

Aviasalon Joint Stock Company
(Aviasalon JSC)

**GENERAL CONDITIONS OF PARTICIPATION
In the 13th International Aviation and Space Salon
MAKS 2017**

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**Version 2
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Zhukovsky u.d.

GENERAL

The thirteenth International Aviation and Space Salon MAKS 2017 (hereinafter also referred to as MAKS 2017, the Exhibition, the Airshow) is held pursuant to Resolution No. 1140-r of the Government of the Russian Federation dated June 19, 2013 in accordance with Contract No. 975/03 dated December 18, 2015 between the Ministry of Industry and Trade of the Russian Federation (the Official Organizer) and Aviasalon Joint Stock Company (the Organizer).

MAKS 2017 will be held in Zhukovsky Moscow Region in July 18 – 23, 2017.

These General Conditions of Participation in MAKS 2017 (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 2017 is www.aviasalon.com.

MAKS 2017 SCHEDULE

Mounting	July 07 - 16, 2017
Exhibition days	July 18 - 23, 2017
Official opening day of the Airshow	July 18, 2017
Exhibition business days	July 18 - 20, 2017
Days for general public	July 21 - 23, 2017
Dismantling	July 24 – 28, 2017

Participants of the Airshow should consider and observe the following deadlines:

Submission of registration application	by June 01, 2017
Submission of list of military exhibits	by April 15, 2017
Submission of list of civilian and dual-purpose exhibits	by June 15, 2017
Submission of complete list of co-exhibitors / participants of national pavilions	by June 01, 2017
Payment for all ordered services	by June 10, 2017
Deadline for contract conclusion	by June 05, 2017
Submission of full document package (originals)	by June 15, 2017
Submission of information for badges and vehicle passes	by June 15, 2017
Completion of all operations	August 23, 2017

The following schedule has been determined for the flight program of MAKS 2017:

Arrival of aircraft, familiarization, training and qualification flights (from 10:00 a.m. to 5:00 p.m. Moscow time)	July 12 - 17, 2017
Arrival and parking of aircraft in the static display area (from 10:00 a.m. to 5:00 p.m. Moscow time)	July 12 - 17, 2017
Demonstration flights for official guests	July 18, 2017
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 19 - 20, 2017
Demonstration flights for general public (from 12:00 to 6:00 p.m. Moscow time)	July 21 - 23, 2017
Departure of all aircraft (from 9:00 a.m. to 6:00 p.m. Moscow time)	July 24 - 28, 2017

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 18%).

Payment must be made in EUR as a bank transfer

COST OF PARTICIPATION IN THE EXHIBITION PROGRAM

The price is indicated net of VAT 18%.

LEASE OF EXHIBITION SPACE	Price (EUR)
Indoor raw exhibition space in stationary halls (per 1 m ²)	315*
Indoor raw exhibition space in stationary halls (per 1 m ²)	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

*The price is valid till April 15, 2017, in condition of 100% payment for lease;

**The price is valid after April 15, 2017

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).

COST OF PARTICIPATION IN STATIC DISPLAY

The price is indicated net of VAT 18%.

LEASE OF STATIC DISPLAY AREA FOR AIRCRAFT (MTOW) Static Display No 1 (concrete)	Price (EUR)
1 to 3 tons	320
3 to 10 tons	500
10 to 25 tons	1,050
25 to 40 tons	1,500
40 to 60 tons	1,850
over 60 tons	2,200

MTOW – maximal take-off weight

These rates do not apply to participation (parking) of balloons.

The leasing cost of static display area includes:

- An area at the static display (concrete or ground);
- Fire safety provision (fire extinguishers) in accordance with acting regulations;
- Grounding loop provision;
- Aircraft slots marking;
- Lighting in nighttime (only for concrete area);
- Support of arrival / departure including towing to / from the allocated aircraft slot;

For tents and other temporary constructions over 4 sq. m area next to an aircraft slot a participant should lease outdoor exhibition space for construction (per 1 m²).

