

# UK PAVILION AT OTC 2022

2 – 5 May 2022, Houston, Texas



International Trade

Join the UK Pavilion at The Offshore Technology Conference (OTC) 2022 to secure a prime location along the main aisle, enhanced promotion and visibility as well as access to industry experts through our extensive networking opportunities.

OTC gives you access to leading-edge technical information, the industry's largest equipment exhibition, and valuable new professional contacts from around the world. It is a place where energy professionals meet to exchange ideas and opinions to advance scientific and technical knowledge for offshore resources.

 **59,000 Energy Professionals**

 **100 Countries**

 **2,000 Exhibitors**

## Event Details

Date: 2 – 5 May 2022

Venue: Houston, Texas, USA

## Costs (Excluding VAT)

### Shell Scheme stand cost:

EIC Member: £920 per m2

Non Member: £970 per m2

### Free-Build cost (inclusive of pavilion facilities fee):

EIC Member: £640 per m2

Non Member: £690 per m2

## Additional costs

### Corner charge: 25% of space cost

Corner Charge (25% of space cost @£455/sqm): £113.75 per sqm

**Sub Exhibitor Fee: £150**

## How to book

To secure your place, please complete your booking form on page 2 sign and return to:

[internationaltrade@the-eic.com](mailto:internationaltrade@the-eic.com)

**Booking cancellation available at no liability until 20<sup>th</sup> January 2022.**

## Contact

If you have any questions about the event or wish to discuss the options in more detail, please contact:

Natalia Bawolska

Project & Events Manager

T: +44 (0) 7775 793 047

E: [natalia.bawolska@the-eic.com](mailto:natalia.bawolska@the-eic.com)



“Very well organised from start to finish - thank you to everyone at the EIC in making it run so smoothly.”

**Advanced Sensors, OTC 2019**

## Benefits of participating on UK Pavilion

- Prime location
- Enhanced promotion
- High visibility presence
- Access to industry experts
- 1-2-1 meetings to secure business & widen networks
- Buyer presentations
- VIP visitors and pavilion tours
- On stand support and advice
- Dedicated project manager
- Appointed UK freight partner & stand designer
- Country overviews/project data presentation
- Company profile in the UK group brochure
- Help to identify potential partners & customers



## Shell scheme package inclusions:

- All above listed benefits
- Back & side hard walls
- Fascia name board
- Lighting
- 1 power outlet
- Access to the coffee point
- 1 round table & 3 chairs
- 1 lockable counter with logo
- Literature rack
- Wastepaper basket
- Project management

 **9m2 from £8,280**

 **12m2 from £11,040**

 **18m2 from £16,560**

## Free build (space only) option includes:

- All above listed benefits
- Premium space on main aisle
- Access to the coffee stop
- UK branding
- UK group brochure listing
- Project management

*Excludes all stand build associated costs*

## EIC Market Analyst Says:

The world's largest oil and gas producer, the United States remains a hotspot of project activity in the E&P segment, offering tangible business opportunities for the supply chain. The EIC currently tracks more than 70 upstream projects under development with a combined CAPEX exceeding US\$75 billion. Multi-billion E&P projects such as Shell's Whale and Beacon Offshore's Shenandoah field development projects have recently been sanctioned, while key projects by Total and Chevron could receive FID in the coming months.

There is also optimism for new E&P activity: the moratorium on new oil and gas leases in federal waters has been lifted following an injunction by a Louisiana federal court, which has led the US Bureau of Ocean Energy Management (BOEM) to start preparing for a new lease sale later in 2021. The last one in November 2020 saw IOCs such as Shell, Equinor, BP and Chevron submitting bids for 48 leases in the Gulf of Mexico, which demonstrates the importance of the region in their portfolios.

# APPLICATION FORM

Please return your completed and signed application form to [internationaltrade@the-eic.com](mailto:internationaltrade@the-eic.com)

\* Compulsory fields must be completed.

We wish to participate in the UK Pavilion at OTC 2022 and confirm that we accept the Terms and Conditions issued by the EIC below and the organisers (available on request).

