



EURONAVAL

28th INTERNATIONAL NAVAL DEFENCE & MARITIME EXHIBITION
AND CONFERENCE

18-21 October 2022 Paris, France

INTRODUCTION

EURONAVAL 2022, the biennial International Naval Defence & Maritime Exhibition and Conference, will take place from 18 to 21 October 2022 at the Le Bourget Exhibition and Conference centre in Paris. Supported by the French Ministry of Defence and the French Navy, it is the major naval and maritime defence exhibition in Europe in the alternate years to the DSEI exhibition in the UK.

The Society of Maritime Industries is organising and managing the UK Group of exhibitors in an area of the hall dedicated exclusively to UK companies. The UK Pavilion attracts visitors and international delegations are expected.

The exhibition is open to exhibitors world-wide from companies or groups of companies which design, manufacture, maintain, repair or modernise naval equipment, including naval aviation equipment, refit ships, support fleets, train personnel, and promote, sell or provide naval and maritime security services, or produce documentation and journals connected with the naval and maritime security industry.

THE UK GROUP AT EURONAVAL 2022

UK companies are invited to take advantage of the UK Group package and buying either space only for their own self-build stands or by exhibiting on pre-constructed enhanced shell-scheme stands under the unique UK Pavilion livery. The advantages of joining the UK Group are:

- SMI has secured a prime location in the exhibition hall for the UK Group exhibitors on self-build stands and on enhanced shell-scheme stands from 9 sqm in the UK Pavilion. This means higher footfall to your stand than you would booking individually.
- The UK Pavilion includes an information centre and refreshments for the exclusive use of exhibitors in the UK Group.
- Social media (LinkedIn/Twitter) promotion of the pavilion
- Branding to highlight the UK Pavilion
- A programme, managed by the UK Group staff, ensures that visiting delegations are routinely brought to all UK Group exhibitors.
- Interaction with the DIT DSE team to maximise introductions and contacts at the event.

Stand Build Options

The exhibition organisers require exhibitors to contract directly with them for either bare space or shell scheme stands as appropriate.

Shell Scheme Standbuild

Please see below examples of the standbuild. Production and mounting of graphics locally is available for an extra fee. Further items like TV monitors, counters, cupboards are also available from the exhibitor manual.



From 9 to 12 sqm

- > Slab carpet, GL events Infinity range: the exhibitor can choose between 3 colors
- > Wall in white coated sheet metal with aluminum structure
- > 1 sqm of storage room with a lockable door, 2 shelves, a coat-peg
- > A both sides sign with the name of the company and the stand number
- > 3 document displays (A4 format) that you can arrange on your stand
- > 1 lighting gantry with 2 LED bars
- > 1 three socket block linked to the electrical box
- > Furniture: 1 set of furniture composed with a white table MODE and 3 chairs FORYOU

From 15 to 24 sqm

- > Slab carpet, GL events Infinity range: the exhibitor can choose between 3 colors
- > Wall in white coated sheet metal with aluminum structure
- > 2 sqm of storage room with a lockable door, 2 shelves, a coat-peg
- > A both sides sign with the name of the company and the stand number
- > 3 document displays (A4 format) that you can arrange on your stand
- > 1 lighting gantry with 2 LED bars
- > 2 three socket block linked to the electrical box
- > Furniture: 1 set of furniture composed with a white table MODE and 3 chairs FORYOU



Exhibition Organiser Registration form & space allocation

All stand pricing information is at Appendix A – Form B.

