

49th INTERNATIONAL PARIS AIR SHOW

SALON INTERNATIONAL
de l'Aéronautique et de l'Espace

Paris Le Bourget

Interactive PDF document*
fill in and return by mail

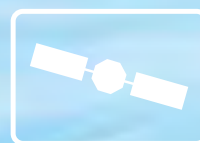
** Acrobat Reader required*

Application form

June 20-26

2011

20-26 juin



The International Paris Air Show - Le Bourget has been constantly growing since it was first held in 1909 and remains today the biggest event in the world dedicated to the aerospace industry.



With almost 2,000 international exhibitors, 137,255 trade visitors and more than 200 official delegations from all over the world, the show is indisputably one of the high points of the industry's economic life.

The International Paris Air Show is a special time for every business, an opportunity in the space of one week to meet all the main aerospace industry players, seize new business opportunities, present expertise and innovations to the world and forge technology and industrial partnerships.

By taking part in the show you will be at the centre of an event where the future is decided, where the history of aviation and space exploration is being written. You will be investing in the commercial and strategic future of your company.

When you exhibit at the International Paris Air Show - Le Bourget, you are quite simply participating in the most outstanding event, the most fascinating industry forum bringing together players from both the manufacturing and the user side.



Seize the opportunity to be where all the important decisions are made.

INTERNATIONAL PARIS AIR SHOW

Le Bourget



The greatest Show on earth

- **2,000 exhibiting companies** from 46 countries*
- **Over 200 Official Delegations** from 88 countries**
- **137,255 trade visitors** 20% of whom visit exclusively the Paris Air Show**

An international strategic event for your company

- The best way to reach all the world's markets.
- The preferred exhibition for the key industry players.

A high-profile exhibition: exceptional media coverage

- **3,000 international journalists** present.
- The aerospace event most widely covered by the world's media (10,000 articles).
- A unique opportunity every two years to publicize your expertise.

An efficient exhibition: a concentrated period for doing business and meeting people

- The international gathering for the entire industry.
- The best showcase for entering the market and spreading the word about your company.
- The place to organize meetings and form technology partnerships.
- A tailor-made venue for presenting your innovations.

An exhibition tailored to your needs: solutions to meet all your requirements

- **Turnkey stand options** geared to your budget, a concierge service for all your requirements.
- **Pre-arranged meetings** with potential buyers and partners from all over the world for increased efficiency.
- **Outstanding promotional tools** to increase brand awareness and attract more visitors to your stand.
- **Prestige hospitality chalets** and quality catering provide the optimum conditions for receiving guests.

* Refer to 2009 exhibitors' list on www.paris-air-show.com

** Figures audited and certified by OJS (Office de la Justification des Statistiques).

*** Independent survey carried out among exhibitors to the 2009 show.



95% of exhibitors were satisfied with the 2009 Show***

SITE MAP

49th INTERNATIONAL PARIS AIR SHOW

SALON INTERNATIONAL
de l'Aéronautique et de l'Espace

Paris Le Bourget



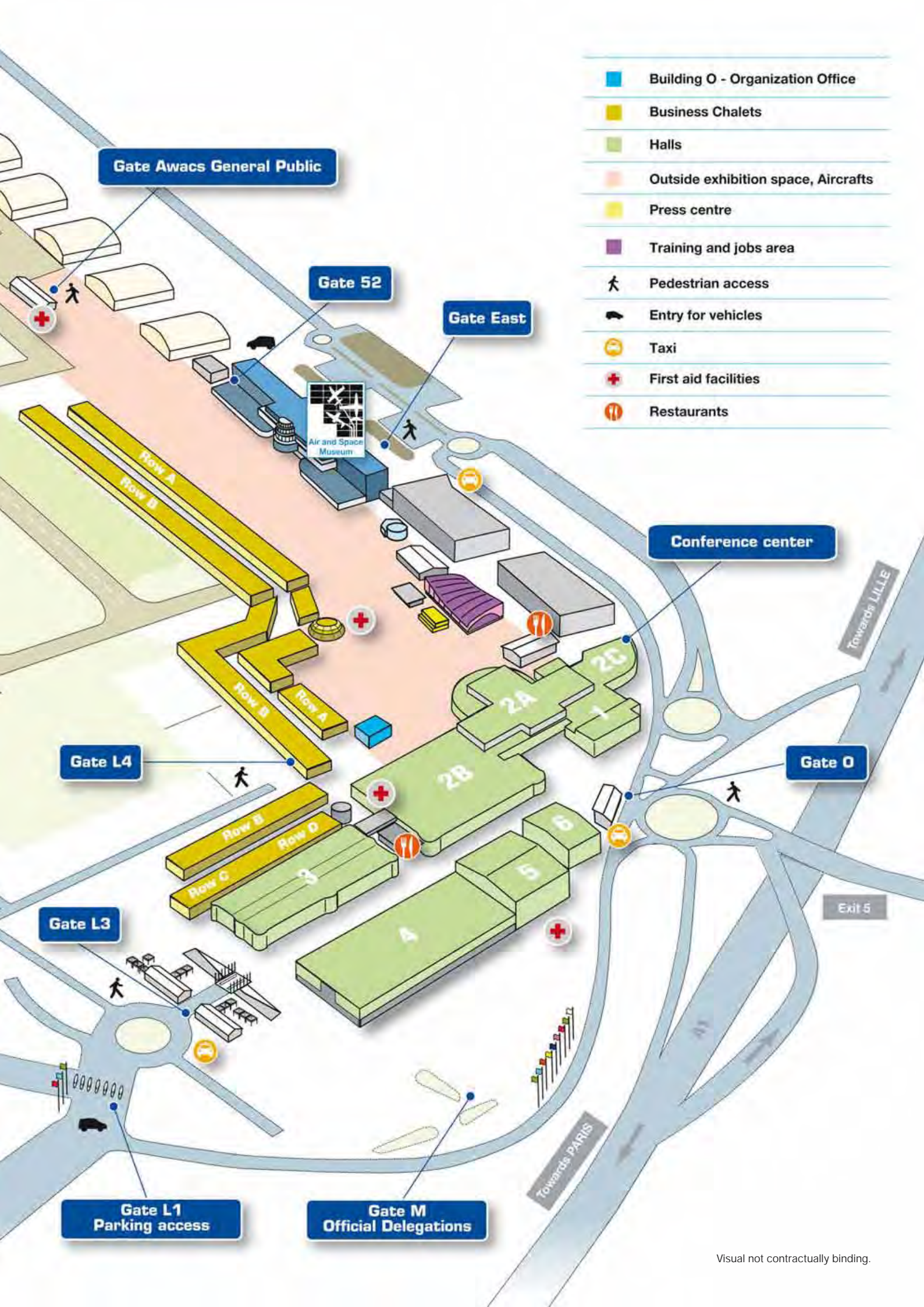
Example of **Single-storey chalet**
rows B, D, H



Example of **Two-storey chalet**
rows A and C

June 20-26
2011
20-26 juin





Gate Awacs General Public

Gate 52

Gate East

Air and Space Museum

Conference center

Towards LILLE

Gate O

Exit 5

Gate L4

Gate L3

**Gate L1
Parking access**

**Gate M
Official Delegations**

Towards PARIS

- Building O - Organization Office**
- Business Chalets**
- Halls**
- Outside exhibition space, Aircrafts**
- Press centre**
- Training and jobs area**
- Pedestrian access**
- Entry for vehicles**
- Taxi**
- First aid facilities**
- Restaurants**



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DESCRIPTION OF EXHIBITION SPACES

1 • BUSINESS CHALET

Located between the runway and the static display area, the chalets are reception spaces to accommodate your customers and visitors.

