

# RULES FOR PARTICIPATION IN THE 33<sup>rd</sup> International Travel Trade Fair "Balttour 2027"

## 1. Service Provider

BT 1, a limited liability company, unified registration No. 40003241394

## 2. Participant

Any person that applies for participation in the 33<sup>rd</sup> International Travel Trade Fair "Balttour 2027", hereinafter referred to as the Exhibition, as an Exhibitor or Co-Exhibitor signing a corresponding Contract-Application (hereinafter referred to as the Contract) with the Service Provider.

## 3. Date and Venue of the Exhibition

3.1. The venue of the Exhibition shall be Kipsala International Exhibition Centre, Kipsalas iela 8, Riga, Latvia.

3.2. Set-up hours:

3.02.2027	10.00-19.00
4.02.2027	10.00-21.00
5.02.2027	8.30-10.00

3.3. Exhibition hours:

	for Exhibitors	for Visitors
5.02.2027.	<b>8.30-18.30</b>	10.00-18.00
6.02.2027.	<b>9.30-18.30</b>	10.00-18.00
7.02.2027.	<b>9.30-17.30</b>	10.00-17.00

3.4. Dismantling hours and removal:

7.02.2027	17.30-20.00
8.02.2027	9.00-17.00

3.5. In order to continue build-up, dismantling and removal of the exposition during hours other than indicated under Clauses 3.2 and 3.4 of the present Rules for Participation, the Participant must submit a request to the Service Provider for approval by written notice and pay in advance for the stipulated hours at the rate of EUR 44.00 per hour plus VAT.

## 4. Participation, Rent of the Exhibit Space and Additional Services

- 4.1. The Participant applies for his participation in the Exhibition by delivering to the Service Provider a signed Agreement either in two copies in paper form or in electronic form signed with a secure electronic signature, as well as at the separate invitation of the Service Provider, justifying his compliance with Clause 6.2 of the Rules.
- 4.2. The registration fee for the Exhibitor shall constitute EUR 150.00 plus VAT. The present fee guarantees to the Exhibitor an opportunity to enter itself key information on its company into the electronic catalogue, the Participant Pass, Invitations and the Exhibition publicity expenses. The cost of an additional Participant Pass shall constitute EUR 20.66 plus VAT.
- 4.3. The registration fee for the Co-Exhibitor shall constitute EUR 150.00 plus VAT. The present fee guarantees to the Co-Exhibitor an opportunity to enter itself key information on its company into the electronic catalogue, Participant Pass and the Exhibition publicity expenses.
- 4.4. The Participant gains access to Participant cards in a special section assigned to the Participant within the electronic system managed by the Service Provider ('Profile') one day prior to the installation of the Exhibit.
- 4.5. The Participant may lease the Exhibit area with or without Equipment, as specified in the Contract (Equipment is only provided indoors).
- 4.6. The rent of an Exhibit space without Equipment shall constitute the lease of the part of premises of Kipsala International Exhibition Centre, Kipsalas iela 8, Riga, and/or lease of open-air space (without any constructions on it) for the time of the Exhibition.
- 4.7. The rent of an Exhibit space with Equipment shall constitute the lease of the part of premises of Kipsala International Exhibition Centre, Kipsalas iela 8, Riga, with basic Equipment, consisting of Octanorm stand modules with the height of 2.5m (according to the Service Provider's offer), lighting (1000 lm per each three m<sup>2</sup>) and lettering on the stand cornice (up to 16 characters) specified by the Participant, hereinafter referred to as the Basic Equipment, for the time of the Exhibition.
- 4.8. In addition to the Basic Equipment, the Exhibitor

may receive Additional Equipment, by ordering it via the Profile. The Exhibitor may place the order via the Profile by 05.01.2027, paying in accordance with the catalogue for leasing Additional Equipment. Additional Equipment may be ordered after that date and up to 25.01.2027, with a 25% charge added to the prices specified in the catalogue. Finally, Additional Equipment may be ordered after 25.01.2027, with a 50% charge added to the prices specified in the catalogue for leasing Additional Equipment.