A participant must not operate own power units and other ground service equipment without certification and admittance of the airfield chief operator.

A participant gets 10% discount for leasing of an aircraft slot, if he agrees to provide public access to the aircraft cockpit / cabin during the exhibition period (for aircraft over 3 t MTOW).

Special conditions for light aircraft (less 1 t MTOW)

All light aircraft participate in the exhibition in framework of the “MAKS Light Aviation” special program and locate at the Static Display No 2 (ground). Cost for lease of an aircraft slot depends on number of aircraft presenting by a participant.

LEASE OF STATIC DISPLAY AREA FOR AIRCRAFT (MTOW) Static Display No 2 (ground)	Price (EUR)
Less 1 ton	230

MTOW – maximal take-off weight

All aircraft located at the ground static display No 2 must be grounded, have operable onboard fire extinguishers and be fastened according to acting regulations. Fasten ropes and grounding cables are provided by a Participant.

Discounts on participation in the “MAKS Light Aviation” program

- 10% if a participant exhibits 2 aircraft;
- 30% if a participant exhibits 3 - 5 aircraft;
- 40% if a participant exhibits 5 - 10 aircraft;
- 50% if a participant exhibits over 10 aircraft.

Participation in Flying Display Program

Arrival / departure and flight hours in framework of the flying display program during the exhibition (July 18 – 23, 2017) don't involve payments extra to paid rent of an aircraft slot at the static display in exception of airfield services ordered by a Participant.

If an aircraft located at the static display takes part in the flying display program, the aircraft towing from/to static display should be ordered and paid by a participant.

All flights that are not included into the adopted flying display program (familiarizing, training, testing, transport and other) are made in accordance with acting Regulations of Ramenskoye Airfield and should be paid on the base of direct contracts with Flight Research Institute on its actual tariffs.

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

- 20% discount on the cost of leased space offered to higher educational institutions of the space and defense-industrial sector.
- National pavilions shall be paid for at the base rate without extra charges for stand configuration (i.e. the number of open sides, except for two-floor structures).

The discounts do not apply to chalet lease.

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 Unless otherwise specified	Category of car pass	Number	Validity period Unless otherwise specified
Participants (Exhibitors /Co-Exhibitors) of the exhibition program						
Exhibition space in halls	Exhibitor	3 (15m ²) + 1 (for each subsequent 10m ²)	July 7 – 28, 2017			
	Business ticket		One entry on July 18 – 23, 2017			
Outdoor exhibition space	Exhibitor	3 (15m ²) + 1 (for each subsequent 25m ²)	July 7 – 28, 2017			
	Business ticket		One entry on July 18 – 23, 2017			
Chalet:						
160 m ² unit	Exhibitor	16	July 7 – 28, 2017	Chalet	5	July 7 – 28, 2017
	Service (for driver)	5				
	Business ticket	50				
100 m ² unit	Exhibitor	10	July 7 – 28, 2017	Chalet	4	July 7 – 28, 2017
	Service (for driver)	4				
	Business ticket	30				
80 m ² unit	Exhibitor	8	July 7 – 28, 2017	Chalet	3	July 7 – 28, 2017
	Service (for driver)	3				
	Business ticket	25				
Participants of the demonstration program						
Type of participation	Category of badge/ticket	Number	Validity period Unless otherwise specified	Category of car pass*	Number	Validity period Unless otherwise specified
Aircraft static display area (MTOW):						
under 1 ton	Pilot	2	July 7 – 28, 2017		1	July 7 – 28, 2017
	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				
25 to 40 tons	Pilot	5				
	Aircrew	5				
40 to 60 tons	Pilot	6				
	Aircrew	6				
over 60 tons	Pilot	6				
	Aircrew	6				
Participation with balloon:						
Airship	Pilot	8	July 7 – 28, 2017		2	July 7 – 28, 2017
Hot air balloon	Pilot	7				
Gas balloon	Pilot	3				
Balloon	Pilot	2				

