



**GENERAL CONDITIONS OF PARTICIPATION
In the 15th International Aviation and Space Salon**



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Version 1

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General

The fifteenth International Aviation and Space Salon MAKS 2021 (hereinafter also referred to as MAKS 2021, the Exhibition, the Airshow) is held pursuant to Resolution No. 1606-r of the Government of the Russian Federation dated July 19, 2021 in accordance with Contract No. 15/CF/20 18-440 dated March 17, 2020 between the Ministry of Industry and Trade of the Russian Federation (the Official Organizer) and Aviasalon Joint Stock Company (the Organizer).

MAKS 2021 will be held in Zhukovsky Moscow Region in **July 20 – 25, 2021**.

These General Conditions of Participation in MAKS 2021 (hereinafter referred to as the General Conditions) are supplementary to the Terms and Conditions of Participation in Exhibitions Held at Transport and Exhibition Complex Russia (hereinafter referred to as the Terms and Conditions).

The official website of MAKS 2021 is www.aviasalon.com.

MAKS 2021 schedule

Mounting	July 09 - 18, 2021
Exhibition days	20-25 July, 2021
Official opening day of the Airshow	July 20, 2021
Exhibition business days	July 20-22, 2021
Days for general public	July 23-25, 2021
Dismantling	July 26-30, 2021

Participants of the MAKS 2021 should consider and observe the following deadlines:

Submission of registration application	by June 1, 2021
Submission of list of military exhibits	by April 20, 2021
Submission of list of civilian and dual-purpose exhibits	by June 18, 2021
Submission of list of co-exhibitors	by June 1, 2021
Payment for all ordered services	by June 10, 2021
Deadline for technical services order and temporary staff order	by June 10, 2021
Deadline for technical documentation approval for stand/chalet building	by June 10, 2021
50% extra charge for technical services and temporary staff orders	June 10- July 08, 2021
50% extra charge for technical documentation approval for stand/chalet building	June 10-20, 2021
100% extra charge for technical services and temporary staff orders	from July 09, 2021
100% extra charge for technical documentation approval for stand/chalet building	June 21-30, 2021
Documents for technical documentation approval for stand/chalet building are not accepted	from July 1, 2021
Deadline for contract conclusion	by June 10, 2021
Submission of full document package (originals)	by June 18, 2021
Submission of information for badges and vehicle passes	by June 18, 2021
Submission of application for publication in the official catalogue of MAKS 2021	by June 18, 2021

The following schedule has been determined for the flight program of MAKS 2021:

Arrival of aircraft, familiarization, training and qualification flights (from 10:00 a.m. to 5:00 p.m. Moscow time)	July 10 - 19, 2021
Arrival and parking of aircraft at the static display area (from 10:00 a.m. to 5:00 p.m. Moscow time)	July 10 - 19, 2021
Demonstration flights for official guests	July 20-21, 2021
Brief flight program for demonstration of flight characteristics of aircraft to specialists (from 2:00 p.m. to 5:30 p.m. Moscow time)	July 21-22, 2021
Demonstration flights for general public (from 11:00 to 6:00 p.m. Moscow time)	July 23-25, 2021
Departure of all aircraft (from 9:00 a.m. to 6:00 p.m. Moscow time)	July 26-30, 2021

Forms of participation:

- Participation in the exhibition program.
- Participation in the demonstration program.
- Participation in the business program
- Remote participation.

Registration fee for all forms of participation is **EUR 420** (net of VAT 20%).
Payment must be made in EUR as a bank transfer.

Cost of participation in the exhibition program:

The price is indicated net of VAT 20%.