- 4.9. Prior to 05.01.2027, the Exhibitor shall submit to the Service Provider the layout sheet of the Exhibit Space, in which, if the Exhibitor orders Additional Equipment from the Service Provider, the location of the ordered Additional Equipment is indicated, but otherwise the electric power of the Exhibitor's own installed 3-phase Equipment and the connection points of other communications (indicate the necessary electric power location and consumption at each individual location).
- 4.10. Exhibitor is entitled to be built up their own Exhibit space in full compliance with the requirements of building standards and the present Rules for Participation ensuring the safety, durability and compliance with fire safety requirements of structures, subject to the conditions, that the non-operable part of the structures is covered and provided that the structural support elements are not in the contact with the other Exhibitors or Service Provider's structures. Exhibitor shall ensure that the third parties involved in the Exhibit space build-up sign a respective agreement in advance with the Service Provider.
- 4.11. Erecting structures higher than 2.5m is permitted only with the written consent of the Service Provider's Service Department. Structural elements on the perimeter of Exhibit space facing other participants should be covered with a white, opaque, solid panel without any advertising elements, and specifically designed structures should be located within the Exhibit space so as the vertical distance of parts higher than 2.5m do not exceed the horizontal distance between the object and Exhibit space border. To get the Service Provider's written consent, the Participant have to submit drafts of construction drawings to the Service Provider before 05.01.2027. To erect structures higher than 3.5m, the Participant shall pay extra EUR 6.00 plus VAT per each square metre of construction area, where structures exceed the above-mentioned height.
- 4.12. The Exhibitors having provided notification via the Contract are entitled to exercise the mediation of the Service Provider in order to insure their civil liability.
- 4.13. Registration fee, lease payment (with or without the lease of Basic Equipment) of the Exhibit Space, the civil liability insurance payment and additional charge for the height of the Constructions shall be considered to constitute the Contract Fee.

## 5. Terms of Payment

- 5.1. The Exhibit Space shall be considered reserved from the moment when both parties have signed the Contract and it shall be marked on the Floor Plan of the Exhibition, which shall be regarded as a constituent part inalienable from the Contract.
- 5.2. The Exhibit Space shall be considered booked from the moment, when Exhibitor has transferred not less than 30% from the amount of the Contract Fee. The above-mentioned payment shall be executed within 10 days after signing of the Contract.
- 5.3. The remaining sum of the Contract Fee and the rentals for Additional Equipment ordered by the Exhibitor before 05.01.2027. shall be paid prior to 15.01.2027.
- 5.4. The Service Provider has the right, at its own discretion, to set payment discounts for the Participant - term discounts, volume discounts, early booking discounts or other discounts for cooperation and the Participant's special contribution to the content of the Exhibition.
- 5.5. The lease payment for the Additional Equipment ordered by the Exhibitor after 05.01.2027. and prior to 25.01.2027. (including a 25% mark-up) shall be paid before 01.02.2027.
- 5.6. The lease payment for the Additional Equipment ordered by the Exhibitor after 25.01.2027. (including a 50% mark-up) shall be paid by 02.02.2027. After this date, the lease payment for the Additional Equipment (including a 50% mark-up) shall be paid before delivery of the Additional Equipment.

5.7. Provided the payment is made by money transfer, the Exhibitor covers all payments, which are related to transferring money to the account of the Service Provider.

5.8. The Service Provider may issue invoices in respect of the Contract and send them without signing to the Participant's e-mail address specified in the Contract.