As part of my participation in the event, I understand the EIC will need to share my information, company information, and any contacts in relation to the event with external partners specific to the event.

I understand and accept the below:

- If the show were to be cancelled by the organisers, EIC shall refund a percentage of the Charges to the Exhibitor, except that EIC shall not refund Charges to the extent that EIC has already committed expenditure or irrevocably agreed to commit expenditure in respect of the Exhibitor's attendance at the Event.
- If you were to cancel your participation after the 20<sup>th</sup> January 2022 because of quarantine issues, travel problems, or internal company decisions, you would not be guaranteed to receive any refund, you are 100% liable.
- Please note, if a quarantine is put in place in the USA and/or UK, the exhibitors will be responsible to cover any additional expenses. If you chose not to attend due to this, you will not be able to receive a refund.
- EIC reserves the right to make adjustments to your stand location, size and layout within the pavilion to be in line with local authority requirements and exhibition rules regarding the health and safety of exhibitors and visitors. Please note these may change up until the show start date, including new rules and restrictions.
- EIC reserves the right to change the UK Pavilion stand design and contractor.
- The booking can be cancelled at no liability at any time before **Thursday 20<sup>th</sup> January 2022**. Should you wish to cancel, please email [Natalia.Bawolska@the-eic.com](mailto:Natalia.Bawolska@the-eic.com). By forwarding the signed application pack each exhibitor becomes fully liable for the full costs as detailed on the exhibitor invoice from **20<sup>th</sup> January 2022 onwards**.

Signature:\* \_\_\_\_\_

Name (in caps):\* \_\_\_\_\_ Date:\* \_\_\_\_\_ Time: \_\_\_\_\_

The Exhibitor warrants that the person submitting the Application Form is fully authorised (authorised signatory for the company) to enter into the Contract on behalf of the Exhibitor.

## 1. UK COMPANY DETAILS (FORMS WITHOUT UK REGISTERED COMPANY DETAILS WILL NOT BE ACCEPTED)

UK company:\* \_\_\_\_\_ Member/non-member:\* \_\_\_\_\_

UK address:\* \_\_\_\_\_

Contact name:\* \_\_\_\_\_ Position:\* \_\_\_\_\_

Email:\* \_\_\_\_\_ Website: \_\_\_\_\_

Tel (switchboard):\* \_\_\_\_\_ Tel (direct line):\* \_\_\_\_\_

Products/services: \_\_\_\_\_

Note: if you intend to have sub-exhibitors, please provide similar details for each sub-exhibitor.

## 2. SPACE RESERVATION\* (Please note that the minimum stand size is 9sqm).

We wish to apply for the following space and shell scheme \_\_\_\_\_ sqm

Our preferred stand numbers (in order of preference) are: 1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_

3. PAYMENT On receipt of your booking, EIC will invoice for the balance of charges. Payment is due within 30 days of invoice, if invoice is raised less than 30 days before the event, payment is due prior to the event date. Payment is required to be received before the date of the event. If the EIC has not received full payment prior to the event start date, EIC reserve the right to hold back exhibitor passes and access to the exhibitors stand. Full payment remains due and payable. All costs and fees below are excluding VAT.

### Shell Scheme

EIC Member (£920 per sqm) £ \_\_\_\_\_

Non-Member (£970 per sqm) £ \_\_\_\_\_

### Free Build (space only)

EIC Member (£640 per sqm) £ \_\_\_\_\_

Non-Member (£690 per sqm) £ \_\_\_\_\_

### Additional

Corner Fee (£113.75 per sqm) £ \_\_\_\_\_

Sub-exhibitor fee (£150 per sub-exhibitor) £ \_\_\_\_\_

Total: £ \_\_\_\_\_

# Booking Terms & Conditions

## 1. Interpretation

1.1 In these Conditions, the following definitions apply:

**Application Form:** the application form completed by the Exhibitor.

**Charges:** the charges payable by the Exhibitor, as set out in the Application Form.

**Conditions:** these terms and conditions.

**Contract:** the contract between EIC and the Exhibitor, comprising the Application Form and these Conditions, formed in accordance with clause 2.

