

USA PAVILION



IADE
TUNISIA

INTERNATIONAL
AEROSPACE
& DEFENSE
EXHIBITION



AEROSPACE



DEFENCE



NAVAL



SPACE & ROBOTICS

11 - 15 MAY 2022

DJERBA-ZARZIS

Serving Aerospace and Defense in Africa

EXHIBIT PROFILE

Air launched and ground armament,
Aircrafts: construction, assemblies and sub-assemblies
Airline companies, business aviation, general aviation, light aircraft
Airport systems and equipment
Armoured vehicles and defence systems
Avionics, cockpit and onboard systems
Business aviation, general aviation, light aircraft
Cabin equipment
Composite materials and surface treatments
Electronics
Engine components
Equipment production tools and software
Electronic Surveillance Equipment, Metal Detectors/X-Ray
Fabrics to Protective Apparel and Personal Protection Gear
Government institutions and foreign trade agencies
Machines/Scanning Equipment, CCTV, Explosives and Propellants,
Light, Medium & Heavy Weapons, UAV's
Leasing and financing
Maintenance Repair Overhaul
Mechanical and metallurgical subcontracting
Optics, optronics
Paints and coatings
Propulsion systems
Research and development
Satellite telecommunications
Space satellites
Training and Services
Transmissions, communication, positioning
Weapons & ammunition

MARKET OPPORTUNITIES

- **111** Exhibitors From **23** Countries, **18** International
- **42** Civilian & Military Delegations
- **13,900** Increase Industry Budget
- **348** Pre-Planned B2B Meetings
- Over **80,000m** of Gross Exhibition Space & **75** Aircraft

VISITOR PROFILE

- Trade / Professional Only
- Ambassadors representing participating countries
- Chiefs of Staff of the African Armed Forces
- Directors of African Civil Aviation
- African Air Transport Ministers
- The highest levels of government
- B2B Meetings & Technical Conferences

SERVICE & AMENITY PACKAGE

- Professional guidance & total logistical coordination from Oak Overseas staff in the U.S. and on-site in Tunisia
- Prime location on show floor
- Strong USA identification - focal point for international decision-makers
- Exhibitor passes
- One individual entry in official show directory and USA Pavilion directory
- Assistance with hotel accommodations and shipping
- Daily booth cleaning
- Participation in the Official USA Pavilion reception

TURNKEY BOOTH PACKAGE

Minimum 12 square meters per package

Optimize precious time with a cost-effective turnkey booth package. (Other furnishings available at additional cost.)

- Full booth design and construction
- Fascia board with firm name
- Carpeting
- One lockable reception counter
- One coffee table
- Two easy chairs
- Two shelves
- Lighting
- One electrical outlet, 220 volt, 13 amp

SPACE ONLY PACKAGE

Minimum 36 square meters

Build your own or let Oak Overseas design a custom booth to suit your special requirements.

USAPAVILION PACKAGE RATES

Turnkey Booth Package/sqm	€645
Space Only/sqm	€525
Corner Premium	€600

RESERVE YOUR BOOTH

Ms. Houda M. Pineau

Oak Overseas, Ltd.

8611 Concord Mills Blvd, Suite 159

Concord, NC 28027

Tel +1 704.837.1980 ext. 315

hpineau@oakoverseas.com



IADE 2022 USA Pavilion Booth Contract



The organization, as described below, hereinafter referred to as "Exhibitor", applies for participation in the USA Pavilion at IADE 2022 in Djerba, Tunisia, May 11-15,2022 organized and managed by Oak Overseas, Ltd.

Contact / Company Information

Exhibitor _____
Contact Name _____ Title _____
Street Address _____
City _____ State _____ Zip Code _____ Country _____
Phone _____ Fax _____ Email _____
Equipment/Products to be Exhibited _____

Booth Request Details

All booths include the Service Package specified in the USA Pavilion at IADE 2022 brochure / flyer.
* Booth Allocation determined on a first-come, first-served basis as per contracts and deposits are received.
* Sharing is restricted to one company per booth. Sharing company must pay a sharing and show registration fee.