The chalets are laid out in 6 m wide units in rows **A - B - C - D** and **H**.

A number of options will be available for fitting out the chalets (layout of terraces of 3, 6 or 9 meters.)

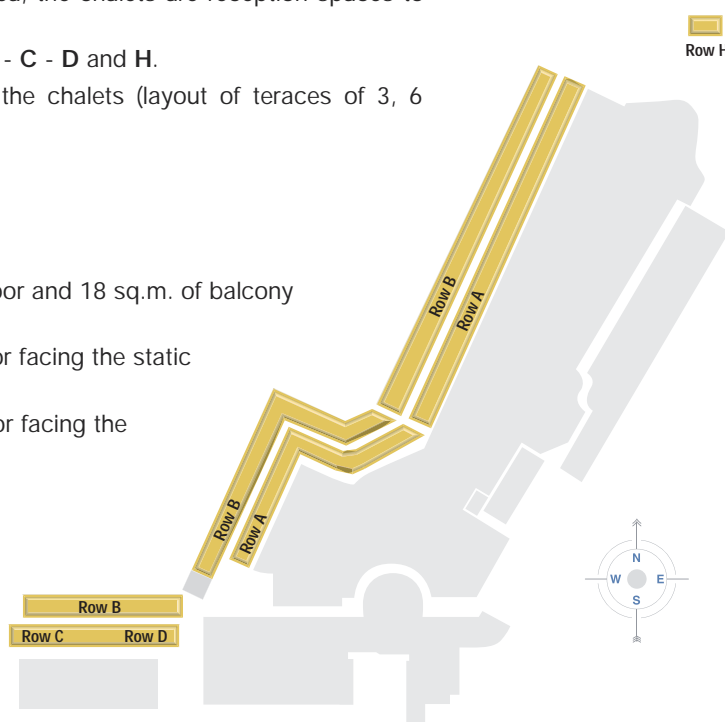
You can book several chalet units.

• Two-storey chalets, rows **A** and **C**

- **144 sq.m.:** 72 sq.m. on ground floor, 54 sq.m. indoor and 18 sq.m. of balcony on the upper floor facing the takeoff runway.
- Chalets row **A**: panoramic facade of the ground floor facing the static display.
- Chalets row **C**: panoramic facade of the ground floor facing the takeoff runway.

• Single-storey chalets, rows **B**, **D**, **H**

- Chalets row **B**: **90 sq.m.** with garden facing the runway.
- Chalets row **D**: **72 sq.m.** with garden facing the runway.
- Chalets row **H**: **72 sq.m.**, located near the heliport.



Design and materials reminiscent of aeronautical fittings. Glass facades offering a wide, clear view of the outside.

Every chalet have:

- a garden accessed via a glass double swing door as standard; sliding doors available as an optional extra,
- two entrances: one visitors' entrance with glass door and wooden stairs and a service entrance with window and cover and metal stairs.

Two-storey chalets have:

- a spiral staircase or a straight staircase if 2 or more units are booked,
- a balcony with guardrail.

The chalet is supplied as a shell and has no interior fittings except speakers for the Show's public address system.

2• EXHIBITION HALL STANDS

You can book a bare stand, a "Classic" turnkey stand or a "Package" turnkey stand.

- **Bare stand** (minimum 12 sq.m.)
Space to be fitted out by your decorator.

- **"Classic" turnkey stand** (from 15 sq.m.)
The practical solution if you want a place to welcome people without having to worry about fittings (partitions, carpet, sign, etc.) but with the possibility of customizing your stand.

This is the preferred option for small and medium sized stands.

The "Classic" stand includes:

- partitions, carpet (in a choice of colours) with colour imprint
 - storeroom
 - lighting
 - furniture (choice available), display units, floral decoration
 - daily cleaning
 - power supply
 - signage with logo.
- You will be offered a range of additional options after you have ordered: display windows, planted frames, screen stands, etc.



Visual not contractually binding.

- **"Package" turnkey stand** (9 sq.m. module)
The economical solution if you don't want to concern yourself with fitting out your stand.

The "Package" stand includes:

- partitions, carpet
- storeroom
- lighting
- furniture, floral decoration
- daily cleaning
- power supply
- signage with logo.



Visual not contractually binding.

Summary of items supplied

	Minimum area	Modular area	Partitions	Storeroom	Carpet	Choice of carpet colour	Furniture	Choice of furniture	Intermittent power supply	Signage	Floral decoration	Spots	Cleaning
"Classic" stand	15 sq.m.	•	•	•	•	•	•	•	•	•	•	•	•
"Package" stand	9 sq.m.		•	•	•		•		•	•	•	•	•

3• OUTDOOR EXHIBITION SPACE

Mainly intended for aircraft and equipment on display, outdoor exhibition space (the static display area) can also have buildings erected on it.

- **Open area (bare space)**
If you wish to present your aircrafts or your equipment, you may book a location on the static display area without any fitting.
- **Built area**
If you wish to present your equipment in a secure environment you may erect a building in the static display area.

If you have a sole agent

Company name _____

Mrs. Miss Mr. Surname _____ First name _____

Address _____

Postcode _____ Town _____ Country _____

Tel. _____ Fax _____ E-mail _____

Language for correspondence French English

N.B.: All commercial, operational, technical and financial information relating to the exhibitor's participation will be sent to this person.

Names of your company's management

General Management Mrs. Miss Mr. Surname _____ First name _____

Function _____

Tel. _____ E-mail _____

Language for correspondence French English

Communications Department Mrs. Miss Mr. Surname _____ First name _____

Function _____

Tel. _____ E-mail _____

Language for correspondence French English

YOUR BUSINESS SECTOR

Choose your company's **main business** from this list Example : 0 | 1 |

01 Aircraft construction and assembly	08 Subcontracting - electrical, electronic, mechanical engineering and metal working
02 Space, spacecraft, satellite telecommunications	09 Composite materials and surface treatment
03 Aircraft engines, aerospace powerplants and related equipment	10 Maintenance, product support & spares, transport
04 Weapon systems	11 Services
05 Pilot & nav aids	12 Airport equipment and services
06 Airborne equipment and systems	
07 Cabin interiors	

Are you a member of a trade association Yes No Trade Ass. _____

Are you exhibiting as part of a pavilion? Yes No Pavilion _____

Is your company a subsidiary? Yes No Group _____

The exhibitor's signature involves its acceptance to the Terms and Conditions of Sale (see p. 18-20).

