all payments made by the exhibitor are returned to Participant in full.

12. Exhibits

Only products enlisted in corresponding forms (Form 1, 1A and 1B) and correspondent to the Exhibition profile shall be admitted to display at the exhibition grounds.

Participant displaying samples of military and defense oriented products should present specification on these products not later than February 20, 2020 (Form No.1A) to Exhibition Directorate for inclusion in the general list of military products allowed for display at the Exhibition. **Attention!!!** In this case Participant shall have the official documents and/or licenses allowing Participant to demonstrate these particular exhibits in public. **Classified exhibits or exhibits permitted for display only to a limited or specific public are prohibited for demonstration at Exhibition. Violating of this term may lead to criminal sanctions for Participant!**

Participants demonstrating samples of fire arms (guns, pistols, rifles, etc.) and munition shall fill out Form 1B (kindly check the Agreement document) and send it to Exhibition Directorate along with indication of the names and passport data of company employees who will be in charge of these arms. The Authorization Letter appointing these employees to be in charge of the arms and munition signed by the head of the

company must be also provided to Exhibition Directorate. Transportation documents and licenses permitting the demonstration/exposition of these fire arms and munition must be also provided.

Participant is individually in charge of freight-forwarding and customs clearance of its' military exhibits. Exhibition Directorate may assist Participant with customs clearance and freight-forwarding of military exhibits of Participant in accordance with separate Agreement only if it is requested by Participant.

Items of military and defense oriented products not included in Form No.1A and 1B (check the Agreement document) will not be admitted for display at Exhibition.

In case if Participants' and/or Co-exhibitors' exposition does not include military and defense oriented equipment, Participant shall provide completed and signed Form 1 (not later than February 20, 2020).

Exhibits shall be brought to pavilion (outdoor exhibition area) on March 25, 2020 from 08.00 till 20.00. Exhibitor's representatives are in charge of their exhibits' safety and security till 20.00 on March 25, 2020. General security of the Pavilion will be in operation after 20.00 on March 25, 2020.

Exhibits cannot be transferred to other exhibition spaces without preliminary confirmation of Exhibition Directorate. Exhibits can be installed/removed on/from the booth in an hour before the Exhibition opening/after the Exhibition closing. Exhibits shall not be taken away from the exposition before closing of the Exhibition without written permission of Exhibition Directorate.

If necessary Exhibition Directorate is authorized by applying legal measures to forbid Participant to display its production (insist on removal of exhibits from Participants' stand) if production displayed is not included in the correspondent lists (Form 1, 1a) or is incompatible with goals of the exhibition and/or can pose danger to people. Daily import/removal of properties to/out the Exhibition territory shall be fulfilled on the base of way-bill with permit mark of Exhibition Directorate.

13. Direct Trade and Souvenirs Trade

Direct trade (from stands) of goods: magazines, books, models of military equipment and

armaments etc. is strictly forbidden. The trade is allowed only in special areas in accordance with the Rules of Trade of the Republic of Armenia.

14. Forwarding services. Customs clearance.

Forwarding services and custom clearance of temporary imported on the territory of the Republic of Armenia goods are accomplished by official agents of Exhibition. Kindly check official site of Exhibition www.Armhitec.com for more information. Exhibition Directorate does not provide any direct services related to customs clearance and/or freight-forwarding of Participants' exhibits. Therefore, Exhibition Directorate bears no responsibility for the actions of third party hired by Participant for this purpose.

Exhibition Directorate suggests all Participants to secure their exhibits by issuing insurance license before leaving the country.

15. Guarding

Participant shall be responsible for its stand and exhibits' safety. Exhibition Directorate recommends all Participants to insure their properties from all damages possible in advance. Additional services on individual guarding of stand are provided in accordance with the Appendix No.3 (kindly check the Agreement document).

General guarding of Exhibition is included in price of participation. The exhibition is guarded from 20.00 on March 25, 2018 till 16.00 on March 28, 2020. Guarding of Exhibition is fulfilled at night from 18.30 till 09.00. In case of theft or damage of exhibits, Participant shall immediately apply to the security station of YerevanExpo Center.

16. Cleaning of Stands

General cleaning of the Exhibition (passage ways between stands and outdoor space) is included in price of participation. Individual stand cleaning services are provided in accordance with the Appendix No.3.

17. Hotel Accommodation, Tourist Services

Tourist services, hotel accommodation, as well as cultural program are fulfilled by official agents of Exhibition. Kindly check the official web-site of Exhibition www.Armhitec.com.

18. Business Program. Presentations. Advertising on Stands

Main document, regulating participation in the events of Exhibition Business Program is Agreement for Participation, Appendix 7.

FOR EXHIBITORS participation of one delegate without presentation is free

Registration fee for delegate includes:

- Participation in the official events of Business Program, plenary sessions and workshops;
- Entrance to the exhibition;
- Coffee breaks and fourchettes;
- Event's Participant Package;
- One personalized pass «Delegate - Participant of the Conference», with the right to visit the Conference Opening ceremony and all other Conference events.
- One copy of the Proceedings of the Conference.

Requirement to presentations:

The application for presentation should be submitted to the Organizing Committee not later than February 20, 2020. Application should include:

- name of the Business Program event;
- title of the presentation;
- speaker's name and family name;
- speaker's company and position;
- mail address;
- telephone and fax numbers;
- e-mail address;
- presentation thesis.

Requirements to the materials:

Thesis should be presented in electronic form in one of the working languages of the Conference – Russian or English as 2 standard typewritten pages (not more than 3600 characters including spaces), in MS Word format (Times New Roman, 12), single-spaced without illustrations.