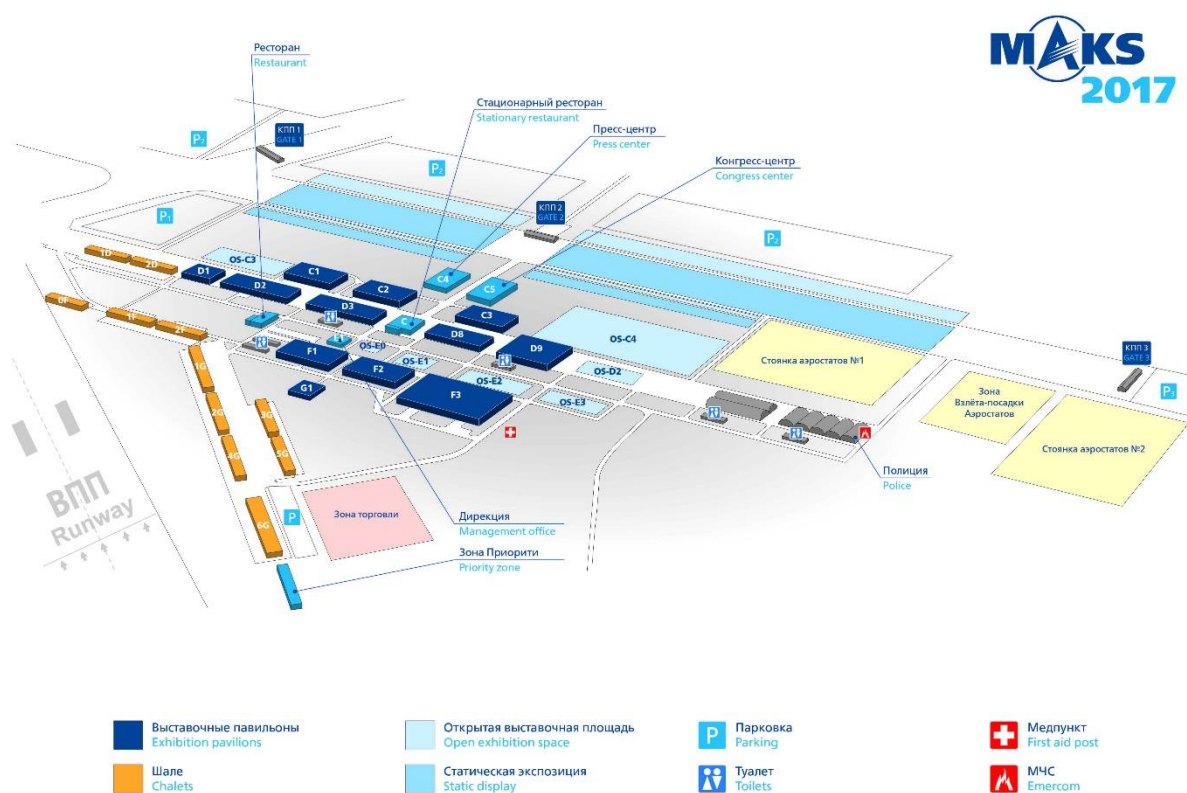
*Car pass is provided to participants of the flying display program

Extra Badges and Passes Categories and Prices

The price is indicated net of VAT 18%.

Category of badge, pass	Price, EUR	Validity (if not specified otherwise in the badge)
PERSONAL BADGES		
Exhibitor badge	130	July 7 – 28, 2017
Service badge	110	July 7 – 28, 2017
CAR PASS		
Mounting car pass	130	July 7 – 17, 2017 and July 24 – 28, 2017
Business car pass	140	July 7 – 28, 2017
Service car pass	140	July 7 – 28, 2017
COMPLEX PASS		
VIP - Business kit (personal + car)	420	July 18 – 23, 2017