Stamp MANDATORY	Signed in _____ on _____ <i>Name and surname of the person authorized to commit the direct exhibitor. Preceded by "Read and approved".</i> _____ Signature
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The French data protection agency (CNIL) has been notified of the existence of this file. In accordance with the "French Data Protection Act", you have the right to access, rectify or object to information held about you and the have it deleted. You may refuse to allow this information to be disclosed to third parties. To exercise your rights, please write to the above address, giving your name and address. Unless you have communicated in writing to the contrary, your company's name may appear on all materials used by the Organiser in the preparation of any editions of the exhibition.

EXHIBITION SPACE BOOKING FORM

DIRECT EXHIBITOR: _____

Exhibitor N° in 2009:

□ □ □ □ □ □

TO BE RETURNED BY **15th SEPTEMBER 2010**
WITH YOUR REGISTRATION (P. 8)

to the following address: SIAE - Commercial Department - 8, rue Galilée - 75116 Paris - France
E-mail : exposants@salon-du-bourget.fr

1 • REGISTRATION FEE*

- Direct exhibitor _____ 1 = _____ 945 € excl. VAT
- Indirect exhibitors _____ x €945 = _____ € excl. VAT

* The registration fee includes:

- your pass allocation (see p. 17),
- an entry in one section of the Show's Official Catalogue,
- a link to your website,
- one copy of the Official Catalogue to collect at the Show. After the Show the Catalogue will be given on demand and depending on the availability.

Total 1 € excl. VAT

2 • BUSINESS CHALET*

- Two storey chalet row A row C (144 sq.m.) _____ 1st unit x €61,600 = _____ € excl. VAT
Additional unit(s) Chalet A or C _____ unit(s) x €60,100 = _____ € excl. VAT
- Single-storey chalet row B (90 sq.m.) _____ 1st unit x €35,600 = _____ € excl. VAT
Additional unit(s) Chalet B _____ unit(s) x €34,200 = _____ € excl. VAT
- Single-storey chalet row D or row H (72 sq.m.) _____ 1st unit x €29,700 = _____ € excl. VAT
Additional unit(s) Chalet D or H _____ unit(s) x €29,700 = _____ € excl. VAT

Total 2 € excl. VAT

3 • EXHIBITION HALL STANDS

- Bare stand surface area (min. 12 sq.m.) _____ sq.m. x €311 = _____ € excl. VAT
Mezzanine _____ sq.m. x €218 = _____ € excl. VAT
- "Classic" turnkey stand (min. 15 sq.m.) _____ sq.m. x €473 = _____ € excl. VAT
- "Package" turnkey stand (9 sq.m. units) _____ unit(s) x €4,150 = _____ € excl. VAT

Total 3 € excl. VAT

4 • OUTDOOR EXHIBITION SPACE

- Open area (bare space) _____ = _____ sq.m. x €145 = _____ € excl. VAT
- Built* length _____ x width _____ = _____ sq.m. x €271 = _____ € excl. VAT
- Mezzanine* length _____ x width _____ = _____ sq.m. x €140 = _____ € excl. VAT

* Maximum height 6 m for built space (with or without mezzanine).

Total 4 € excl. VAT

5• ECO-CONTRIBUTION

- The Organizer of the Show is conscious of its impact on the environment and undertakes to collect daily and sort your waste during the **installation and the Show periods**. The "eco-contribution" pays for the sorting and disposal of all your waste, which must be taken to the nearest collection point by your stand fitter.
- The collection of waste on **dismantling** will remain the responsibility of the exhibitor and their decorator. Sorting resources will be provided during this period.



- Chalet _____ sq.m. x €5/sq.m. = _____ € excl. VAT
- Bare stand in the exhibition halls (ground + mezzanine) _____ sq.m. x €4/sq.m. = _____ € excl. VAT
- Unbuilt space on the static display area _____ sq.m. x €0,5/sq.m. = _____ € excl. VAT
- Built space on the static display area (ground + mezzanine) _____ sq.m. x €5/sq.m. = _____ € excl. VAT

Total 5 € excl. VAT

TOTAL OF YOUR PARTICIPATION

Total 1 + 2 + 3 + 4 + 5	€ excl. VAT
VAT of 19.6%	€
Total Participation	€ incl. VAT

AMOUNT PAYABLE ON YOUR REGISTRATION

- Registration fee(s) _____ **Total 1** _____ x 100% = _____ € excl. VAT
- Deposit Chalets _____ **Total 2** _____ x 100% = _____ € excl. VAT
- Deposit Halls _____ **Total 3** _____ x 50% = _____ € excl. VAT
- Deposit Outdoor Exhibition Space _____ **Total 4** _____ x 50% = _____ € excl. VAT

**DEPOSIT AT REGISTRATION
AND BALANCE AT RECEIPT
OF THE PARTICIPATION INVOICE**

Total Deposits	€ excl. VAT
VAT of 19.6%	€
Total payable at registration	€ incl. VAT

PAYMENT TERMS

- By **CHEQUE** made out to: **SIAE**
- By **BANK TRANSFER** (with bank charges paid by the exhibitor). In the case of payment by bank transfer, the exhibitor shall pay all bank costs in full, clearly indicating "No charges for the beneficiary" on the transfer order(s). A copy of the latter must be attached to the exhibitor's registration and booking application.

Bank	Branch	Account	Key	Beneficiary	Domiciliation	BIC/SWIFT code
30003	03300	00020527028	61	SIAE	Soci�t� G�n�rale 43, avenue Kl�ber 75116 Paris – France	SOGEFRPP
IBAN: FR76 3000 3033 0000 0205 2702 861						

In accordance with Article 4.4 of the Terms and Conditions of Sale, the exhibitor hereby declares that the company he represents is enclosing with this registration application the amount including VAT corresponding to the total registration and booking fees due.

SECURITY DEPOSIT (ref. p. 17)

Please enclose your bank details for the refund of the security deposit.

A security deposit shall be required when the balance of the participation invoice is paid.

By signing the order forms, the above exhibitor agrees to abide by the Terms & Conditions of Sale (see p. 18-20), which he confirms having read in their entirety.

Stamp

MANDATORY

Signed in _____ on _____

*Name and surname of the person authorized to commit the direct exhibitor.
Preceded by "Read and approved".*

MANDATORY

Signature

AIRCRAFT* BOOKING FORM

DIRECT EXHIBITOR: _____

Exhibitor N° in 2009:

* You have the option of registering your aircraft by tonnage. In this case, its location in the static display area is decided by the Organizer. This registration entitles you to display aircraft **WITHOUT** any kind of covered structure or similar (Article 3.6 of the Terms & Conditions of Sale). To book a covered structure on the static display area, please refer to the booking form on page 12.