LEASE OF EXHIBITION SPACE	Price (EUR)
Indoor raw exhibition space in stationary halls (per 1 m ²) -the price is valid till January 31, 2020, in condition of 100% payment for lease	295
Indoor raw exhibition space in stationary halls (per 1 m ²) -the price is valid till April 30, 2021, in condition of 100% payment for lease	315
Indoor raw exhibition space in stationary halls (per 1 m ²) -the price is valid after April 30, 2021	340
Outdoor exhibition space for exhibits (per 1 m ²)	110
Outdoor exhibition space for construction (per 1 m ²)	150
LEASE OF CHALET (raw)	Price (EUR)
1 chalet unit 160 m ²	48,000
1 chalet unit 100 m ²	36,000
1 chalet unit 80 m ²	33,000

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

- 10% for a stand open from 2 sides.
- 15% for a stand open from 3 sides.
- 20% for a stand open from 4 sides.
- Extra charge for lease of the 2nd floor - 30% of the rental cost of the total area of the second floor (without surcharges for open sides).

For preliminary guaranteed chalet booking at MAKS 2021 the Exhibitor shall make the application in online account - Application for exhibition space. After invoice issue the sum not less than 25% from the total chalet cost should be paid within 14 days. After receiving the payment, the Organizer guarantees the possibility of providing the selected chalet module.

If the Exhibitor refuses the chalet the Organizer withholds 25 (twenty five) % of the total chalet cost.

Discounts for participation in the exhibition and demonstration (static display) programs

- 20% of the cost of leased exhibition space for higher education institutions of aerospace and military-industrial profile, participants in the section “University Science and Aviation-Technical Creativity of Youth.”
- National pavilions pay for the leased exhibition space at the base price with no extra charge for the configuration of the stand (i.e. number of open sides, with the exception of two-story structures). These discounts do not apply to the cost of renting a chalet.

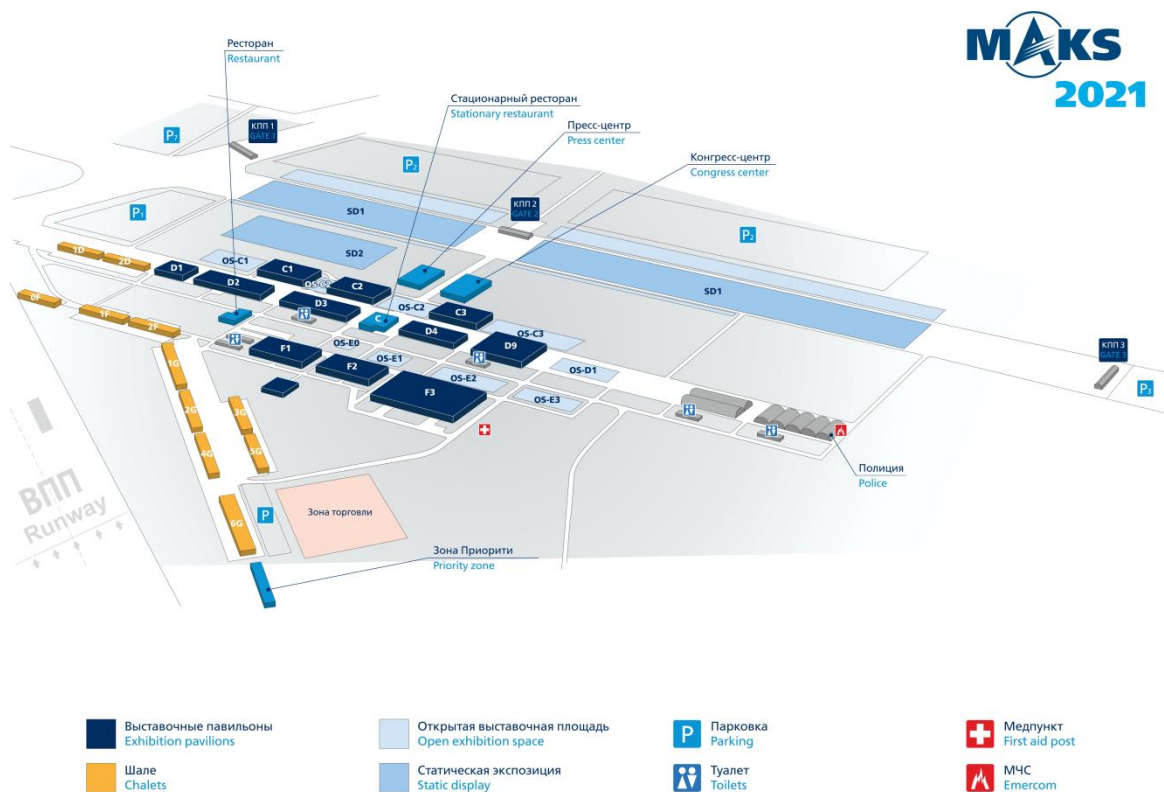
Badges, passes, tickets
Categories and number of badges, passes and tickets provided without extra charge:

Type of participation	Category of badge/ticket	Number	Validity period <i>Unless otherwise specified</i>	Category of car pass	Number	Validity period <i>Unless otherwise specified</i>			
Participants (Exhibitors /Co-Exhibitors) of the exhibition program									
Exhibition space in halls	Exhibitor	3 (15m ²) + 1 (for each subsequent 10m ²)	July 9-30, 2021						
	Business ticket		One entry on July 20-25, 2021						
Outdoor exhibition space	Exhibitor	3 (15m ²) + 1 (for each subsequent 25m ²)	July 9-30, 2021						
	Business ticket		One entry on July 20-25, 2021						
Chalet:									
160 m ² unit	Exhibitor	16	July 9-30, 2021	Chalet	5	July 9-30, 2021			
	Service (for driver)	5							
	Business ticket	50					One entry on July 20-25, 2021		
100 m ² unit	Exhibitor	10	July 9-30, 2021	Chalet	4	July 9-30, 2021			
	Service (for driver)	4							
	Business ticket	30					One entry on July 20-25, 2021		
80 m ² unit	Exhibitor	8	July 9-30, 2021	Chalet	3	July 9-30, 2021			
	Service (for driver)	3							
	Business ticket	25					One entry on July 20-25, 2021		
Participants of the demonstration program									
Type of participation	Category of badge/ticket	Number	Validity period <i>Unless otherwise specified</i>	Category of car pass*	Number	Validity period <i>Unless otherwise specified</i>			
Aircraft static display area (MTOW):									
under 1 ton	Pilot	2	July 9-30, 2021		1	July 9-30, 2021			
	Aircrew	1							
1 to 3 tons	Pilot	3							
	Aircrew	3							
3 to 10 tons	Pilot	4							
	Aircrew	4							
10 to 25 tons	Pilot	4							
	Aircrew	4							
								2	

25 to 40 tons	Pilot	5	July 9-30, 2021		2	July 9-30, 2021				
	Aircrew	5								
40 to 60 tons	Pilot	6								
	Aircrew	6								
over 60 tons	Pilot	6								
	Aircrew	6								
Participation with balloon:										
Airship	Pilot	8							2	
Hot air balloon	Pilot	7			2					
Gas balloon	Pilot	3			1					
Balloon	Pilot	2			1					

*Car pass is provided to participants of the flying display program

MAKS 2021 EXHIBITION MAP



CHALET SPECIFICATIONS

	1G/6G	2G/4G	3G/5G	1F/2F	1D/2D
Chalet dimensions	10x8	10x8	14x7	10x10	10x10
Patio dimensions	10 x 8	10 x 8	14 x 8	10 x 14	10 x 16
Total area of 1 chalet including WC	80	80	160	100	100
Second floor	-	-	+	-	-
Power: voltage 380/220 V 50 Hz	15 kW	10 kW	15 kW	10 kW	10 kW
Water supply	Possibility to arrange				
Fire alarm system					
Telephone lines					
Internet networks					