Indoor Turnkey Booth Package (12sqm minimum)
_____ SQM @ EUR€645.00/SQM = EUR€ _____
Indoor Space Only (minimum 36sqm—build your own booth)
_____ SQM @ EUR€525.00/SQM = EUR€ _____
Indoor Corner Charge (Indoor Space Only) _____ Corner(s) @ EUR€600.00 = EUR€ _____
Show Registration / Administration Fee = EUR€ 900.00
Booth Sharing Fee + Show Registration Fee _____ @ EUR€1200.00 =EUR€ _____
1 Sharing Company Only: Co. Name: _____

Sub Total EUR€ _____
19% Tax EUR€ _____
Total Due EUR€ _____

Payment Schedule & Instructions

50% non-refundable deposit of Total Amount Due with Signed Contract, Balance Due September 1, 2022.
EURO CURRENCY ONLY.
WIRE TRANSFERS ONLY. Wire Instructions:

Beneficiary: Oak Overseas, Ltd. Acct#: 503222796201
112 Cabarrus Avenue East; Concord, NC 28025 USA
Beneficiary Bank: Oversea-Chinese Banking Corporation Limited (OCBC)
Swift Code: OCBCSGSG Bank Code: 7339 Branch Code: 503
65 Chulia Street; OCBC Centre; Singapore 049513
Intermediary Bank: Barclays Bank PLC, London

Approval

We, the undersigned exhibiting company, hereby apply and agree to comply by the Terms and Conditions printed on the reverse side of this application or second page to this application. The person signing this document expressly represents and warrants to Management that he or she is authorized by Exhibitor to bind it to the terms hereof. The undersigned acknowledges to have read and accepted the terms as set forth on both sides of this USA Pavilion Booth Application & Contract Form.