TO BE RETURNED BY 2nd NOVEMBER 2010
to the following address: SIAE - 8, rue Galilée - 75116 Paris - France

PERSON RESPONSIBLE FOR BOOKING AIRCRAFT AT THE SHOW

Mrs. Miss Mr. Surname _____ First name _____

Address _____

Postcode _____ Town _____ Country _____

Tel. _____ Fax _____ E-mail _____

Language for correspondence French English

AIRCRAFT

Category	Quantity	Name of aircraft	In flight	Static display	Price unit	Total
Glider/airship/aircraft up to 1 t			<input type="checkbox"/>	<input checked="" type="checkbox"/>	x €885 =	€ excl. VAT
Aircraft 1 t to 3 t			<input type="checkbox"/>	<input checked="" type="checkbox"/>	x €1,250 =	€ excl. VAT
Aircraft 3 t to 10 t			<input type="checkbox"/>	<input checked="" type="checkbox"/>	x €2,325 =	€ excl. VAT
Aircraft 10 t to 25 t			<input type="checkbox"/>	<input checked="" type="checkbox"/>	x €3,675 =	€ excl. VAT
Aircraft 25 t to 40 t			<input type="checkbox"/>	<input checked="" type="checkbox"/>	x €5,280 =	€ excl. VAT
Aircraft 40 t to 60 t			<input type="checkbox"/>	<input checked="" type="checkbox"/>	x €7,875 =	€ excl. VAT
Aircraft over 60 t			<input type="checkbox"/>	<input checked="" type="checkbox"/>	x €11,500 =	€ excl. VAT

Total Aircraft € excl. VAT

AMOUNT PAYABLE ON BOOKING

Deposit Aircraft = Total aircraft _____ x 50% = _____ € excl. VAT

VAT of 19.6% €

Total Deposit € incl. VAT

PAYMENT TERMS

By **CHEQUE** made out to: SIAE

By **BANK TRANSFER** (with bank charges paid by the exhibitor). In the case of payment by bank transfer, the exhibitor shall pay all bank costs in full, clearly indicating "No charges for the beneficiary" on the transfer order(s). A copy of the latter must be attached to the exhibitor's registration and booking application.

Bank	Branch	Account	Key	Beneficiary	Domiciliation	BIC/SWIFT code
30003	03300	00020527028	61	SIAE	Société Générale 43, avenue Kléber 75116 Paris – France	SOGEFRPP
IBAN: FR76 3000 3033 0000 0205 2702 861						

In accordance with Article 4.4 of the Terms and Conditions of Sale, the exhibitor hereby declares that the company he represents is enclosing with this registration application the amount including VAT corresponding to the total registration and booking fees due.

By signing the order forms, the above exhibitor agrees to abide by the Terms & Conditions of Sale (see p. 18-20), which he confirms having read in their entirety.

Stamp

MANDATORY

Signed in _____ on _____

Name and surname of the person authorized to commit the direct exhibitor.
Preceded by "Read and approved".

MANDATORY

Signature

USEFUL INFORMATION

SCHEDULE

2010

March	Show registration begins
15th September	Deadline to return the Application form: registration and space booking forms for Chalets, Halls and Outdoor Exhibition Space
2nd November	Deadline for return of Aircraft booking forms
November	Technical Guide publication

2011

30th March	Deadline for return of booking forms for golf car hire, chalet options, etc.
30th March	Deadline for declaring indirect exhibitors
April	Deadline for payment of participation invoice balance
April	Deadline for return of Aircraft fact sheets
May	Spaces are made available
20th June	Show open to exhibitors, trade visitors and press
20-24th June	Trade days
24-26th June	General Public days
26th June	Final day of the Show

* These dates are given as a rough guide only.

ENTRY PASSES

• Direct exhibitor

- The number of entry passes allocated is calculated on the basis of 10% of the total area booked.

Direct exhibitor allocation	9-50 sq.m	51 to 2,500 sq.m	> 2,500 sq.m
Permanent exhibitor entry passes	5	5 to 250	limited to 250
1-day exhibitor entry passes	5	5 to 250	limited to 250
1-day trade visitor invitations	5	5 to 50 (limited to 50)	limited to 50

- Exhibitors who book chalets receive an additional badge allocation per chalet unit : 2 parking spaces in front of the chalet and 4 pedestrian badges for drivers.

• Indirect exhibitors

- Exhibitors who register indirect exhibitors on their stand or chalet are entitled to additional entry passes.

Allocation per indirect exhibitor	Number of passes
Permanent exhibitor entry passes	1
1-day exhibitor entry passes	1
1-day trade visitor invitations	5

• Aircrafts

- Exhibitors who register aircraft are entitled to additional entry passes.

Allocation per aircraft booked	Number of passes
Permanent exhibitor entry passes	2
1-day exhibitor entry passes	2
1-day trade visitor invitations	5

SECURITY DEPOSIT (see TCS art. 5.4)

Please enclose your bank details for the refund of the security deposit.

A security deposit shall be required when the balance of the participation invoice is paid. This will be refunded on payment of all participation invoices, including those for technical services.

The total security deposit is calculated as follows:

Surfaces	Price excl. VAT
Stand < 30 sq.m.	€450
Stand > 30 sq.m. < 1,000 sq.m.	sq.m. x €15
Stand > 1,000 sq.m.	sq.m. x €10
Chalet	€ 10% of total amount

TERMS AND CONDITIONS OF SALE (TCS)

Between:

SIAE (Salon International de l'Aéronautique et de l'Espace), a public limited company governed by French law, with capital of EUR 5,789,072 - registered under number 552 021 388 at the Paris Register of Companies in France and headquartered at 8, rue Galilée, 75116 Paris, France, hereinafter referred to as the "Organizer".

Of the one part.

And:

The natural person or legal entity, identified in detail at the end of this document, participating in the 49th International Paris Air Show - Le Bourget (hereinafter referred to as the "Show"), duly represented for the purposes of signing this document and hereinafter referred to as the "direct exhibitor".

Of the other part.

By signing the order forms, the above exhibitor agrees to abide by the Terms & Conditions of Sale detailed below, which he confirms having read in their entirety, and by any new measures introduced as a result of circumstances and adopted in the interests of the Show by the Organizer, who reserves the right to inform the exhibitor of any such measures at a later date.

1. GENERAL PROVISIONS

A. An international aerospace show will be held in 2011. The Show will focus on the aviation and space industries. The event will be known as the "49th International Paris Air Show - Le Bourget".

B. The present Terms and Conditions of Sale define the terms governing the provision of services at the Show by SIAE.

C. The Organizer will be represented by the Commissaire Général, who will chair the Organization and Coordination Committee responsible for flying displays. The Executive Committee, elected by the Board of Administrators of Gifas (the French aerospace industries association), will decide on all matters regarding the Show, based on proposals received from the Commissaire Général.

D. The present Terms and Conditions of Sale have been drawn up in accordance with:
- the legislation and regulations in force relating to trade fairs and exhibitions,
- the legislation and regulations in force relating to armaments.