SPECIFICATIONS OF EXHIBITION HALLS

	C1/F1/F2	C2/C3	F3	D9	D1	D2/D3	D4/C4
Hall dimensions	63x33	60x30	96x60	60x48	30 x 50	30 x 90	30 x 70
Total area	2079	1800	5760	2880	1500	2700	2100
Floor load limit	2т/m ²	2т/ m ²	5т/ m ²	5т/m ²	250кг/ m ²	250кг/ m ²	250кг/ m ²
Building height limit	5 m	4 m	5,5 m	5,5 m	indicated in the pavilion cut, depends on the location of the stand in the pavilion, max. from 4 to 6 m.		
Suspensions (approval required)	+	+	+	+	only lightweight structures, not more than 10kg per 1 point		
Second floor	+	-	+	+	-	-	-
Number of gates	4x4 (2)	4x4 (3)	4,5x6 (5)	4,5x6 (2)	2,3x2,1 (5)	2,3x2,1 (8)	2,3x2,1 (8)
	4x6 (1)						

SPECIFICATIONS OF OUTDOOR EXHIBITION SPACE

	OS-C1	OS-C2	OS-C3	OS-D1	OS-E1	OS-E2	OS-E3
Dimensions	100x35		180x80	70x35	65x30	65x30	65x30
Total area	3500		14400	2450	1950	1950	1950
Ground load limit	20т/m ²		20т/m ²	20т/m ²	20т/m ²	20т/m ²	20т/m ²
Building height limit	14,5 m		14,5 m	14,5 m	14,5 m	14,5 m	14,5 m

Participation in the Business Program of MAKS 2021

1. Registration in Business program of MAKS 2021.

Applications for participation in the Business Program of MAKS 2021 are accepted until **July 01, 2021**. Registration of participation is completed after a full 100% payment of the registration fee by **July 12, 2021**

Registration fee is 420 EURO per 1 participant (excluding VAT 20%).

Registration fee includes:

- one personal pass “VIP-Business”
- a car pass / parking label, parking (P2) next to the exhibition complex; parking place is indicated at the pass;
- participation in all events of the Business Program (except private events);
- participation in coffee breaks, receptions and ceremonies at the events of the business program (except private events);
- visiting of exhibition and demonstration programs;
- visiting the guest tribune of the demonstration program (if free seats available).

2. Publication in the official catalogue of MAKS 2021 - EURO 420, 00 (excluding VAT).

- placement of the company logo
- publication of the company information
- publication of the company information in the online catalogue
- providing of three (3) business tickets (one day entry)

The order of this service is available in online account of the registered business program participant.

3. Participants with badges from the list below can visit the Business program events (except private events):

Category of badge	Period of validity
VIP-BUSINESS	July 19-26, 2021
EXHIBITOR	July 09-30, 2021
PILOT	July 09-30, 2021
VIP	July 16-25, 2021
DELEGATION	July 20-25, 2021
PRESS	July 20-25, 2021
<u>Business ticket (one day visit)</u>	July 20-25, 2021

4. Events hosted by MAKS 2021 participants

To hold their own events within the framework of the Business Program, a registered Participant of MAKS-2021 must, by 01 July 2021, submit an application to include the event in the Business Program of MAKS-2021 and timely pay the rent of the premises necessary for this purpose. The participant has the opportunity to rent specialized premises in the MAKS-2021 Congress Center: conference rooms with a capacity of 50 and 100 people and meeting rooms with a capacity of 10 people. The order of Congress services is available in online account of the registered business program participant. The MAKS-2021 Directorate reserves the right to refuse to hold the declared event, as well as to adjust the date and time of the event as agreed with the Participant.

PARTICIPATION IN THE FUTURE HUB SECTION**("UNIVERSITY SCIENCE AND AVIATION TECHNICAL CREATIVITY OF YOUTH" (UniS&ATCY))**

Applications for participation are accepted until June 01, 2021. Registration of participation is considered complete after 100% payment for all ordered services before July 01, 2021.