## 6. Rights and Obligations of the Service Provider

- 6.1. The Service Provider if necessary is entitled to change the location of Exhibitor's Exhibit Space on the Exhibition site. In the given case the wishes of the Exhibitor are taken into account as far as possible.
- 6.2. The Service Provider shall be entitled to reject participation in the Exhibition to the Participants, provided their offer, in the opinion of the Service Provider, does not correspond to the subject of the Exhibition and its basic objectives, as well as in case the Participant offers low quality goods and services or obsolete technology, as well as in the event the presence of the Participant at the Exhibition may influence further successful progress and development of the Exhibition. In the mentioned event the Service Provider shall be entitled to revoke the Contract unilaterally and reimburse the amount already paid by the Participant in relation to the Contract.
- 6.3. The Service Provider shall be entitled to close off the Exhibit Space of the Participant, including disconnecting electric power, or to renounce participation in the Exhibition until the remedy of fault and fulfilment of the proper legal duties, in the event the Participant of the Exhibition violates the statutory documents of the Republic of Latvia or the present Rules for Participation (without reimbursing the losses incurred in relation to the above).
- 6.4. The Service Provider shall be entitled at any time to keep control of the compliance to the present Rules for Participation on behalf of the Participant, as well as to require payment in the amount and at a date, stipulated in the Contract and its supplements.
- 6.5. The Service Provider shall be entitled to grant discounts to the Participants renting large Exhibit areas.
- 6.6. The Service Provider shall be entitled to demand refund of the losses incurred due to Participant's fault.
- 6.7. The Service Provider shall be entitled to forbid advertising and distribution of advertising material of any kind, if its contents shall be counter to the normative acts of the Republic of Latvia, theme of the Exhibition or it shall potentially harm the Service Provider or visitors of Exhibition.
- 6.8. The Service Provider shall have the right unilaterally to change the total amount of payment in the Contract and its appendices in compliance with the amendments enforced to the laws and regulations on Value Added Tax effective in the Republic of Latvia.
- 6.9. The Service Provider shall ensure general security of the venue while Exhibition is closed and shall be held liable for the security of only those properties and Exhibits (in view of their natural qualities) that have been transferred to Service Provider's custody by the Statement of Transfer and Acceptance in writing.
- 6.10. The Service Provider shall ensure general order at the Exhibition, however they do not undertake responsibility for the losses incurred by circumstances of insuperable power, or due to Participant or visitor fault.
- 6.11. The Service Provider shall provide the Participant with civil liability insurance, provided it is indicated in the Contract.
- 6.12. If by 05.01.2027 the Participant has not entered basic information in the electronic catalogue, the Service Provider shall be entitled to publish the Participant details (company name, address) provided in the Contract. At the same time, the Service Provider shall have the right to delete unilaterally Participant's entry from the electronic catalogue, if it does not provide authentic information or it contradicts existing legislative acts.
- 6.13. The Service Provider does not guarantee the delivery of Additional Equipment ordered by the Participant in the event of submitting the application for Additional Equipment later than by 05.01.2027. Moreover, the Service Provider is entitled not to deliver Additional Equipment, if the Participant has not paid Contract fee or prepayment for the lease of

Additional Equipment in full by the due date of Equipment delivery.

- 6.14. In order to commence, provide and properly ensure services, as well as to fulfil its obligations, the Service Provider will process personal data of its clients and contact persons (among others: name, surname, country, workplace, position, telephone number, vehicle number, email address and postal address) subject to Section 6 Sub-clauses b) and f) of the *General Data Protection Regulation*. The Service Provider's privacy policy is available on the Service Provider's web page: [www.bt1.lv](http://www.bt1.lv)

## 7. Rights and Obligations of the Participant

- 7.1. The Participant is responsible for the activities it engages in within the Profile, as well as the content of the information it includes in the digital catalogue for the Exhibition, or that information's compliance with laws and regulations.
- 7.2. The Participant is entitled to use the leased Exhibit area for its own needs, provided that this does not contradict the laws and regulations of the Republic of Latvia, these Terms and Conditions, the Exhibition Safety Regulations, and the Exhibition Participant Guide ('Guide'), which the Participant can obtain prior to the beginning of the Exhibition: either in paper form at the Exhibition Info Centre, or in the respective section of the Service Provider's website, at [www.bt1.lv](http://www.bt1.lv).
- 7.3. The Participant shall be entitled to receive three Participant Passes in the event of renting less than 6m<sup>2</sup>, and for every subsequent 3m<sup>2</sup> one more Participant Pass (does not pertain to Co-Exhibitors). Every Co-Exhibitor shall receive one Participant Pass free of charge. Every subsequent Participant Pass shall be charged for EUR 20.66 plus VAT.
- 7.4. The Participant shall be entitled to carry out sales activities during the Exhibition taking full responsibility for compliance with regulatory enactments.
- 7.5. The Participant shall be entitled to produce special acoustic advertising during the Exhibition (including technological sounds) only with the written permission of the Service Provider (according to the schedule of the acoustic advertising), it should not exceed 80dB on the line of perimeter of the Exhibit Space, whereas the rest of acoustic advertising (including technological sounds) during the Exhibition shall not exceed 40dB.
- 7.6. The Participant shall be entitled to demand reimbursement of losses, incurred due to gross negligence or malevolent actions of the Service Provider.
- 7.7. The Participant shall be entitled to revoke the Contract, informing the Service Provider in writing accordingly. Non-participation in the Exhibition shall be counted as revocation of Participant's Contract.
- 7.8. The Participant shall ensure, that in the event dust is produced during the construction and equipping of the Exhibit Space or during the demonstration of Equipment, dust suction Equipment shall be applied.
- 7.9. The Participant shall compensate for the losses incurred to the Service Provider due to the fault of the Participant according to the invoice issued by the Service Provider.
- 7.10. The Participant, fulfilling the Contract, on its part, ensures compliance with the normative acts of the Republic of Latvia, the present Rules for Participation, Contract Terms and Participant Guide, including independently informing all persons invited by him or her of the relevant duties.
- 7.11. The Participant must ensure that at least one representative of the Participant ('Representative') is at the Exhibition at all times during the opening hours of the Exhibition and, if necessary, during the time allocated for the installation, dismantling and removal of the Exhibit (a Representative is a person that can confirm their association with the Participant, and is present at the Exhibit area of the Participant); the Representative is deemed a proxy for the Participant, vested with the rights and duties of the Participant in observing the provisions of the Contract, the Participation Terms and Conditions, and the Guide.
- 7.12. The Participant shall not be entitled to sublease the Exhibit Space or part of it thereof without a written consent of the Service Provider, except where an appropriate mark has been made in the Contract.
- 7.13. The Participant neither during the Exhibition hours, installation, dismantling and removal period of the