E. The Show will be held at Le Bourget airport, near Paris, from 20 to 26 June 2011 inclusive.

No-one under the age of 16 will be admitted to the Show during the Trade Visitor days, i.e. from 20 to 23 June 2011. The Show is open to the general public from 24 to 26 June 2011.

In the event of unforeseeable circumstances (force majeure) and/or circumstances constituting a threat to personal safety, or upon request by the French authorities, the date, location, duration and opening hours of the Show may be altered by the Organizer and this shall not constitute grounds for compensation.

F. There are two categories of exhibitor; the term "exhibitor" as used in these Terms and Conditions, if no mention is made of an association with one or other of these two categories, refers to any exhibitor irrespective of category.

Direct exhibitor - A direct exhibitor is a natural person who books an individual stand or organizes a group stand and receives invoices from the Organizer.

The said natural person then pays all such invoices either directly or through their appointed agent.

Indirect exhibitor - An indirect exhibitor is a natural person on behalf of whom an individual stand within a group stand or space on a direct exhibitor's stand is booked either by the organizer of the group stand or by the direct exhibitor.

2. NOMENCLATURE

The products or services presented by the exhibiting company must be classified under one of the following categories:

01 Aircraft construction and assembly	08 Subcontracting - electrical, electronic, mechanical engineering and metal working
02 Space, spacecraft, satellite telecommunications	09 Composite materials and surface treatment
03 Aircraft engines, aerospace powerplants and related equipment	10 Maintenance, product support & spares, transport
04 Weapon systems	11 Services
05 Pilot & nav aids	12 Airport equipment and services
06 Airborne equipment and systems	
07 Cabin interiors	

Combat vehicles are prohibited, unless required for the presentation of equipment listed in the nomenclature. No information concerning any such combat vehicle shall be provided to visitors. All missiles and ammunition shall be inert.

The list of combat aircraft and missiles intended for display shall be submitted for approval to the Organizer, by sending a letter to the Commissaire Général's office no later than 15 March 2011. Failure to comply with this requirement shall result in automatic prohibition or withdrawal of said equipment.

3. SERVICES PROVIDED BY THE ORGANIZER

The terms "space" or "exhibition space" denote any area corresponding to one of the categories below.

A description of exhibition space available can be found in the Participation forms.

The following categories of exhibition space are available to direct exhibitors:

3.1. Indoor spaces in the halls

Direct exhibitors may book one or more of the following types of stand:

- Bare stand (minimum area: 12.00 sq.m.),
- "Package" stand (turnkey, 9.00 sq.m.),
- "Classic" turnkey stand (minimum area: 15.00 sq.m.).

Depending on the direct exhibitor's request, the Organizer reserves the right to offer the requested space in the form of one or more display areas. The combination of two or more display areas is subject to the Organizer's approval and the exhibitor will be invoiced for the aisles between his display areas, even if these aisles must be open to traffic according to the Show's safety regulations.

3.2. Business chalets

In allocating chalets, priority will be given to direct exhibitors who have booked stands with an area of 50 sq.m. or more, or who are presenting aircraft.

3.3. Outdoor areas

The Organizer offers direct exhibitors bare outdoor areas with no fittings, such as the static aircraft display, esplanade, etc. In the static aircraft display area, priority shall be given to aircraft and airborne equipment.

Equipment corresponding to any other category listed in the nomenclature may also be displayed subject to the Organizer's prior written consent. Outdoor areas shall be booked by surface area and charged by the square metre. Direct Exhibitors booking an outdoor area may assemble exhibition buildings.

3.4. Exhibition buildings

Built or covered outdoor space, including that occupied by hospitality pavilions and vehicles used for exhibition purposes or aircraft the interior of which is used for exhibition purposes, shall be invoiced at the rate applicable to built outdoor space.

Exhibitors are required to inform the Organizer of the exact dimensions (length, width and height) of all covered areas.

Plans to erect buildings in outdoor exhibition areas shall be submitted to the Organizer for approval but this shall not preclude the need for the exhibitor to obtain the administrative or regulatory authorizations required to comply with French laws or regulations in force. In any case a project must be submitted to the Organizer, who will allocate a suitable surface area and location taking into account the site's immediate environment, access to utilities and type of surface. It is strictly prohibited to alter the surface of any outdoor area in any way.

The exhibitor must also submit such a project to an independent assessor, in order to comply with French standards. All related costs shall be borne by the exhibitor.

3.5. Media village and services

This area is exclusively reserved for the media and certain legal entities offering everyday services to exhibitors and Show visitors, subject to the Organizer's approval. These companies shall under no circumstances be allowed to book space in the exhibition halls.

3.6. Aircraft display area

There are two options for displaying aircraft at the Show.

- By booking an outdoor area by the square metre (see Article 3.3 above).
- By registering the aircraft by tonnage. In this case the participation fee for each aircraft is based on the aircraft's empty weight (in tons). In accepting the applicable fee, the Exhibitor automatically agrees to the site and size of the static aircraft display space allocated by the Organizer (i.e. by the Flying Display Office), according to the latter's own criteria.

Should Aircraft Guide technical data sheets be returned incomplete after the closing date of 16 April 2011, a penalty fee of 10% (excl. VAT) shall automatically be added to the participation fees as defined above, and may lead to cancellation of the booking if the delay extends beyond 1 May 2011.

4. EXHIBITION SPACE ALLOCATION PROCEDURE

4.1. Registration form

The Organizer shall not be bound by any contractual obligations simply on the basis of sending out a registration and booking form (hereinafter referred to as "application form"). Such action simply gives the person or legal entity applying (hereinafter referred to as the "applicant") the right to make such application.

4.2. Eligibility

The Organizer receives applications and decides who is eligible to exhibit. In cases where an application is considered inadmissible by the Organizer, the latter is not required to give a reason for the decision.

It shall be at the Organizer's discretion to determine whether applications are likely to affect the Show's coherence or corporate image and the Organizer reserves the right to reject any application deemed unsuitable for this reason.

Application form shall be completed and signed by a representative of the Applicant, who must be either an employee or officer of the company with the authority or due authorization to act on the Applicant's behalf, or an Agent.

The Agent must be an individual or, if a legal entity, must be represented by an individual authorized to complete all documents sent by the Organizer and to pay all invoices addressed to the Agent on behalf of the Applicant.

The direct exhibitor and Agent shall be required to return a certificate of power of attorney to the Organizer. All forms, requests, quotations or invoices may thereafter be sent to the Agent, without the Applicant being informed by the Organizer. In the event of default on the part of the Agent, the Applicant shall be the sole party liable for all fees due for participation in the Show. Nor shall the Organizer be liable for any consequences relating to such forms, requests, quotations or invoices.

The Applicant shall assume ultimate liability for all forms, requests, quotations and invoices received or completed by his representative and Agent, and shall be personally responsible for dealing with any legal action filed against his representatives, employees, service contractors and indirect Exhibitors.