GENERAL LAYOUT OF THE EXHIBITION VENUE OF MAKS 2017



CHALET SPECIFICATIONS

	1G/6G	2G/4G	3G/5G	1F/2F	1D/2D	7G*
Chalet dimensions	10x8	10x8	14x7	10x10	10x10	10x8
Total area of 1 chalet including WC	80	80	160	100	100	80
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	D2/D3*
Hall dimensions	63x33	60x30	96x60	60x48	90x30
Total area	2079	1800	5760	2880	2700
Floor load limit	2 t/m ²	2 t/m ²	5 t/m ²	5 t/m ²	250kg/m ²
Building height limit	5 m	4 m	5.5 m	5.5 m	2.5-4
Number of gates	4x4 (2) 4x6 (1)	4x4 (3)	4.5x6 (5)	4.5x6 (2)	5x3 (4)

**- dimensions are subject to change*

SPECIFICATIONS OF OUTDOOR EXHIBITION SPACE

	OS-C3	OS-C4	OS-D2	OS-E1	OS-E2
Dimensions	100x35	180x80	70x35	65x30	65x30
Total area	3500	14400	2450	1950	1950
Ground load limit	20t/m ²	20t/m ²	20t/m ²	20t/m ²	20t/m ²
Building height limit	14.5m	14.5m	14.5m	14.5m	14.5m

PARTICIPATION IN THE BUSINESS PROGRAM OF MAKS-2017

Applications for participation in the Business Program of MAKs-2017 are accepted until **July 10, 2017**.
Registration of participation is completed after 100% payment of the registration fee by July 17, 2017
Registration fee is 420 EURO per 1 participant, VAT excl.

Registration fee includes:

- one personal pass “VIPBusiness” entitling to take part in all events of the Business Program (except private events).
- visiting of exhibition and demonstration programs;
- participation in coffee breaks, receptions and ceremonies at the events of the business program (except private events);
- a car pass / parking label, parking next to the exhibition complex; parking place No is indicated at the pass;
- visiting the guest stand of the demonstration program (if free seats available)

Discounts on participation in the business program

The Organizer offers the following discounts to Business Program Participants:

- 20% of the cost of all forms of participation in Business Program for Higher Educational Institutions.

REMOTE PARTICIPATION IN MAKs 2017

Remote participation in MAKs 2017 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 18%)

PARTICIPATION AS A SPONSOR / PARTNER OF MAKs 2017

Sponsor programs of MAKs 2017 are represented by the following sponsorship categories:

- **Title sponsors/partners**
- **Official sponsors/partners**
- **Sponsors/partners by programs**

Title sponsors/partners
Price – over RUB 12,000,000
1. Primary sponsors/partners 2. Strategic sponsors/partners 3. Official sponsors/partners
Official sponsors/partners
Price – over RUB 8,000,000
1. Official sponsor of insurance services 2. Official product
Sponsors/partners by programs
Price – over RUB 2,000,000
1. Sponsor of hospitality events 2. Sponsor of the flying display program 3. Sponsor of the business program 4. Sponsor of the Business Visitor program 5. Press - Sponsor 6. Catering Sponsor/Partner

Cost of sponsor programs are in Russian rubles (net of VAT 18%) and includes the basic sponsor package.

Basic Sponsor Package

Cost of the basic sponsor package is **RUB 2,000,000** (net of VAT 18%)

The following options are included into the basic sponsor package:

1. Assign to a Company the partner status and the right to use the assigned status all its own marketing communications.
2. The right to participate in the exhibition and / or business program.
3. Placement of advertising materials during the preparation and holding of the exhibition.
4. The right of the promotions.
5. Provision of entrance tickets, personal and car passes, including VIP passes.

General conditions of participation in sponsor programs

Terms of each sponsorship agreement will be discussed on an individual basis and are not a public offer.

For corporate sponsors with the same 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.

Additional information on the list of services offered with each sponsor package will be available at www.aviasalon.com.

PARTICIPATION AS AN INFORMATION PARTNER MAKS 2017

Information partners of MAKS 2017 are Russian and foreign specialized and general mass media: periodicals, radio, TV channels, Internet portals, news agencies.

