

# Exhibitor Contract for Gold Sponsors

## USA PAVILION AT DEFEA-DEFENCE EXHIBITION ATHENS

### EXHIBITOR CONTACT INFO

COMPANY NAME:

ADDRESS:

POST CODE:

FIELD OF BUSINESS:

COMPANY CEO/PRESIDENT (NAME & TITLE):

CONTACT PERSON FOR DEFEA EXHIBITION (NAME & TITLE):

POC TELEPHONE:

POC EMAIL:

CONTACT PERSON AT ACCOUNTING DEPT. (NAME & TITLE):

ACCOUNTING POC TELEPHONE:

ACCOUNTING POC EMAIL:

V.A.T. NO:

TAX OFFICE:

### EXHIBITION SPACE COST

All Gold Sponsors receive:

12m<sup>2</sup> Free of Charge | 15% discount on the additional space (more than 12m<sup>2</sup>)

EXHIBITOR REGISTRATION FEE		300€ per company	Total booth space	
RAW SPACE <i>* Includes all USA Pavilion Services and Facilities</i> Minimum Exhibit Area 50m <sup>2</sup>		621€ / m <sup>2</sup> <i>(15% discounted rate)</i>	Free of Charge Space: 12m <sup>2</sup>	
CORNER OPTION		250€ per unit	Fee	300€
Exhibiting companies are free to use their own construction company for their stands or choose from the below			Space excluding 12m <sup>2</sup> free x 621€	
<b>USA PAVILION SHELL SCHEME STAND OPTIONS</b>			250€ per Unit	
BASIC	81€ / m <sup>2</sup>	Total booth space x 81€/m <sup>2</sup>		
PRIME (with lightboxes) more than 12m <sup>2</sup>	101€ / m <sup>2</sup>	Total booth space x 101€/m <sup>2</sup>		
SUPERIOR more than 24m <sup>2</sup>	116€ / m <sup>2</sup>	Total booth space x 116€/m <sup>2</sup>		
SURFACE more than 24m <sup>2</sup>	133€ / m <sup>2</sup>	Total booth space x 133€/m <sup>2</sup>		
WOODEN more than 40m <sup>2</sup>	190€ / m <sup>2</sup>	Total booth space x 190€/m <sup>2</sup>		
SPECIAL CONSTRUCTIONS	UPON REQUEST	Total Cost		

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



## EXHIBIT INFORMATION

- Exhibitors are requested to visit [www.usadefea.gr](http://www.usadefea.gr) and check the “USA Pavilion Stand Type Proposals” for the equipment included in each type of stand and the “Defea 2027 Technical Services Brochure” for further technical information about each exhibit.
  - Additional services (electricity, water & waste, internet etc.) and equipment (furniture etc.) would be ordered and invoiced directly 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](mailto:expowork@expowork.gr)).
- I will display heavy army equipment (vehicles, helicopters, aircrafts)
- I will display firearms

## USA PAVILION SERVICES AND FACILITIES

- Prime location at the entrance of Hall 4
- Pre-exhibition Business Breakfast Briefing
- USA Pavilion Inauguration Ceremony
- USA Pavilion Official Reception
- Specially design and fully customized Exhibition Stands (except bare floor participations)
- USA Pavilion Secretarial Support & Information Area
- USA Pavilion Exhibitors’ Lounge - Complimentary use for USA Pavilion exhibitors and their guests
- USA Pavilion V.I.P. and Meeting Room
- Foreign Delegations Welcoming Committee consisting of military officers from the U.S. Military Group (MILGP)
- Potential to organize special seminars/workshops/presentations, onsite, at the USA Pavilion Seminar Area
- Complete reference of your company at the USA Pavilion Exhibitors’ Catalogue (printed or online)
- Participation at targeted press briefings for maximum media exposure
- Exclusive Sponsorship packages offering enhanced visibility
- Professional photo coverage at all USA Pavilion Events

## FINANCIAL TERMS

Payment of participation will be made in Euro in three (3) installments as follows:

- 20% advance payment is due with the Exhibitor Contract.
- 30% is due 2 months after the application
- 50% is due by February 28, 2027

### IMPORTANT NOTES:

- Contracts without a payment will be considered incomplete.
- Full payment is due by February 28, 2027
- Bank transfer expenses will be paid by the exhibiting company.
- VAT (24%) applied to companies registered in Greece or where applicable in Europe and will be added to the final invoice.



## CONFIRMATION OF PARTICIPATION

Exhibitor Contract must be submitted to the American-Hellenic Chamber of Commerce no later than December 31, 2026 (v.tseritzoglou@amcham.gr)

**IMPORTANT NOTE:** Complete and return the Exhibitor Contract at your earliest convenience will increase the likelihood of being assigned your preferred booth location.

## CANCELLATION OF PARTICIPATION

- Cancellation of this application can only be accepted by written notice as follows:
  - Cancellation on or before September 30, 2026 - 100% refund \*
  - Cancellation on October 1 until December 31, 2026 - Withhold 50% of the total participation fee \*
  - Cancellation after December 31, 2026 – 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)  
To pay by CC please email: [accounting@amcham.gr](mailto:accounting@amcham.gr) to receive related payment link.

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 2027 Exhibition) which are attached hereto as Annex and form an integral part of this contract.

EXHIBITING COMPANY REPRESENTATIVE:

USA PAVILION ORGANIZER REPRESENTATIVE:

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Signature and company stamp

Signature and company stamp

DATE:

Athens