Nor shall the Organizer be liable for any consequences relating to such forms, requests, quotations or invoices. In addition to using an agent to complete and sign the registration and booking application on behalf of the Applicant, the latter may appoint a person of their choosing (one per exhibition space category), hereinafter referred to as the "decorator", to represent him for the purposes of equipping the space allocated to the said Applicant.

4.3. Applicant selection

The Organizer selects Applicants based on the following criteria:

- receipt of the application form,
- date on which the application was received,
- compliance with the formalities associated with the application form,
- receipt of the corresponding payment,
- compliance with the products and services nomenclature set out in Article 2 below and indication of the relevant nomenclature category on the application form,
- applicant's reputation and solvency,
- availability of the products or services requested.

Applications shall be considered null and void, notwithstanding their acceptance, and even following the allocation of space, in the case of direct exhibitors whose exhibition space is not devoted to the activity for which they registered, in particular in the Village.

4.4. Acceptance

All application forms, including those submitted on behalf of indirect exhibitors, shall be accompanied by a payment, made by the applicant, in accordance with the rules set out in Article 5.

The application shall be considered to have been accepted by the Organizer only if the following two conditions have been met:

- receipt of the amount due corresponding to the applicant's participation,
- confirmation by the Organizer to the applicant of the space allocated to him, as well as, if appropriate, to the indirect exhibitors included in the said application form.

The Organizer reserves the right to refuse access to and/or expel any direct exhibitor, and his indirect exhibitors, if the direct exhibitor fails to comply with or allows anyone to sidestep the above admission procedure.

4.5. Allocation procedure

The Organizer shall draw up the Show plan and allocate exhibition and aircraft space. Should the need arise, for example as a result of safety considerations, excessively large crowds, cancellation requests or requests to improve the Show's layout, the Organizer may open extensions to the exhibition areas, move an exhibitor to a different stand or space, reduce an exhibitor's allocated space, or reduce the number of chalet units or the number of aircraft on display, without any such changes constituting grounds for compensation.

4.6. Priority for consideration of applications

Applications shall be considered according to the following order of priority:

1. Exhibitors who participated in the last Show will, as a priority, be offered a stand of the same size and in the same or equivalent location.
2. The Organizer will examine all application forms accompanied by a payment received by 15 September as they come in.

All direct exhibitors who have met the registration requirements must confirm the location of their stand. Spaces of the same surface area will be allocated on a first-come, first-served basis, but only after the applications referred to in paragraphs 1 and 2 above have been dealt with.

4.6.1. Allocation of indoor space in exhibition halls

Part of Hall 2 (section A) shall be reserved for direct exhibitors whose business sector falls into category 1, 2 or 3 of the nomenclature laid down in Article 2 above.

Stands in the halls shall be allocated in the following order:

1. Members of the French aerospace industries association Gifas (Groupement des Industries Françaises Aéronautiques et Spatiales).
2. Pavilions* representing an area of 150 sq.m. or more.
3. Other direct exhibitors.

* National, regional or consular pavilions bring together, within the same space in an exhibition hall, exhibitors from the same country, with business sectors as defined in the nomenclature laid down in Article 2 above. A national pavilion implies the involvement of a country's federal or regional government or of a national or regional aerospace trade association, even if these appoint representatives or an agent to deal with pre-Show preparations. National pavilions and group stands must comply with all the provisions to which direct exhibitors are subject.

4.6.2. Allocation of business chalets

A certain number of chalets are reserved for members of the Gifas Executive Board. Chalets in Row B (facing the runways) shall be reserved for exhibitors whose business sector belongs to categories 1 to 5 of the nomenclature, subject to their applications having been submitted by 15 September 2010 and depending on the availability.

4.6.3. Allocation of space outdoors and in the Village

For safety reasons and due to space limitations, the Organizer has decided to limit the static display area, including bare sites and installation areas for outdoor buildings, to a total of 35,000 sq.m. All direct exhibitors who booked outdoor space in 2009 will be offered space up to a limit of that occupied at that session. The remaining space will be allocated to direct exhibitors based on the date their application forms were submitted.

4.6.4. Allocation of aircraft spaces

Aircraft spaces are allocated in the static display area, taking the following into consideration.

- priority will be given to:
 - prototypes presented at the Show for the first time,
 - prototypes previously presented, which have been significantly altered and remain state-of-the-art,
 - aircraft featuring new or innovative technologies,
 - aircraft of obvious aeronautical interest;
- technical requirements,
- the date on which aircraft data sheets are received.

Aircraft presentation

Any aircraft presented on the ground and/or in flight must remain at the Show until the last day. The static display area is closed between 19.00 and 08.00 the following morning and no aircraft may be moved during this time.

In addition, the Organizer reserves the right to change these positions during the Show as the need arises. The Organizer is responsible for technical support operations and the supply of airport equipment for aircraft located within the Show grounds.

Compulsory airport assistance is provided exclusively by SIAE Assurances and no dispensation is possible. The Organizer reserves the right to refuse to tow any aircraft leaving the Show prematurely.

5. PAYMENT TERMS

The fee for participation in the Show, excluding VAT, is set by the Organizer in the application form. This amount may be revised if the cost of materials, labour, transport and services were to vary by more than 10%, or if tax and social provisions were to be substantially modified, between the registration date and the opening date of the Show. Bank charges shall be borne by the exhibitor.

All payments are subject to French Value Added Tax (VAT) at the rate in force at the time of payment. Exhibitors shall pay VAT in full.

The direct exhibitor is solely responsible for the payments due relating to:

- his own participation in the Show (registration, exhibition space and aircraft fees, security deposits, etc.),

- the presence of all natural persons and legal entities acting on behalf of the said direct exhibitor, including but not limited to his representatives, agents, employees, suppliers and indirect exhibitors.

5.1 Down payment

A down payment, including VAT, shall be payable on receipt by the Organizer of the application form. This down payment shall amount to a percentage of the fees due, as follows:

- 100% of the fixed fee for registration of direct exhibitors and indirect exhibitors,
- 100% of the booking fee for business chalets,
- 50% of the booking fee for space in the halls, outdoor areas, Village and static display.

5.2. Eco-contribution

The Paris Air Show is conscious of its impact on the environment and undertakes to sort your waste during the installation period and while the Show is going on. The "eco-contribution" pays for the handling of all waste accumulated in the process of setting up for the Show and taken to the nearest collection point by your stand fitter.

Eco-contribution fee:

- Chalet: €5/sq.m.,
- Bare stand in the exhibition halls: €4/sq.m.,
- Unbuilt space on the static display area: €0.5/sq.m.,
- Built space on the static display area: €5/sq.m..

5.3. Balance

The balance of the final invoice for Show participation is payable upon receipt of this invoice (hereinafter referred to as the "participation invoice"), which includes:

- total amount for stand(s) and aircraft space(s) allocated,
- VAT at the rate in force at the time,
- registration fees for the direct exhibitor and indirect exhibitor(s),
- the total security deposit (see 5.4).

Parties failing to pay the balance of the final participation invoice by 6 April 2011 at the latest shall be refused access to the space booked and shall not be authorized to display aircraft at the Show. Access shall, however, be granted as soon as the balance is paid. Within this context, the exhibitor's free allocation of entry passes shall not be sent out until the balance is paid.