**Exhibitor:** the company specified in the Application Form.

**EIC:** Energy Industries Council, registered in England and Wales with company number 493459, whose registered office is at 89 Albert Embankment, London SE1 7TP.

**Event:** the event specified in the Application Form.

**Member:** a fully paid-up member of EIC.

**Privacy Policy:** the policy covering EIC's use of personal data which can be viewed at [www.the-eic.com](http://www.the-eic.com).

**Representative:** an individual employed by the Exhibitor who may attend the Event on behalf of the Exhibitor.

**Shell Scheme:** the modular stand system supplied to Exhibitors which may include carpet tiles and furniture.

**DIT:** the UK Government's Trade and Investment department and any subsequent or replacement department.

**'Force Majeure'** shall mean acts of God, flood, drought, earthquake or other natural disaster, epidemic or pandemic; terrorist attack, civil war, civil commotion or riot, war, threat of or preparation for war, armed conflict, imposition of sanctions, embargo, or breaking off diplomatic relations; nuclear, chemical or biological contamination or sonic boom any law or any action taken by a government or public authority including without limitation, imposing an export or import restriction, quota or prohibition, or failing to grant a necessary licence or consent; collapse of building, fire, explosion or accident; any labour or trade dispute, strikes, industrial action or lockouts (other than in each case by the party seeking to rely on this clause, or companies in the same group as that party); non-performance by suppliers or subcontractors (other than by companies in the same group as the party seeking to rely on this clause); and interruption or failure of utility service.

1.2 In these Conditions, the following rules of interpretation apply:

(a) words in the singular include the plural and vice versa and words in one gender include any other gender: and

(b) a reference to a statute or statutory provision is a reference to such statute or statutory provision as amended or re-enacted and includes any subordinate legislation made under that statute or statutory provision, as amended or re-enacted.

## 2. Basis of Contract

2.1 The Application Form is provided by the Exhibitor in accordance with these Conditions and constitutes as the contract between EIC and the Exhibitor.

1.2 After the Exhibitor submits an Application Form, EIC shall send the Exhibitor an email acknowledging that it has received the Application Form. 2.3 These Conditions apply to the Contract to the exclusion of any other terms that the Exhibitor seeks to impose or incorporate, or which are implied by trade, custom, practice or course of dealing.

2.4 The Exhibitor warrants that the person submitting the Application Form is fully authorised to enter into the Contract on behalf of the Exhibitor.

## 3. Charges and Payment

3.1 Upon booking your stand the EIC will require a deposit payment of 25%

3.2 EIC shall issue an invoice for all Charges. The Exhibitor shall pay any such invoice in full within 30 days of the date of the invoice.

3.3 If the Event can be attended by both Members and Non-Members and the Customer ceases to be a Member, the Customer shall, on request by EIC, pay any additional Charges applicable to non-Members.

3.4 EIC may adjust charges relating to the provision of space and stand construction based on actual costs and the Exhibitor shall pay any increase on receipt of invoice. The Exhibitor shall pay the costs of any additional site services, including but not limited to group telephones, refreshments and publicity, on receipt of invoice.

3.5 All Charges are subject to VAT at the applicable rate.

3.6 The Exhibitor must pay all Charges in cleared funds prior to the Event.

3.7 If the Exhibitor fails to make any payment due to EIC under this Contract by the due date for payment, then, without limiting EIC's remedies under clause 13, the Exhibitor shall pay interest on the overdue amount at the rate of 4% per annum above the base rate of National Westminster Bank Plc from time to time. Such interest shall accrue on a daily basis from the due date until actual payment of the overdue amount, whether before or after

judgment. The Exhibitor shall pay the interest together with the overdue amount.

3.8 EIC may deduct from any sums due or which may become due to the Exhibitor under this or any other contract with EIC, any sum which is due or which may become due to EIC from the Exhibitor under this or any other contract.