PRICES FOR PARTICIPATION**CATEGORY 1 - 840 EURO excluding VAT 20%**

- **Ability of holding one event of the FUTURE HUB business program lasting up to 30 minutes***
- Registration fee
- 1 VIP-Business pass personal
- 1 VIP-Business car pass (parking place P2)
- 2 Business tickets (one day entry)
- Participation in MAKS Business program and FUTURE HUB Business program as a visitor
- Ability to visit the common FUTURE HUB business communication area
- Placement of the participant information in MAKS official catalogue
- Placement of the participant information in MAKS official E – catalogue
- MAKS advertising and informational materials package
- Ability to use the common FUTURE HUB utility room
- Information support of the company participation in the FUTURE HUB
- WIFI

Services not indicated in the Category1 can be provided in accordance with MAKS 2021 General Conditions (sale21.aviasalon.com)

***The theme of the event has to be approved by the organizers of MAKS-2021**

CATEGORY 2 - 1 260 EURO excluding VAT 20%

- **Ability of placement exhibits on the Equipped exhibition space up to 2 sqm within the Collective booth***
- Registration fee
- 2 Exhibitor badges
- 2 Business tickets (one day entry)
- Ability to visit the common FUTURE HUB business communication area
- Placement of the participant information in MAKS official catalogue
- Placement of the participant information in MAKS official E – catalogue
- MAKS advertising and informational materials package
- Ability to use the common FUTURE HUB utility room
- Information support of the company participation in the FUTURE HUB
- General security of the exhibition pavilion (from 18.00 to 10.00)
- Power supply and cleaning of the common area
- WIFI

Services not indicated in the Category1 can be provided in accordance with MAKS 2021 General Conditions (sale21.aviasalon.com)

*** The exhibition stand location is determined based on the availability of free places**

CATEGORY 3 - 1 680 EURO excluding VAT 20%

- **Ability of placement exhibits on the Equipped exhibition space up to 2 sqm within the Collective booth***
- **Ability of holding one event of the FUTURE HUB business program lasting up to 30 minutes****
- Registration fee

- 1 VIP-Business pass personal
- 1 VIP-Business car pass (parking place P2)
- 2 Business tickets (one day entry)
- 2 Exhibitor badges
- 2 Business tickets (one day entry)
- Participation in MAKS Business program and FUTURE HUB Business program as a visitor
- Ability to visit the common business communication area FUTURE HUB
- Placement of the participant information in MAKS official catalogue
- Placement of the participant information in MAKS official E – catalogue
- MAKS advertising and informational materials package
- Ability to use the common FUTURE HUB utility room
- Information support of the company participation in the FUTURE HUB
- General security of the exhibition pavilion (from 18.00 to 10.00)
- Power supply and cleaning of the common area
- WIFI

Services not indicated in the Category1 can be provided in accordance with MAKS 2021 General Conditions (sale21.aviasalon.com)

*** The exhibition stand location is determined based on the availability of free places**

****The theme of the event has to be approved by the organizers of MAKS-2021**

Remote participation in MAKS 2021

Remote participation in MAKS 2021 includes placing of a Participant’s logo in the official catalogue, publishing of a Participant’s information entry in the official catalogue and in the E – catalogue and three entrance tickets valid in business days.

Remote participation price is **EUR 420** (net of VAT 20%).

Participation as a sponsor / partner of MAKS 2021

Sponsor programs of MAKS 2021 are represented by the following sponsorship categories:

Sponsorship categories	Sponsorship status	Sponsorship status services
1 category	Title sponsor	Basic sponsorship kit + 5 additional advertising options
2 category	General sponsor	Basic sponsorship kit + 4 additional advertising options
3 category	Official sponsor	Basic sponsorship kit + 3 additional advertising options
4 category	Sponsor by programs	Basic sponsorship kit + 2 additional advertising options
5 category	Sponsor	Basic sponsorship kit + 1 additional advertising option

More detailed information on the conditions and cost of participation of the MAKS-2021 Sponsor is available upon request.

Within all categories of sponsorship, the sponsoring company is provided with an exclusive opportunity to supplement the sponsorship package with additional promotional activities in terms of branding and naming of certain areas in the exhibition complex during the exhibition period according to the additional agreement.

The present sponsorship packages do not include the provision of any exhibition space. The rent of the exhibition space is carried out by the company independently, and can be included in the sponsorship kit, on the terms of the rates for participation in the exhibition program according to these General Conditions.