5.4. Security deposit

A security deposit subject to VAT shall be required when the final participation invoice is paid. The deposit amount, which is non-interest bearing, shall be calculated according to the services booked by the direct exhibitor, as follows:

- Stands in exhibition halls and space in the static display area:
 - for an area of less than 30 sq.m.: flat rate of 450 euros (excl. VAT),
 - for an area larger than or equal to 30 sq.m. and less than 1,000 sq.m.: 15 euros (excl. VAT) per square metre of space allocated,
 - for an area larger than 1,000 sq.m.: 10 euros (excl. VAT) per square metre of space allocated;
- Village: flat rate of 250 euros (excl. VAT) per module,
- Chalet: 10% (excl. VAT) of total chalet hire fees.

Parties failing to pay this security deposit by 6 April 2011 shall be refused access to the space booked. Access shall, however, be granted as soon as the security deposit is paid.

The security deposit shall be refunded when accounts are settled, subject to payment in full of the final participation invoice mentioned in Article 5.3 above, including payments for exhibition space and all other services provided by the Organizer, as well as organization expenses. Should the direct exhibitor fail to pay all outstanding amounts in full, the difference shall be deducted from the security deposit.

6. OCCUPYING EXHIBITION SPACE

No event - reception, party, symposium, press conference, etc. - is permitted to take place within the Show grounds outside normal opening times, unless a prior written dispensation is obtained from the Organizer.

The exhibitor undertakes to ensure that the space is constantly occupied by a duly authorized representative during the Show opening times.

6.1. Decoration and fittings

No exceptions to these dates shall be granted unless written consent is obtained from the Organizer at least 15 days prior to occupation of the relevant space booked. Every exception will incur a penalty of €0.6 per square metre and per day.

Exhibitors are responsible for decorating their individual stands/spaces and business chalets. They are required to comply with the regulations set out in the relevant product guide and with the Organizer's instructions.

6.1.1. Indoor space in exhibition halls

Indoor space in exhibition halls is intended for the display of equipment corresponding to the Show's official nomenclature.

6.1.2. Business chalets

It is forbidden to display equipment within the chalet area and in the chalets themselves.

Plans for the display of visuals and publicity material on or in the Chalets must be submitted to the Organizer for approval. It is forbidden to display slogans and other texts of an advertising nature on the chalet façades and gables. Only the exhibitor's logo may be accepted with the written consent of the Organizer.

7. ENTRY PASSES

7.1. Free passes given to exhibitors

All exhibitors are allocated free entry passes according to the extent of their participation, as indicated on the application form.

7.2. Entry passes involving a fee

Entry passes sold by the Organizer may not be sold on by direct or indirect exhibitors or their suppliers who have stated their intention to buy them.

Exhibitors may apply to the Organizer for a refund for "1 day invitation" passes for trade visitors, subject to the following conditions:

- 80% of the value of the invitations,
- up to 20% of the quantity purchased by the exhibitor provided the invitations are received in their original packaging, in books of 10 and with their original numbering, accompanied by copies of the purchase invoices, before 31 July 2011.

Only business invitations may be refunded in this manner.

8. CUSTOMS

Throughout the duration of the Show (including the installation and dismantling period), the Show grounds shall be governed by the French regulations applicable to customs warehouses. It is the responsibility of exhibitors to complete the required customs formalities for equipment and products brought into France from another country. The Organizer shall not be liable for any difficulties arising in connection with these formalities.

9. INTELLECTUAL PROPERTY RIGHTS

9.1. Industrial property rights

It is the exhibitor's responsibility to ensure the protection of intellectual and/or industrial property rights for equipment or products exhibited, in accordance with the legislation and/or regulations in force in France and/or Europe and/or the rest of the world. The Organizer hereby informs exhibitors that the Show is not included in the list of exhibitions exempt from the principle of non-disclosure of inventions provided for under French Intellectual Property Law.

9.2. Copyright and other property rights

Exhibitors shall obtain from the entities responsible for the collective management of copyright issues and/or from the authors and/or their successors in title, all authorizations required for any kind of utilization, representation, reproduction, or use of any items protected by intellectual and/or industrial property rights (including but not limited to photographs, graphics, music, words, software, databases and films) which may be used by exhibitors during their participation in the Show.

Exhibitors shall obtain all the authorizations required and pay all related fees. Exhibitors shall, upon the Organizer's request, be able to provide immediate proof thereof.

9.3. Logo and name of the event

In all cases, the use of the name « Salon International de l'Aéronautique et de l'Espace », « International Paris Air Show » or any other logo or name calling to mind the « 49th International Paris Air Show - Le Bourget » or « 49^e Salon International de l'Aéronautique et de l'Espace - Paris Le Bourget » or « Paris Air Show » or « Salon du Bourget », and any related logo, shall be submitted to the Organizer for approval.

9.4. Photographers

9.4.1. Exhibitors shall not draw, copy, measure, photograph or reproduce by any means whatsoever the products and/or equipment on display. The Organizer cannot be held liable by exhibitors in this respect and it is the responsibility of each exhibitor to ensure that this rule is adhered to.

9.4.2. However, the exhibitor expressly authorizes the Organizer to take photographs, reproduce and display views of the Show, within the scope of the latter's activities, including advertising for the Show. The exhibitor shall settle any resulting dispute with his agent, representatives, employees, service contractors and indirect exhibitors.

9.5. Selling rights at the Show

The selling of items or any other communication media bearing the name « International Paris Air Show », « Salon International de l'Aéronautique et de l'Espace » or any logo or name mentioning the « International Paris Air Show - Le Bourget », « Salon International de l'Aéronautique et de l'Espace - Paris Le Bourget », « Paris Air Show » or « Salon du Bourget » shall be subject to prior approval from the Organizer. The Organizer shall not be liable for any consequence arising from the distribution by the exhibitor of any item, information or media resembling official Show products or official Show information.

10. CANCELLATION

An Exhibitor who cancels a booking for exhibition space shall be required to pay compensation proportional to the amount excluding VAT paid on registration and calculated as follows:

- direct exhibitor's registration fees: 100% of the fixed fee,
- indirect exhibitor's registration fees: 100% of the fixed fee if the cancellation is received by the Organizer after 30 March 2011,
- for business chalets: 100% of the booking fee, of the balance due for booking and of all invoices for any additional expenses incurred,
- for indoor and outdoor space, and the Village:
 - before allocation of space: 50% of the booking fee,
 - after allocation of space: 100% of the booking fee, of the balance due for booking and of all invoices for any additional expenses incurred.

By mutual agreement between the parties, payment of the aforementioned compensation may be offset against the amounts paid in down payments.

Upon receipt of a cancellation request, the Organizer is free to dispose of cancelled space as it sees fit.

Note: any exhibitor whose chalet allocation has already been confirmed, and who then cancels a booking for indoor or outdoor space, shall surrender all fees already paid to the Organizer, irrespective of the cancellation date.