## 4. Exhibitors

4.1 The Exhibitor must be established and registered in the UK. Non-UK residents may attend the Event as Representatives.

4.2 If any Representative has any dietary or access requirements, the Exhibitor shall notify EIC of such on request by EIC.

4.3 The Exhibitor shall be fully responsible for obtaining any permits, visas or other authorisations required for its Representatives, guests and any sub-Exhibitor to attend the Event and for ensuring that these are valid and up to date. EIC shall not be responsible for any losses suffered by the Exhibitor as a result of the failure to obtain any such permits, visas or other authorisations or their withdrawal.

4.4 The Exhibitor shall be fully responsible for ensuring that each of its Representatives, guests and any Sub-exhibitor are fit for travel, including but not limited to obtaining any necessary immunisations, vaccinations or medication required or recommended for travel to the area in which the Event is held.

4.5 The Exhibitor shall procure that each Representative adheres to all rules, procedures and policies that are notified to the Exhibitor or the Representative and shall comply with all reasonable and lawful instructions given by any employee, officer or representative of EIC or the Event organiser or host (if not EIC).

4.6 The Exhibitor shall procure that its Representatives do not use any photographic equipment, mobile or other device to record or transmit any data, images or presentations given at the Event without prior written permission from EIC.

4.7 The Exhibitor shall be responsible for completing any information required by the Event organiser within any deadlines specified by the organiser or EIC.

4.8 EIC may refuse entry to, or expel from the Event, any Exhibitor and/or Representative whose conduct breaches, or (in EIC's sole discretion) is likely to breach, clause 4.5 or whose conduct prejudices the proper and safe running of the Event or the enjoyment of the Event by other attendees. If this occurs, EIC shall not refund any Charges to the Exhibitor.

4.9 If the Exhibitor is permitted to invite guests to the Event, the Exhibitor shall be responsible for the conduct of its guests and for ensuring they comply with the relevant provisions of this Contract.

4.10 The Exhibitor shall be responsible for the conduct of its Sub-Exhibitors (if any) and for ensuring they comply with the relevant provisions of this Contract.

4.11 The Exhibitor shall indemnify and keep indemnified EIC (and any third parties including the Event organiser or host and other attendees) against any claims, losses, damages, costs (including all reasonable legal costs), expenses, demands or liabilities resulting from or arising from any breach of this clause 4.

4.12 The Exhibitor shall be fully responsible for ensuring that each of its Representatives and guests:

(a) Are fit for any travel to the event, including but not limited to obtaining any necessary immunisations, vaccinations or medication required or recommended for travel to the area in which the Event is held.

(b) Adheres to all rules, procedures and policies that are notified to the Sponsor or the Representative and shall comply with all reasonable and lawful instructions given by any employee, officer or representative of EIC or the Event organiser or host (if not EIC).

(c) COVID 19 – follow all local authority guidelines for exercising safe social distancing in place at the time.

## 5. Sub-Exhibitors

5.1 The Exhibitor may permit additional companies ("Sub-Exhibitors") to display or exhibit goods within its stand.

5.2 Any Sub-Exhibitors must be approved by EIC in writing in advance of the Event.

5.3 The Exhibitor shall pay an additional charge to EIC for each Sub-Exhibitor.

## 6. Event

6.1 EIC reserves the right to make changes to the published programme of the Event (including, but not limited to changes to the number of stands, timings, speakers or venue) at any time and does not guarantee the quality or the content of the Event or the number of other exhibitors or attendees.

6.2 The views and opinions expressed by any speaker, exhibitor, sponsor or attendee at the Event are their own. EIC shall not be responsible for any advice given or view expressed by any speaker, exhibitor, sponsor or attendee at the Event or in any material provided to the Exhibitor or its Representatives.