Signature _____ Title _____
Type or Print Name _____ Date _____

Terms and Conditions

USA Pavilion at IADE 2022 May 11-15, 2022



- The following conditions as well as rules and regulations laid down by the show organizers are part of the Participation Agreement made through the signing of the "Booth Contract", as though fully incorporated therein, and each participant, hereinafter referred as Exhibitor, is bound by each and everyone thereof.
- Oak Overseas, Ltd., hereinafter referred to as Management, undertakes within the framework of the offer submitted to carry out the project described in the USA Pavilion at IADE 2022 Brochure/Flyer on the condition that the requisite number of Exhibitors apply.
- Space Assignments:** Exhibit space assignments within the pavilion are made on a first-come-first-served basis. By signing this Booth Application and Contract form obligates Exhibitor to pay the contractual amount based on Payment Schedule. In the instance of a wait list, Exhibitor is obligated to sign the Booth Application and Contract Form and pay the contractual amount based on Payment Schedule but is not guaranteed a location. The location and layout of the USA Pavilion is subject to change at the sole discretion of the show organizers or Management. The floor plan of the pavilion may also change to fit the total space demand or limits set by the show organizers or Management.
- Liability Insurance:** Exhibitor agrees to provide their own property and liability insurance, keep a fully equipped, manned booth in the USA Pavilion at all opening hours throughout the show, make payments for exhibit space and additional expenses as scheduled and not to reassign, grant or license the use of Exhibitor's space without written consent from Management.
- Sharing of Booth:** Exhibitor agrees to share the assigned booth with no more than two other exhibitors. Management will authorize no more than two companies to be listed on the fascia board (if space provides) and will permit no more than two companies to be physically represented in the booth. An additional EUR1500 booth sharing fee will be charged to cover administrative charges, plus EUR900 Organizer Management Fee. Sharing fee does not entitle sharing company to an individual shipping allowance. One single shipping allotment is only applicable to the specific exhibit space. Sharing companies must decide how to use the shipping allowance between them. Sharing fee does not entitle sharing company to any additional booth furnishings or exhibitor badges beyond the Turnkey Booth Inclusions provided with corresponding booth size. Additional furnishings / badges must be ordered to accommodate the exhibit needs of sharing company.
- Liability.** The Exhibitor agrees to indemnify and hold harmless the Management, the Show Organizers, the Exhibition Hall Facility and City in which this exhibition is being held, and their Officers, Agents and Employees, against all claims, losses, suits, damages, judgments, expenses, costs and charges of every kind resulting from its occupancy of the space contracted herein for by reason of personal injuries, death, property damages, or any other cause sustained by any persons or others. The Management shall not be responsible for loss or damage to displays or goods belonging to Exhibitors whether resulting from fire, storms, acts of God, air condition or heating failure, theft, pilferage, mysterious disappearance, bomb, threats or other causes. All such items are brought to the Exhibition and displayed at Exhibitor's own risk, and should be safeguarded at all times. The Exhibitor agrees that Management shall not be responsible in the event of any errors or omission in the listings in the exhibition official directory and in any promotional material. Exhibitor agrees to indemnify Management against and hold it harmless for any claims and for all damages, costs and expenses, including, without limitation, attorneys fees and amount paid in settlement, incurred in connection with such claims arising out of the acts or negligence of Exhibitor, his agents or Employees.
- Payment Schedule:** Space applications submitted must be accompanied by a deposit of 50% of the total space contracted cost 5 business days after invoicing to secure a location. The balance of 50% must be made by **September 1, 2022**. Space applications submitted on or after **September 1, 2022** must be accompanied by the full amount of the total space cost 5 business days after invoicing to secure a location. No exhibit space assignments will be made final to companies who have not paid the proper deposit. Management has the right to replace any exhibitor who has not paid its deposit space. The cancellation policy listed below will apply in that case.
- Additional Service and Product Orders:** Orders for products or services made by Exhibitor in addition to the Turnkey Booth Inclusions stated in the USA Pavilion at IADE 2022 Brochure/Flyer must be paid for at time of request of said products or services and before said products and services are ordered by Management, delivered or installed. Products and services ordered after deadlines stated in the exhibitor manual or onsite at the event are strictly subject to availability. Management reserves the right to restrict access and use of booth until said ordered and invoiced products and services are paid to the satisfaction of Management prior to the event dates.
- Build & Safety:** Management uses a variety of materials to construct and provide services in any booth including but not limited to shelving, walls, lighting, graphics, etc. Management reserves the right at its discretion to dictate and restrict usage of said materials by Exhibitor if Management, or Show Organizer deem the usage or application of said materials unsafe, infringing on the quality and presentation of the overall pavilion or creates an otherwise non uniform use of materials in respect to Exhibitor neighbor.
- Booth Package Construction/Encroachment:** Booth Package construction will encroach on Exhibitor's space. Contracted space size includes booth construction and does not entitle Exhibitor to a credit for unusable space resulting from the Booth Package Construction.
- Cancellations:** In the event the Exhibitor seeks to cancel all or part of this contract, Exhibitor may only do so by giving written notice by certified mail, return receipt requested. In such instance, Exhibitor will still be liable for the full amount of the registration fee and internet listing fee and one-half of the total Space and, if applicable, corner fee so long as the written notice of cancellation is received by Management prior to **October 1, 2020**. If written cancellation notice (by certified mail, return receipt requested) is received by Management on or after **October 1, 2020**. Exhibitor shall pay a cancellation fee equal to the total value of the Contract. These cancellation fees are considered to be liquidated damages for the injuries Management will suffer as a result of Exhibitor's cancellation. The Exhibitor acknowledges that damages for breach of this contract are difficult to ascertain at the time of this contract's formation and moreover, Exhibitor acknowledges that the agreed upon liquidated damages are a reasonable forecast of compensatory damages in case of breach. The Exhibitor also acknowledges that its withdrawal from its reserved space at a time when other entities would be interested in occupying it will cause Management to sustain damages. In such situation, the Management's damages will be significant, but not precisely calculable. This provision for liquidated and agreed upon damages is not a penalty and therefore the provision for liquidated damages is valid. The date of cancellation should be the postmarked date on such correspondence.
- Collections:** Exhibitor is responsible for any fees incurred by Management towards Management's efforts in the collection of any unpaid, invoiced debts associated with participation in the IADE 2022 USA Pavilion or cancellation of contracted IADE 2022 USA Pavilion space and materials/services associated with participation of Exhibitor in the USA Pavilion at IADE 2022, including, but not limited to third party collection services and attorney fees.
- Force Majeure:** In the event of fire, war, public calamity, force majeure or other reasons beyond Management's control preventing all that is indispensable to the staging of the show or of the USA Pavilion, Management may decide at any time to cancel all applications for Exhibit Space already filed while notifying the Exhibitors of this decision in writing. Whatever the reasons of such cancellation, the Exhibitors are not entitled to any compensation or indemnity. Funds remaining after payment of all costs will be distributed among Exhibitors proportionately to the amounts paid by them. It is herewith expressly agreed that Exhibitors shall have no rights of preferring claims against Management on any grounds or for any reasons whatsoever.
- VAT:** Management must collect and pay a 19% VAT to the Show Organizers as per Tunisian law for all Space, Registration and Booth related services and products. Refunds of VAT by the Tunisia and how to receive them, if permitted by Tunisia, will be the sole responsibility of Exhibitor.

FULL NAME: _____

DATE: _____

SIGNATURE: _____