Basic sponsor kit

The following options are included into the basic sponsor kit:

1. Assign to a Company the partner status (the Certificate issue) and the right to use the assigned status all its own marketing communications.
2. The logo placement with sponsorship status indication and during the preparation and exhibition date the placement of the advertising and information in corresponding sections and according to the sponsorship status on official website and in official catalogue.
3. The right of the own promotion actions (in agreed form).
4. Provision of entrance tickets, personal and car passes, including VIP passes:
 - 2 VIP passes
 - 7 exhibitor badges
 - 3 car passes (Business category)
 - Service kit (3 personal passes, 1 car pass)
 - 30 one day tickets

Additional promotional options to the basic sponsorship, depending on the sponsorship category the logo can be placed on the following surfaces:

Sponsorship category	Basic sponsorship	Additional promotional activities, included in the kit, depending on the sponsorship category				
		Info-cube	Halls	Press-Wall	Badge	Promotion actions template
1 category	+	+	+	+	+	+
2 category	+	+	+	+	+	on agreement
3 category	+	+	+	+	on agreement	not provided
4 category	+	+	+	not provided	not provided	not provided
5 category	+	+	not provided	not provided	not provided	not provided

General conditions of participation in sponsorship programs

Terms of each sponsorship agreement will be discussed on an individual basis and are not a public offer. For sponsors with the similar status (category) of participation, a concept of equal presence at the Salon will be implemented. The above sponsor programs are not final and may change based on the Sponsor's needs and the Organizer's possibilities.

Payment procedure

All payments for participation in the exhibition pursuant to the concluded contract for residents of the Russian Federation should be made in Russian rubles by transferring to the Organizer's settlement account.

Non-residents of the Russian Federation must make payments in EURO by transferring the designated sums to the Organizer's checking account.

State and local taxes, customs fees, duties, dues and tariffs payable pursuant to the concluded contract of participation in the exhibition shall be paid at the Participant's expense.

The value added tax (VAT) at the rate of 20% shall be added to all payments except for the cases prescribed by the laws of the Russian Federation and international treaties.

Extra services ordered during the exhibition days will be rendered by the Organizer on condition of 100% pre-payment. The payment should be made through the cash desk of AVIASALON JSC in cash or by cards Visa, MasterCard, MasterCard Electronic, Maestro. All payments through the cash desk should be made in Russian rubles only.

Contract termination

The Organizer has the right to unilaterally terminate the Contract in the following cases:

- There is no funds receipt to the account of the Organizer from the Participant within the period specified in the Contract;
- Participant uses the provided exhibition space for other purposes;
- in other cases provided for by the Contract and the current legislation of the Russian Federation.

From the moment of termination of the Contract on the above grounds, the Organizer has the right to use the exhibition space allocated to the Participant at its own discretion.

If the Participant refuses to participate in the Exhibition 60 days or more before the start of the event, the Organizer withholds the cost of the registration fee and an amount of 25% of the cost of the rented exhibition space and / or chalet, in accordance with the concluded Contract.

The Participant's refusal to participate in the Exhibition 60 days or less does not entail a refund of the funds transferred by the Participant under the Contract. The funds transferred under the Contract at the time of sending the corresponding notification are subject to withholding by the Organizer to cover the costs incurred and compensation for the losses incurred.

In case of cancellation of the Exhibition 4 months (or less) prior to its holding due to circumstances that occurred through no fault of the Organizer, the Organizer notifies the Participant in writing. In this case, the Organizer's obligations arising from the concluded Contract become invalid. The Organizer returns to the Participant 50% of the cost of services, rent of exhibition space and / or chalet in accordance with the concluded Contract. Losses incurred by the participants, in this case, are not subject to compensation by the Organizer.

In case of cancellation of the Exhibition more than 4 months before its holding due to circumstances that occurred not through the fault of the Organizer, the Organizer shall notify the Participant about this in writing. In this case, the Organizer's obligations arising from the concluded Contract become invalid. The Organizer returns to the Participant all the funds transferred in accordance with the concluded Contract except the registration fee.