6.3 EIC has the right to cancel the Event due to circumstances beyond its reasonable control (which, for the avoidance of doubt, shall include insufficient numbers of bookings by Exhibitors or attendees). In such circumstances, if the Event is rescheduled, the Exhibitor may attend the rescheduled Event. For the avoidance of doubt, the Exhibitor shall not be entitled to a refund of Charges or any other expenses if it cannot attend the rescheduled Event.

If the Event is not rescheduled, EIC shall refund to the Exhibitor a percentage of the amount paid depending on costs and charges the EIC has already paid and/or committed to. For the avoidance of doubt, any refund shall be limited to the Charges paid, and shall not include travel, accommodation or other expenses (such as shipping or transport) incurred by the Exhibitor in connection with the Event, and EIC shall not refund charges to the extent that EIC has already committed expenditure or irrevocably agreed to commit expenditure in respect of the Exhibitor's attendance at the Event.

6.4 If the Event organiser or host cancels the Event (including due to force Majeure reasons), EIC shall refund the Exhibitor a percentage of the amount paid depending on costs and charges the EIC has already paid and/or committed to. The EIC shall not refund Charges to the extent that EIC has already committed expenditure or irrevocably agreed to commit expenditure in respect of the Exhibitor's attendance at the Event. It would be done on a sliding scale; it would depend on the amount of money that has been paid/contractually committed to the organisers & contractors, and the amount that will be refunded to us. The EIC are also able to retain costs to cover their own Administration and event management fees. From the point the exhibitor signs the application form they are then liable for all costs relating to the event.

6.5 If the Event organiser or host postpones the Event (including due to force Majeure reasons), EIC shall refund a reasonable proportion of the Charges to the Exhibitor, except that EIC shall not refund Charges to the extent that EIC has already committed expenditure or irrevocably agreed to commit expenditure in respect of the Exhibitor's attendance at the Event. It would be done on a sliding scale; it would depend on the amount of money that has been paid/contractually committed to the organisers & contractors, and the amount that will be refunded to us. The EIC are also able to retain costs to cover their own Administration and event management fees. From the point the exhibitor signs the application form they are then liable for all costs relating to the event.

6.6 EIC may provide an exhibitor manual including additional information about the Event and the Exhibitor's responsibilities. The Exhibitor shall be responsible for reading and complying with any exhibitor manual and EIC shall not be responsible for any failure by the Exhibitor to do so.

## 7. Exhibition Stand and Space

7.1 Individual stands are allocated on a first-come, first-served basis. EIC shall use its reasonable efforts to provide the size of stand and Shell Scheme (if applicable) requested by the Exhibitor but cannot guarantee in advance the hall, position, Shell Scheme (if applicable), configuration of stand or total stand size. EIC may adjust Charges based on actual costs in accordance with clause 3.3.

7.2 EIC reserves the right to move the location of the Exhibitor's stand, or to alter the size of an Exhibitor's stand but only to the minimum extent necessary. The Exhibitor shall be liable for any consequential increase in costs.

7.3 COVID 19 – EIC reserves the right to make adjustments to your stand to be in line with local and exhibitions rules regarding health and safety of exhibitors and visitors.

7.4 COVID 19 UK Group Lounge – The EIC might remove, adapt or modify the lounge and meeting space to fit in with health and safety requirements.

7.5 COVID 19 – EIC reserves the right to make adjustments to the event layout to meet local authority requirements for any enhanced health & safety restrictions put in place.

7.6 COVID 19 – EIC will exercise all necessary precautions to ensure the safety and wellbeing of all participants and notify all of any official guidelines for exercising safe social distancing in place during the event.

7.7 EIC shall take reasonable care to allocate space to Exhibitors which avoids inclusion of pillars and other obstructions or physical restrictions but the Exhibitor acknowledges that this shall not always be possible.

7.8 The Exhibitor shall ensure that the space, stand and Shell Scheme (if applicable) allocated to it are adequate for its needs.