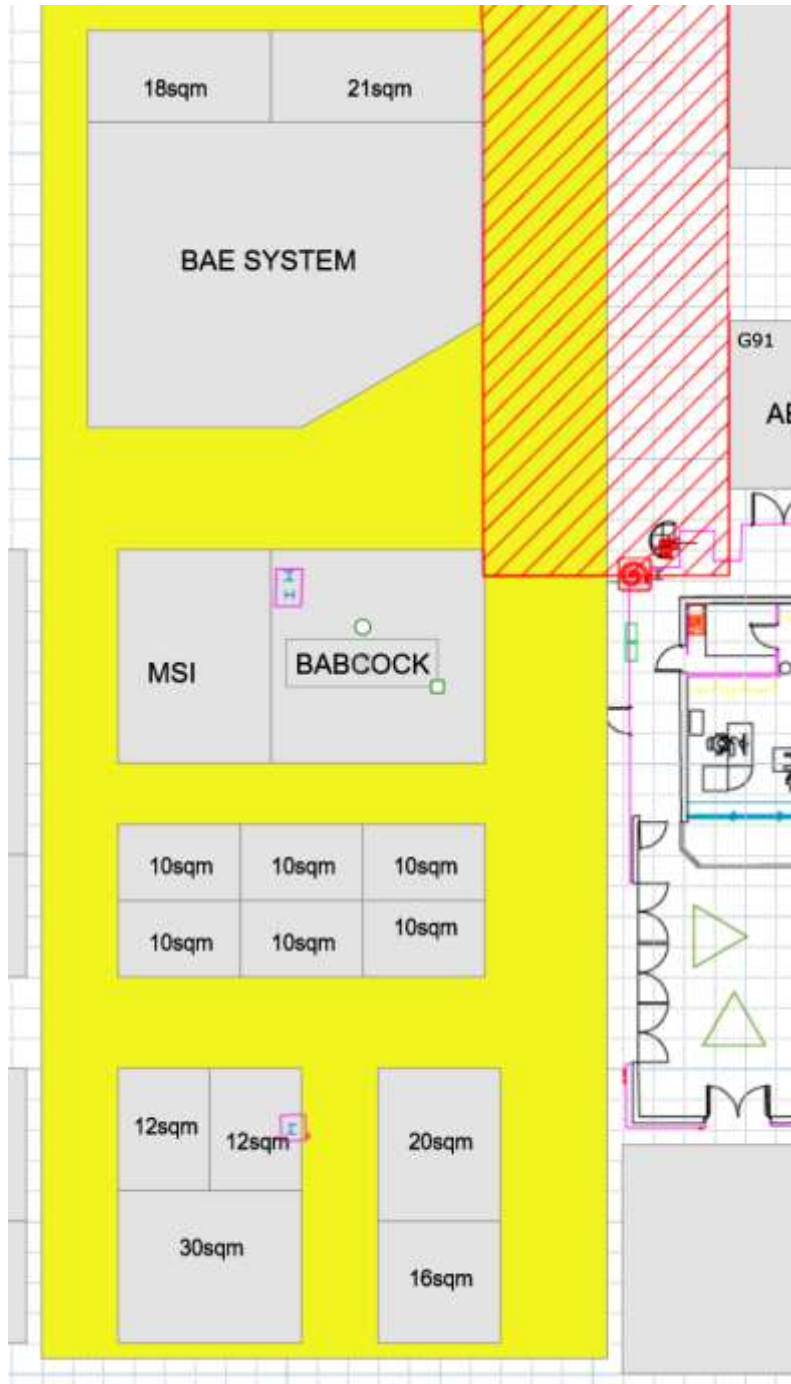
Once a space has been agreed SMI will forward your details and space request to the organiser. They will then send you a DocuSign link to complete the process.

Overall Exhibition Floorplan



UK Pavilion Space Allocation

As of March 18-3-2022



APPENDIX A

If you would like to register your interest in a stand please use the following forms

FORM A – for entry to UK Pavilion

FORM B – Pricing information



FORM A

FOR EXHIBITORS JOINING THE UK GROUP

The organiser's regulations require ALL companies to contract directly with them as DIRECT EXHIBITORS. The contract includes the exhibition participation fee and the cost of either bare space for self-build stands or the basic shell scheme stands. Payment in Euros including the 30% deposit must be made directly to the French organisers in accordance with the payment schedule on their registration form. VAT is NOT payable.

Exhibitors on UK Pavilion shell-scheme stands benefit from an enhanced shell-scheme design. All additional costs are included in the relevant UK package fees payable separately to SMI. You will receive an invoice in £ Sterling from the Society for the appropriate package fee including VAT.