- For aircraft:
 - should an exhibitor be unable to present an aircraft in the static and/or flying display, the Exhibitor shall not be liable for compensation. Any refund by the Organizer shall be made after the Show, when accounts are settled, provided that all payments due have been met by the exhibitor.
 - any exhibitor failing to occupy the space allocated to him on the first day of the Show shall be deemed a "no-show" and considered to have cancelled his booking. As compensation, no-shows shall surrender all participation fees paid and shall not be eligible for any refunds.

11. INSURANCE

11.1. Mandatory civil liability insurance

To be taken out by exhibitors in their capacity as aircraft operators participating in the Show.

In compliance with applicable French and European regulations (Reg. 785/2004), exhibitors who operate or own aircraft participating in the Show (in the static aircraft display and/or flying display) shall take out insurance with insurance companies of their choice for potential third-party damage caused by said aircraft, in particular to other exhibitors.

Furthermore, and specifically for the duration of the Show, exhibitors undertake to increase their third-party/passenger civil liability insurance to a minimum of 20,000,000 euros (or the equivalent amount in US dollars) per aircraft and per event. It shall be clearly understood that this minimum insurance cover required by the Organizer does not in any way imply the latter's liability. The exhibitor bears full liability for all consequences of the lack of insurance, or the insufficient or inappropriate nature of the insurance cover taken out by the exhibitor.

Exhibitors shall be required to prove to the Organizer that they have complied with the aforementioned requirement by providing an insurance certificate drawn up on the form provided in the Aircraft Guide, before 16 April 2011.

To be taken out by the Organizer

The Organizer, on the other hand, shall take out civil liability insurance against any injury which may be caused to spectators and third parties, under the conditions prescribed by the Interministerial Order of 30 June 2003 on the regulations governing flying displays organized as part of the 49th International Paris Air Show.

11.2. Mandatory property damage insurance

To be taken out by exhibitors

Exhibitors undertake to cover, with the insurance company of their choice, any damages and loss in relation to their aircraft taking part in the static aircraft display and/or flying display, as well as any damages and loss in relation to rockets on display. The policy or policies taken out for this purpose shall include a clause whereby the exhibitor's insurance company waives all recourse against the Organizer (and any persons assisting the latter, such as contractors, franchise holders, licensees), as well as SIAE, Aéroports de Paris, the French government, all exhibitors and all insurance companies acting on behalf of the aforementioned entities.

It is the responsibility of the exhibitors to take out any additional insurance policies for items or liabilities which they consider necessary to cover the risks involved in their participation in the 49th Paris Air Show, in particular to cover the risk of theft. The policy or policies taken out for this purpose shall include a clause whereby the exhibitor's insurance company waives all recourse against the Organizer (and any persons assisting the latter, such as contractors, franchise holders, licensees), as well as SIAE, Aéroports de Paris, the French government, all exhibitors and all insurance companies acting on behalf of the aforementioned entities.

11.3. Claims

The Exhibitor expressly waives his right to make any claims against the Organizer (and any persons assisting the latter), SIAE, Aéroports de Paris, the French government and other exhibitors, following damage to any property whatsoever (including aircraft and rockets) exhibited or used at the Show, as well as against the insurance companies acting on behalf of the aforementioned entities. The exhibitor also undertakes to insure the above-mentioned natural persons and legal entities against any court actions and claims which could be brought against them in such cases by any party. By signing the registration and application forms the exhibitor automatically undertakes to comply with the aforementioned provisions. No action will be taken in respect to any claim for damages until an official complaint has been filed with the French police.

12. IMPLEMENTATION OF THE TERMS AND CONDITIONS OF SALE

12.1 Content

The Terms and Conditions of Sale comprise the present Terms and Conditions as well as the application form.

12.2. Technical Guide

The present Terms & Conditions of Sale are of a general nature. They are supplemented by the Technical Guide and any other guidelines the Organizer may issue in the run-up to the 2011 Show.

The dates and terms and conditions relating to installation and dismantling of the Show, the terms and conditions relating to the occupation of exhibition space and the technical guidelines associated with participation in the Show will be detailed in the Technical Guide.

Exhibitors entering into a direct contract with Le Bourget Exhibition Centre's official utility suppliers SIAE shall under no circumstances hold the Organizer liable for any consequences arising from such a contractual relationship.

12.3. Acceptance of the Terms and Conditions of Sale

By signing their registration forms, exhibitors accept the provisions of these Terms and Conditions of Sale and any new measures which may be imposed by circumstance and adopted by the Organizer in the interests of the Show. The Organizer reserves the right to notify exhibitors of such measures at a later date.

12.4. Failure to comply with the Terms and Conditions of Sale

Any direct or indirect exhibitor who fails to comply with any of the provisions of the present Terms and Conditions of Sale shall be excluded/expelled from the Show. No general or special terms and conditions, particularly purchasing-related, presented by the exhibitor shall take precedence over the present Terms and Conditions of Sale.

12.5. Force majeure

Should the requisite premises prove inoperative, or in the event of fire, war, public disaster or unforeseeable circumstances, including force majeure or an act of nature, making it impossible to continue with the organization of the Show, the Organizer may cancel registered stand applications at any time by informing exhibitors in writing. In such cases, exhibitors shall not be eligible for any compensation or indemnity whatsoever, irrespective of the reason for this decision. Amounts remaining after the payment of all expenses incurred will, in such case, be distributed between the exhibitors in proportion to the amounts paid by each.

12.6. Disputes

Any dispute between the parties shall be settled by the courts within whose jurisdiction the Organizer's head office is located. The present Terms and Conditions of Sale are governed by French law.

12.7. Liability

A. The direct exhibitor is solely responsible for the indirect exhibitor(s) sharing his space and undertakes as such not to accept the presence of any indirect exhibitors other than those for whom a registration form has been submitted by the said direct exhibitor and a registration fee paid.

The organizer of a group stand shall take responsibility for everything the direct exhibitor is required to do under the present Terms and Conditions of Sale on behalf of the indirect exhibitors present on the said direct exhibitor's stand.

B. The Organizer shall, under no circumstances, be held liable due to failure on the part of a direct exhibitor, or an exhibitor's agent, representative, employee, service contractor or indirect exhibitor, to comply with any French and/or foreign laws or regulations, regardless of whether or not the direct exhibitor, his representatives, employees, Agents, service contractors or indirect exhibitors, or any aspect of their presence at the Show, met the Organizer's selection criteria and were approved or accepted by the Organizer for participation in the Show.

In the case outlined in Article 7.5 above, the amounts remaining shall be distributed between the exhibitors and no claims may be made against the Organizer for any reason or on any basis whatsoever.

12.8. Version

Only the French version of this document shall be deemed authentic and, in the event of difficulties in the interpretation of the English version, both parties must refer to the French version of the Terms & Conditions of Sale.



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TO EXHIBIT AT THE SHOW CONTACT OUR COMMERCIAL TEAM

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