7.9 If the Exhibitor has booked a Shell Scheme, it shall not embellish the identity panels of its stand by using graphics outside or above the allocated stand space. 7.10 If the Exhibitor has booked a free build or 'space only' stand: (a) it must supply technical drawings and graphics of its stand for approval in

## Booking Terms & Conditions

advance by EIC. EIC may approve or disapprove the technical drawings or graphics in its sole discretion;  
(b) the stand shall not be higher than four metres; and  
(c) the Exhibitor shall not use any hanging banners which extend above the four-metre height restriction.

7.11 The Exhibitor shall not:

(a) use any materials, logos or displays that are obscene, offensive or defamatory or which would otherwise bring the reputation of EIC or the Event into disrepute; or  
(b) cover or otherwise obscure any EIC or UK logos or branding on or around its stand.

7.12 The Exhibitor shall be liable for any damage it, its Representatives or its Sub-Exhibitors cause to the Shell Scheme and stand construction and any other facilities provided by EIC or the Event organiser, except that the Exhibitor shall not be liable for fair wear and tear.

### 8. Event Materials

8.1 All copyright, trade marks, techniques, models, processes, methodologies, know-how and other intellectual property rights (the "Know How") contained in the materials supplied to the Exhibitor, the Representatives and/or any Sub-Exhibitor by EIC (the "Materials") shall at all times be and remain the exclusive property of EIC (or its licensors). EIC hereby grants to the Exhibitor, subject to the terms of the Contract, a revocable, non-exclusive, non-transferable licence to use the Materials and Know How for its own internal business purposes. The Exhibitor shall not distribute, resell or otherwise disclose the Materials or the Know-How to any individual or company outside of its business organisation (including to group companies).

### 9. Liability

9.1 Nothing in the Contract limits or excludes EIC's liability for:

(a) personal injury or death as a result of EIC's negligence;  
(b) fraud or fraudulent misrepresentation; or  
(c) any other liability which cannot by law be limited or excluded.

9.2 Subject to clause 9.1, EIC shall not be liable for:

(a) property damage which may be sustained during or become apparent as a result of attendance at the Event;  
(b) direct loss of profits or revenue;  
(c) direct loss of anticipated profits or revenue;  
(d) direct loss of contracts;  
(e) direct loss of savings or anticipated savings;  
(f) any costs or expenses incurred by the Exhibitor or its Representatives in connection with the cancellation or rescheduling of an Event; or  
(g) any indirect or consequential loss.

9.3 Subject to clause 9.1, EIC's maximum aggregate liability in contract, tort (including negligence) or otherwise, howsoever arising, out of or in connection with this Contract, shall be limited to the higher of a sum equal to the Charges paid or payable under this Contract and £10,000. Any sums refunded to the Exhibitor shall not exceed EIC's maximum liability pursuant to this clause 9.3.

9.4 EIC shall have no liability whatsoever or howsoever arising in respect of any claim of which it is not notified in writing prior to the first anniversary of the Event.

### 10. Travel and Freight Arrangements

10.1 EIC may recommend travel or freight agents, stand contractors or accommodation. Exhibitors follow these recommendations at their own risk, and EIC shall not accept any liability whatsoever for any loss suffered by Exhibitors or their Representatives or Sub-Exhibitors as a result of following such recommendations.

10.2 EIC recommends that Exhibitors make flexible travel and accommodation arrangements. If an Event is rescheduled, EIC shall not be responsible for the cost of cancelled arrangements.

### 11. Export Control

11.1 The Exhibitor shall be completely responsible for any necessary applicable licences for export and import of equipment used, required or displayed at Events.

11.2 Any application to exhibit by a UK export agent must be sent well in advance of the cut off date. EIC shall not be liable for any failure to obtain, breach of or withdrawal of any applicable export or import licence.

11.3 The Exhibitor shall indemnify and keep indemnified EIC (and any third parties including the Event organiser or host and other attendees) against any claims, losses, damages, costs (including all reasonable legal costs), expenses, demands or liabilities resulting from or arising from any breach of this clause 11.

### 12. Publicity

12.1 EIC may use information provided by the Exhibitor in publicity and sales materials prior to the Event. EIC is not responsible for any translation of the information provided by the Exhibitor, and the Exhibitor is advised to check the accuracy of any translation.