Please complete and return both registration forms as soon as possible and no later than Friday 6 May 2022

Telephone: + 44 (0) 20 7628 2555

info@maritimeindustries.org

Company : _____

Address: _____

Town: _____ Post Code: _____ Country: _____

Contact: _____ Position: _____
Phone _____
No: _____

E-mail: _____

**The company will contract with the French organisers for:
either sq.m of bare space or sq.m of shell-scheme**

UK GROUP PACKAGE FEES

For UK Group exhibitors on enhanced shell-scheme stands in the UK Pavilion:

**The company is a member of the Society of Maritime Industries and the fee payable is £860 + UK VAT@ 20% (£1032)*

**The company is NOT a member of the Society of Maritime Industries and the fee payable is £999 + UK VAT@ 20% (£1199)*

£

For UK Group exhibitors on self-build stands:

**The company is a member of the Society of Maritime Industries and the fee payable is £199 + UK VAT@ 20% (£238.80)*

**The company is NOT a member of the Society of Maritime Industries and the fee payable is £250 + UK VAT@ 20% (£300)*

£

We accept the SMI Terms & Conditions (overleaf) and the Euronaval Exhibition General Rules on the Direct Exhibitor Registration Form and will settle any minor follow-on charges for exhibitors in the UK Group when advised. We acknowledge that once completed and signed these forms represent a contractual commitment by the company/organisation and if we subsequently withdraw from the UK Group we will be liable for the full costs (in accordance with the SMI Terms & Conditions of participation at exhibitions) unless a replacement can be recruited.

Signed: _____ Name: _____ Date: _____

Registered in England No. 00883132

UK VAT REGISTRATION NO: GB 243 2666 68

Project No. 1717



REGISTRATION FORM **FORM B**

A. PARTICIPATION FEE

Your compulsory participation fee includes:

- The administration fee
- The entry of your company in the Official Catalogue and on the exhibition website (entry in the catalogue cannot be guaranteed after July 20th, 2022)
- The compulsory exhibition insurance, the conditions of which are set out in the exhibition's general rules
- Your exhibitor's badges: 2 badges for 9 sqm stand (1 badge per additional 10 sqm of stand surface area)
- The free personalised e-invitations
- Your invitations to the official reception of the exhibition (based on quotas)
- Access to the service "BtoB" meetings

ORDER FORM NUMBER

(internal to your
company):

.....

A1 • DIRECT EXHIBITOR

Indicate your participation fee amount (according to the surface of your stand)	Surface area of your stand	Unit price excluding VAT*	TOTAL €A1 excluding VAT
	Stand from 9 to 24 sqm	985 €	
	Stand from 25 to 100 sqm	1 375 €	
	Stand over de 100 sqm	2 110 €	

A2 • YOUR INDIRECT EXHIBITORS

Multiply the number of indirect exhibitors by the unit price	Number of indirect exhibitors attached:	Unit price excluding VAT*	Total €A2 excluding VA
			985 €
TOTAL A (total A1+A2): registration fee			

B. SURFACE AREA

	Reservation dates**	Surface area of your stand	Unit price excluding VAT*	TOTAL € excluding VAT*
GROUND FLOOR BARE SURFACE (at least 15^{sqm})				
Early Bird rate (b)	from 1 st June to 31 th October 2021		585 €/sqm	
Standard rate (b)	from 1 st November 2021 to 31 st May 2022		600 €/sqm	
Higher rate (b)	from 1 st June to 15 th October 2022		615 €/sqm	
FIRST FLOOR BARE SURFACE				
Early Bird rate (b)	from 1 st June to 31 th October 2021		290 €/sqm	
Standard rate (b)	from 1 st November 2021 to 31 st May 2022		300 €/sqm	
Higher rate (b)	from 1 st June to 15 th October 2022		310 €/sqm	
EQUIPPED SURFACE (a) (at least 9^{sqm})				
Early Bird rate (b)	from 1 st June to 31 th October 2021		730 €/sqm	
Standard rate (b)	from 1 st November 2021 to 31 st May 2022		750 €/sqm	
Higher rate (b)	from 1 st June to 15 th October 2022		760 €/sqm	

(a) The equipped stand includes: the reservation of the surface area, the partitions, the carpet, furniture allocation according to the surface area, electricity connection and consumption (intermittent connection - daytime only - power proportional to the surface area), signage, daily cleaning. Options/additional services (furniture, audio, video equipment and personalisation of signage) can be ordered later on the exhibition's exhibitor platform using your login and password which will be received as soon as possible.