In case if Participant plans to hold his own presentation or any other event during the Exhibition using special premises of the Exhibition complex the Participant shall provide Application No.6 not later than February 20, 2020 and pay for it within the time terms stipulated in the invoice.

Exhibition Directorate shall include the mentioned event in general program of Exhibition work. Exhibition Directorate keeps the

right to change the date and time of the event by mutual agreement with Participant.

Use of sound-amplifying equipment at the stands of Participants shall be agreed with the Exhibition Directorate in advance. Printed and advertisement materials can be distributed by the Participant only at the specially allocated exhibition area.

19. Official Catalogue

Exhibition Directorate publishes the official catalog in electronic version to the Exhibition opening. Participants shall forward the materials for publication to Exhibition Directorate not later than February 20, 2020. Materials shall be correspondent to technical requirements of the Publisher and shall be provided to Exhibition Directorate representative via e-mail. Exhibition Directorate does not guarantee publication of Participant's materials if they will be provided after set deadline and/or do not satisfy technical requirements of the Publisher.

All materials should be sent to your manager at Exhibition Directorate for confirmation that all your materials are well received and satisfy the above mentioned requirements.

20. Advertising, Photography and Video Filming

All types of advertisement (with exception of third-party advertising) are permitted only within the exhibition space purchased by Participant and only in the interest of Participant. Other types of advertisement shall be separately agreed with Exhibition Directorate.

Participants shall not hold any survey of visitors outside their stands.

Photography and video filming with professional equipment shall be fulfilled only by Mass Media accredited in the press-center of Exhibition.

Exhibition Directorate has a right for all types of photography and video filming on the territory of the Exhibition, including whole exposition, separate stands, exhibits, Participants and guests in advertising campaign purposes.

21. Special Contest Program

Participant may apply for participation in the Contest Program of Exhibition in case it will be carried out. Kindly monitor the official website of Exhibition. Contest program may not be carried out in 2020.

22. Passes

VIP Passes, Service Passes.

Applications for all types of passes, including application for additional passes shall be provided to Exhibition Directorate by February 20, 2018. In case if application is provided or changed after this date cost of the above mentioned passes will be increased up to 100%. Period of validity of each type of passes is indicated on it. Transferring passes to a third-party is prohibited.

VIP Passes are issued according to the list approved by the Chairman of Exhibition Organizing Committee or purchased according to Appendix 4 and Form 2 to the Exhibition Agreement

VIP pass gives its owner the right to enter the exhibition, to participate in all events of Business program of the exhibition.

Passes for Technical Personnel during Period of Mounting

- Entrance to the territory of the Exhibition for technical personnel and additional staff for building stands during the mounting and dismantling periods will be granted to each Participant .on a paid basis

For ordering additional passes, Participant should complete and send to Exhibition Directorate Appendix 4 to the Agreement for Participation and pay for the passes in accordance with the terms of correspondingly issued invoice.

Participant shall provide Directorate of the Exhibition with the full list of technical personnel and additional staff (2 copies + 1 copy of passport) not later than February 20, 2020

In case if Appendix 4 is provided or changed after February 20, 2020, the cost of all types of passes is doubled. In this case the Exhibition Directorate does not secure provision of passes to Participants in time.

Passes for the Participants Purchasing the Exhibition Space (Participant Passes /Exhibitor Badges)

Limited quantity of Participant passes is granted for free (Form 2) - One Participant pass/badge for each following 4 sq.m of indoor exhibition space or outdoor exhibition space for construction purchased.

Complimentary tickets-

Each exhibiting company will be issued 20 complimentary tickets for each Exhibitor.

It is strictly prohibited to leave vehicles near the Exhibition pavilions.

Additional Passes and tickets for Participants' personnel can be purchased for additional payment (provide completed Appendix No.4 and Form 2 to Exhibition Directorate within February 20, 2020).

23. Insurance

Recommended types of insurance at Exhibition:

- Insurance of the Participants' property (exhibits, models, mock-ups, stand);
- Insurance of life and health of Participants' personnel during Exhibition;
- Insurance of Participants' liabilities to the third party in the period of Exhibition;
- Insurance of technical service personnel.

24. Non-Compliance of the Conditions for Participation

In case if Participant violates any of present Conditions for Participation, Exhibition directorate has a right to cancel the Agreement for Participation. In this case, earlier paid money by Participant is not refundable.

25. Force Majeure

In case Organizer due to the circumstances beyond his control should stop the exhibition or close it before above mentioned and indicated time and dates or cut down the program of demonstrations, Participant is not entitled to compensation of his expenses connected with the event or to partial refund of costs paid for the rented exhibition space.

26. Conclusion

By submitting the application and signing the Agreement for Participation (contract) in Exhibition, Participant confirms his agreement with all clauses of these General Terms of Participation. Any other agreements, special permits or other conditions shall be subject to written approval of Directorate of the exhibition. Participant shall study present Conditions for Participation and obey accident, fire prevention and other instructions enforced in the territory of

the YerevanEXPO Exhibition Center, and respect current laws of the Republic of Armenia.

27. Disputes Adjustment. Litigation

All measures and events related to organization and holding the exhibition are regulated by the Legislation of the Republic of Armenia.

Legislation of the Russian Federation is applicable to all legal relations of the parties in case of agreements and contracts concluded between the Exhibition Directorate and Russian and foreign companies (except Armenia).

Legislation of the Republic of Armenia is applied in case of agreements and contracts concluded between the Exhibition Directorate and Armenian companies

All disputes shall be solved by means of negotiations. If no agreement can be reached by negotiations then all disputes are subject to review in accordance with the legislation identified in the preceding paragraph.