12.2 The Exhibitor shall be responsible for checking the accuracy of information of all forms, brochures and other publicity materials. If EIC sends a proof of any document to the Exhibitor for approval and the Exhibitor does not respond within the time limit specified by EIC, the Exhibitor shall be deemed to approve the document.

12.3 EIC may use photographs or quotes taken at Events in publicity and marketing materials, including on the EIC website at [www.the-eic.com](http://www.the-eic.com). The Exhibitor shall procure permission from each Representative for the taking and use of such photographs. The Exhibitor shall inform each Representative that if the Representative does not wish to be included in any photographs, the Representative must notify EIC staff prior to the photographs being taken.

### 13. Termination

13.1 EIC has the right to terminate the Contract with immediate effect by giving written notice to the Exhibitor if:

(a) The Exhibitor fails to pay any monies due to EIC (including membership fees), whether under this Contract or otherwise; or  
(b) The Event is a Member-only event, and the Exhibitor ceases to be a Member.

(c) The Exhibitor is in arrears with any monies due to EIC

13.2 If the Contract is terminated by EIC under clause 13.1, the Exhibitor shall not be entitled to a refund of any Charges paid.

13.3 The Exhibitor has the right to terminate the Contract at will with immediate effect by giving written notice to EIC:

(a) If the notice of cancellation is received before 12 months prior to the event start date - 10% of the Charges will be retained by EIC;

(b) If the notice of cancellation is received between 9 – 12 months prior to the event start date - 25% of the Charges will be retained by EIC;

(c) If the notice of cancellation is received 6 - 9 months prior to the event start date - 50% of the Charges will be retained by EIC;

(d) If the notice of cancellation is received 6 months or less prior to the event start date - 100% of the Charges will be retained by EIC. In this instance EIC shall endeavour to resell the exhibitor's space and if able to do so will refund 75% the charges recovered from the resale.

13.4 If you were to cancel your participation because of quarantine issues, travel problems, or internal company decisions, and the show was still going ahead, you would not be guaranteed a receive any refund, you are 100% liable.

13.5 Please note that if a quarantine is put in place in the country of the Event and/or UK, the exhibitors will be responsible to cover any additional expenses. If you chose not to attend due to this, you will not be able to receive a refund.

13.4 Either party has the right to terminate the Contract immediately by notice in writing if the other party:

(a) is in material breach of any term of the Contract which would reasonably be regarded as serious. If such a breach is capable of being remedied so that it would no longer be a breach, the right to terminate only exists if the party at fault fails to take steps to remedy the breach within 30 days of notice from the innocent party; and  
(b) becomes insolvent, bankrupt or has a receiver, manager, administrative receiver or liquidator appointed (as applicable).

13.5 The Contract will automatically terminate once the Event has taken place (or if the Contract is for a series of Events, when the last Event has taken place).

13.6 Termination or expiry of this Contract will not affect the rights and obligations of the parties held prior to the Contract being terminated, and clauses 4.11, 7.8, 8.1, 9, 12, 13 and 16 shall survive termination or expiry of the Contract.

### 14. Force Majeure

The EIC shall not be responsible for the loss of or damage to any property of the Exhibitor or any other person caused by theft, fire, defect in the Exhibition venue, storm, tempest, war, labour disputes, lockout, explosions, acts of god and general causes of Force Majeure (as defined), whether or not within the EIC Control or for any loss or damage sustained in the event that the opening or holding of the Exhibition is prevented, postponed or abandoned or if the exhibition venue becomes totally or partially unavailable for the holding of the Exhibition due to any of the foregoing causes, the Exhibitor shall hold the EIC safe and harmless from all loss and damage and in no event shall the Exhibitor have any claim of damages compensation of any kind against the EIC; and if it transpires that it is impossible to hold the Exhibition as scheduled due to any reasons whatsoever, the already paid monies by the Exhibitor shall be refunded, after deducting the expenses committed to or paid by EIC. The EIC will also hold the right to invoice the full remaining amount.