(b) The price includes the possibility of modifying the stand formula. The following modifications will be invoiced 300€ exc. VAT.

VAT EXEMPTION
TICK THIS BOX and
provide the EU VAT
number page 1
if applicable

TOTAL B : surface

TOTA A (A1+A2) + TOTAL B

VAT 20%*

TOTAL INCLUDING VAT
TO PAY (euros)*

* VAT not applicable to taxable exhibitors established outside of France upon proof of their taxable status.

** The date taken into account is the date of registration and of payment of the deposit.

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SMI Terms & Conditions

1. All stands must be in the name of a UK registered company.
2. SMI may acknowledge receipt of an application to participate in the exhibition. Such acknowledgement does not commit SMI to allocate the stand space in any specific location in the exhibition hall.
3. UK Group packages fees for exhibitors on shell scheme stands in the UK Pavilion include provision of an enhanced design to the basic shell-scheme stand contracted for with the French organisers and SMI's administrative charges.
4. Exhibitors must pay in full all invoices for package fees on registering. Failure to do so may be regarded as a breach of this contract.
5. No additional construction to the shell-scheme is permitted, except by prior and written agreement from SMI.
6. Companies having received such agreement from SMI are themselves responsible for seeking quotes, commissioning and payment of additional construction to the shell-scheme.
7. SMI will make every effort to ensure the size of stand requested is provided by the French organisers but cannot guarantee in advance either the hall, position, configuration of stand, or total area that can be provided.
8. Where it is necessary to offer an area varying by greater than 20% of the area requested, SMI will first seek the agreement of the applicant.
9. If compromise cannot be reached, an exhibitor party to this agreement remains responsible for payment of the whole stand available.
10. Should it be necessary to allocate a stand area in the UK Pavilion greater than originally requested, the exhibitor must pay in full on receipt of invoice for additional areas. Should it be necessary to allocate a stand area less than originally requested, SMI will arrange for a refund to the exhibitor from the French organisers of the difference in stand fees.
11. Every reasonable care will be taken in the allocation of space to exhibitors in the UK Pavilion to avoid inclusion of pillars and fire hydrant access points on stands. Where this is not possible, SMI will ensure companies will not be charged for net stand area displaced by pillars, or hydrants.
12. SMI is unable to guarantee that it is able to offer sufficient space to satisfy the total UK Group requirement. Space will therefore be allocated strictly in order of receipt of applications supported by payment.
13. Exhibitors withdrawing from the UK Group after registration will forfeit their package fees in full unless a replacement company can be found.
14. Where a replacement exhibitor can be found, a charge of 20% of package fees will be charged to the withdrawing exhibitor to cover the additional administrative costs incurred.
15. SMI shall not be held liable for ensuring that the exhibitor, its personnel, and exhibits are adequately insured against all risks.
16. In submitting this application, exhibitors accept responsibility for ensuring that they are adequately insured against all accident, claims arising from negligence and that their exhibits are also insured against loss, or damage.
17. No damage may be caused to the shell-scheme, or display aids supplied, particularly by use of nails, or tacks for attaching panels to the shell-scheme walls.
18. If damage is so caused, companies will be liable to meet the full cost of replacement of the damaged items.

19. Exhibitors are forbidden to further embellish the fascia panels of their stands by use of unauthorised additional graphics, or display aids.
20. Exhibitors are not to promote their presence and exhibits in a manner likely to cause offence, or nuisance to other exhibitors, or in contravention of the organisers' terms and conditions of participation.
21. From time to time, SMI may appoint service companies to offer group freight, travel, accommodation, promotion and other services as may be thought in the interests of the exhibitors.
22. Where SMI makes such appointments, exhibitors are free to make use of the services of such companies at their own risk.
23. SMI acts solely as an agent on behalf of the exhibitor and takes no liability for exhibitor's recovery of monies paid to the French organisers who before the completion of the delivery and the build of the stands becomes bankrupt or otherwise ceases to trade.
24. SMI shall not be held liable for the performance, actions or negligence of appointed contractors by the organisers.
25. In submitting this application, the exhibitor agrees to be bound by these terms and conditions and those of the French organisers.