Information and advertising partnership - a full-scale information support and maintenance, both the preparation process and holding of MAKS-2017 in part:

- publication of information materials about the event;
- publication of graphic advertising and information module of MAKS-2017;
- placing the banner of MAKS-2017 with the link to www.aviasalon.com on the main page of the partner's website at a priority place
- placing of announcements about the upcoming event in a current events column;
- placing of on-line broadcasts;
- postings announcements on the event by e-mail;
- TV stories in news programs about MAKS-2017 preparation process;
- translation and publication of detailed speeches (interviews) of members of the MAKS-2017 Organizing Committee;
- detailed stories in TV news programs;
- detailed stories in TV information-analytical programs.

Depending on the volume of information support provided, information partners of MAKS 2017 are divided into the following categories:

- **Primary Information Partners**
- **Official Information Partners**
- **Information Partners**

For all information partners of the International Aviation and Space Salon with the same status of participation, a concept of equal presence at MAKS 2017 will be implemented.

In line with their status assigned, information partners will receive packages of services with individual preferences.

Status is assigned to a partner by decision of the MAKS-2017 Organizing Committee and on the base of information and advertising support volumes.

The terms of each contract are discussed individually and are not a public offer.

Category of information partnership can be adjusted based on the Partner's needs and Organizer's opportunities.

The cost of each category of information partnership depends on the individual features of the media and specific amounts of provided information support, but cannot be lower than the cost of the "Information Partner" basic package, which is (excluding 18% VAT) – **RUB 300 000,00**.

Standard options of the package for Information Partners of MAKS 2017:

1. Assignment of an official status and awarding of a Diploma acknowledging this status.
2. Provision of a right to use the status in all own marketing communications.
3. Accreditation of Partner's representatives (at least 2) for all events of MAKS 2017, including business and flight programs.
4. Providing of MAKS 2017 entrance tickets to the Partner (at least 10 tickets)
5. Issue invitation tickets for the official opening reception of MAKS 2017 (at least 1)
6. Provision with a right to become a participant of the exhibition program and occupy a standard equipped exhibition stand.
7. Placement of the Information Partner's information and advertising materials and logo at the official website and in the official catalogue of MAKS 2017.

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 to the Organizer's settlement account.

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

The value added tax (VAT) at the rate of 18% 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 in 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

Unilateral termination by the Participant of the contract and out of court termination are admitted under the terms of paying compensation to the Organizer:

If the contract is terminated by the Participant 30 days (or more) prior to the exhibition, the cost of participation specified in the contract and additional agreements shall be refunded less 25%, if the termination request is submitted less than 30 days before the exhibition, the cost of the contract and any additional agreements shall be refunded less 50%.

In case of the Participant's cancellation of some of the ordered services less than 30 days prior to the exhibition, the Organizer shall charge a penalty fee in the amount of 50% of the cost of the services (including leasing of exhibition space) that were canceled by the Participant.

In the event that the Participant did not submit a request for contract termination and did not participate in the exhibition, 100% of the cost of the ordered services and exhibition spaces of the concluded contract on participation are considered a penalty and shall not be refunded to the Participant.

The contract shall be deemed terminated from the date when the Organizer receives the notice on termination.

Extrajudicial and unilateral termination of the contract on the Organizer's initiative shall be possible in the following events:

- If the Participant does not fulfill the terms set forth in the Terms and Conditions of Participation in Exhibitions and appendixes thereto (in parts pertaining thereto);
- If the Participant did not equip the leased exhibition space 1 day before the Exhibition.
- If the Participant did not occupy the equipped exhibition space during the first day of the Exhibition.
- If the Participant transferred the leased exhibition space or part of the exhibition space to third parties for a fee or free of charge or exchanged exhibition spaces with other Participants without Organizer's approval.

In the event of contract termination on the Organizer's initiative for the above reasons, all payments made pursuant to the contract shall not be refunded.