14.1 Force Majeure Events include, amongst others, interruption in power supply, severe weather conditions, fire, flood, storm, earthquake, volcanic eruption, epidemic, pandemic, war, acts of

terrorism, riots, uprisings, strikes and restrictions in obtaining materials and labour.

### 15. Insurance

15.1 The Exhibitor shall ensure that it and its Representatives are fully insured against accident, injury, loss or damage of any nature including for employers' liability, product liability and public liability. The Exhibitor shall comply with any reasonable requirements of EIC, the Event organiser and applicable law in this regard.

### 16. Data Protection

16.1 EIC may require personal information (including contact details and dietary and health information) about Representatives during the booking process to ensure that the requirements of Representatives are met at the Event. This information shall be collected and used in accordance with EIC's Data Protection Policy and Privacy Policy.

16.2 The information which the Exhibitor supplies to EIC may be used for publication (where the Exhibitor provides details for inclusion in EIC's directories, catalogues or Exhibitor lists and on EIC's website) and to provide the Exhibitor with information about similar events.

16.3 Information provided by Exhibitors may be transferred to DIT who may use this information to contact the Exhibitor or the Representative after the Event. EIC may also transfer the information to other EIC group companies outside the European Economic Area and will ensure that appropriate measures are in place to do so.

16.4 The Exhibitor shall procure permission from each Representative for EIC to collect and process personal information relating to each Representative in accordance with this clause 16 and EIC's Data Protection Policy and Privacy Policy.

16.5 The Exhibitor acknowledges that the transmission of information over the internet is not completely secure, and any transmission of information by the Exhibitor over the internet is at its own risk.

16.6 The Exhibitor shall indemnify, and keep indemnified, EIC against all costs, expenses, damages, loss, liabilities, demands, claims, fines, actions or proceedings which EIC may suffer or incur arising out of any breach of this clause 16.

### 17. General

17.1 The Contract sets out the entire agreement and understanding between the parties in respect of the Event and supersedes any prior agreements, arrangements, representations or understandings (whether oral or written) between the parties in relation to the Event. Each party has entered into the Contract in reliance only on the terms specifically contained in the Contract, and except where stated in the Contract, neither party will have any liability in respect of any other representation, warranty or promise made prior to the Contract.

17.2 Any notice to a party under the Contract shall be in writing signed by or on behalf of the party giving it and shall be sent by prepaid first class post to the receiving party's address as set out in the Application Form (the Exhibitor) and page one of these Conditions (EIC) or by email to [events@the-eic.com](mailto:events@the-eic.com). If a notice is given in accordance with this clause 17.2, it shall be deemed to have been received:

(a) if delivered by post, 48 hours after posting; and  
(b) if delivered by email, at the time of sending, or if the email is sent after 5pm or on a day other than a business day, at 9am on the following business day.

17.3 The Contract shall not be assigned or transferred in whole or in part by the Exhibitor without the prior written consent of EIC.

17.4 If EIC fails to enforce a right under the Contract, that failure shall not prevent EIC from enforcing other rights, or the same type of right on a later occasion.

17.5 If a court or other authority decides that any provision of the Contract is not valid, or any such provision becomes illegal and unenforceable, the rest of the provisions of the Contract will not be affected.

17.6 No purported variation of the Contract shall be effective unless it has been recorded in writing and signed on behalf of each of the parties by their authorised representatives.

17.7 No term of the Contract is enforceable pursuant to the Contracts (Rights of Third Parties) Act 1999 by any person who is not a party to it (including but not limited to the Exhibitor's Representatives).

17.8 The Contract and any dispute, claim or obligation (whether contractual or non-contractual) arising out of or in connection with it, its subject matter or formation shall be governed by English law. The parties irrevocably agree that the courts of England and Wales shall have exclusive jurisdiction to settle any dispute or claim (whether contractual or non-contractual) arising out of or in connection with it, its subject matter or formation.