

# Exhibitor Contract for Strategic Sponsors

## USA PAVILION AT DEFEA-DEFENCE EXHIBITION ATHENS

### EXHIBITOR CONTACT INFO

COMPANY NAME: \_\_\_\_\_

EXECUTIVE OFFICER NAME & TITLE: \_\_\_\_\_

NAME OF CONTACT PERSON FOR DEFEA EXHIBITION: \_\_\_\_\_

TELEPHONE: \_\_\_\_\_ EMAIL: \_\_\_\_\_

ADDRESS: \_\_\_\_\_ POST CODE: \_\_\_\_\_

FIELD OF BUSINESS: \_\_\_\_\_

ACCOUNTING DEPARTMENT EXECUTIVE NAME: \_\_\_\_\_

TELEPHONE: \_\_\_\_\_ EMAIL: \_\_\_\_\_

V.A.T. NO: \_\_\_\_\_ TAX OFFICE: \_\_\_\_\_

EXHIBITION SPACE COST		Total booth space	
All Strategic Sponsors receive: 30m <sup>2</sup> Free of Charge   25% discount on the additional space (more than 30m <sup>2</sup> )		Free of Charge Space: 30m <sup>2</sup>	
<b>EXHIBITOR REGISTRATION FEE</b>	<b>300€ per company</b>	<b>Fee</b>	<b>300€</b>
<b>RAW SPACE</b> <i>* Includes all USA Pavilion Services and Facilities</i> Minimum Exhibit Area 150m <sup>2</sup>	<b>458€ / m<sup>2</sup></b> <i>(25% discounted rate)</i>	<b>Space excluding 30m<sup>2</sup> free x 458€</b>	
<b>CORNER OPTION</b>	<b>250€ per unit</b>	<b>250€ per Unit</b>	
Exhibiting companies are free to use their own construction company for their stands or choose from the below <b>USA PAVILION SHELL SCHEME STAND OPTIONS</b>			
BASIC	75€ / m <sup>2</sup>	<b>Total booth space x 75€/m<sup>2</sup></b>	
PRIME (with lightboxes) more than 12m <sup>2</sup>	95€ / m <sup>2</sup>	<b>Total booth space x 95€/m<sup>2</sup></b>	
SUPERIOR more than 24m <sup>2</sup>	110€ / m <sup>2</sup>	<b>Total booth space x 110€/m<sup>2</sup></b>	
SURFACE more than 24m <sup>2</sup>	125€ / m <sup>2</sup>	<b>Total booth space x 125€/m<sup>2</sup></b>	
WOODEN more than 40m <sup>2</sup>	175€ / m <sup>2</sup>	<b>Total booth space x 175€/m<sup>2</sup></b>	
SPECIAL CONSTRUCTIONS	UPON REQUEST	<b>Total Cost</b>	

Mandatory: **Strategic Sponsorship Approval Form** must be completed, signed and returned along with the present contract form



## EXHIBIT INFORMATION

- Exhibitors are requested to view the Exhibitors Manual for the equipment included in each type of stand and further technical information about each exhibit
  - Additional services (electricity, water & waste, internet etc.) and equipment (furniture etc.) would be ordered and invoiced from the house contractor (Expowork S.A.) and subject to direct communication with the company (EXPOWORK S.A. INTEGRATED EXHIBITION & CONGRESS SYSTEMS, Tel.: +30 210 3542 990, E-mail: expowork@expowork.gr)
- I will display heavy army equipment (vehicles, helicopters, aircrafts)
- I will display firearms

## USA PAVILION SERVICES AND FACILITIES

- Pre-exhibition Business Breakfast Briefing
- USA Pavilion Inauguration Ceremony
- USA Pavilion Official Reception
- Uniform Customized Exhibition Stands (except bare floor participations)
- USA Pavilion Secretarial Support & Information Area
- USA Pavilion Exhibitors' Lounge
- USA Pavilion V.I.P. and Meeting Room
- Foreign Delegations Welcoming Committee consisting of military officers from the Office of Defense Cooperation
- Potential to organize special seminars/workshops during the exhibition
- Complete reference of your company at the USA Pavilion catalogue (printed or online)
- Participation at targeted press briefings for maximum media exposure

## CONFIRMATION OF PARTICIPATION

- Exhibitor Contract must be submitted to the American-Hellenic Chamber of Commerce no later than January 15, 2025 to Voula Tseritzoglou - v.tseritzoglou@amcham.gr
- Complete and return the Exhibitor Contract at your earliest convenience will increase the likelihood of being assigned your preferred booth location.

## FINANCIAL TERMS

- Payment of participation will be made in Euro, at the Euro-Dollar exchange rate on the day of deposit, in three (3) installments as follows:
  - 20% advance payment is due with the Exhibitor Contract.  
Contracts without a payment will be considered incomplete.
  - 30% is due 2 months after the application
  - 50% is due by February 28, 2025
- Full payment is due by February 28, 2025
- Bank transfer expenses will be paid by the exhibiting company.
- VAT (24%) applied to companies registered in Greece and will be added to the final invoice



## CANCELLATION OF PARTICIPATION

- Cancellation of this application can only be accepted by written notice as follows:
  - Cancellation on or before July 15, 2024 - 100% refund \*
  - Cancellation on July 16, 2024 until January 31, 2025 - Withhold 50% of the total participation fee \*
  - Cancellation after January 31, 2025 – No refund. Total participation fee is due
- \* Bank refund costs will be undertaken by the exhibitor

## METHODS OF PAYMENT

- By a deposit of the amount at the Chamber’s account  
 Bank: Alpha Bank: 206 00 232 0000 243  
 IBAN Number: GR58 0140 2060 2060 0232 0000 243  
 SWIFT CODE: CRBAGRAAXXX  
 Account Beneficiary: AMERICAN-HELLENIC CHAMBER OF COMMERCE

IMPORTANT NOTE: Please inform us that you have made the payment, by sending a copy of the appropriate receipt from the bank by email.

- By Credit Card (AMEX, VISA, MASTERCARD)

Please bill my credit card     AMEX     VISA     MASTERCARD

CARD NUMBER \_\_\_\_\_ CVV NUMBER \_\_\_\_\_

CARDHOLDER’S NAME \_\_\_\_\_ EXPIRATION DATE \_\_\_\_\_

CARDHOLDER’S SIGNATURE \_\_\_\_\_ DATE \_\_\_\_\_

Exhibitor accepts the above terms and conditions of participation and accepts and agrees to abide by the USA Pavilion Rules and Regulations (including the Rules & Regulations of DEFEA 2025 Exhibition) which are attached hereto as Annex and form an integral part of this contract

EXHIBITING COMPANY REPRESENTATIVE:

USA PAVILION ORGANIZER REPRESENTATIVE:

Signature and company stamp

Signature and company stamp

DATE: \_\_\_\_\_ Athens