Exposition, shall be entitled to display any objects or their parts outside of the leased Exhibit Space.

- 7.14. The Participant shall not be entitled to perform distribution of printed material and samples of goods outside the leased Exhibit Space without the written consent of the Service Provider.
- 7.15. The Participant shall not be entitled to dismantle the Exposition prior to the closing of the Exhibition.
- 7.16. In the event the Participant leases the Exhibit Space without Equipment (without stand module), he/she shall not be entitled to execute the strengthening, support, dismantling or altering of the connections with the adjacent constructions of a neighbouring Exhibit Space or Exhibition Centre.
- 7.17. The Participant shall be fully accountable for the costs, which the Service Provider shall incur in relation to the leased Exhibit Space and Equipment.
- 7.18. The Participant shall execute all payments, which are foreseen in the Contract and in its Supplements.
- 7.19. The Participant uses the leased Basic Equipment, Additional Equipment and Exhibit Space according to the Guide and by the deadline stipulated in clause 3.4 of the present Rules shall transfer them to the Service Provider in complete order, undamaged, unlitteed, and with all self-adhesive elements removed. Participant's property found within the territory of Exhibition Centre after the deadline set in clause 3.4 of the present Rules for Participation shall be considered the waste transferred to the Service Provider for disposal at Participant's expense.
- 7.20. The Participant shall independently settle customs formalities and be fully responsible for ensuring compliance with regulatory laws, including, but not limited to, re-exportation of temporarily imported Exhibits and advertising materials in due terms.

## 8. Liability of the Parties

- 8.1. In the event the Contract shall be cancelled on behalf of the Participant prior to 05.11.2026, the Participant shall pay in favour of the Service Provider by the way of compensation 50% of the Contract Fee and the Service Provider shall be entitled to use the reserved or booked Exhibit Space according to his discretion.
- 8.2. In the event the Contract shall be cancelled on behalf of the Participant during the period from 06.11.2026. to 15.12.2026., the Participant shall pay in favour of the Service Provider by the way of compensation 70% of the Contract Fee and the Service Provider shall be entitled to use the reserved or booked Exhibit Space according to his discretion.
- 8.3. In the event the Contract shall be recalled on behalf of the Participant during the period after 15.12.2026., the Participant shall pay in favour of the Service Provider by the way of compensation full amount of the Contract fee and the lease amount for the Additional Equipment, and the Service Provider shall be entitled to use the reserved or booked Exhibit Space according to his discretion.
- 8.4. In the event the Contract shall be recalled the Service Provider returns the payments due to the Participant during the period of one month from the last day of the Exhibition, by prior unilateral deduction of amounts, which are foreseen in the present Rules for Participation.
- 8.5. In the event the Exhibitor builds up or dismantles the Exposition during the Exhibition Hours, the Exhibitor shall pay to the Service Provider by the way of compensation 20% of the Contract Fee.
- 8.6. In the event the Exhibitor shall wilfully connect to the power system or exceed the power threshold indicated in the layout sheet of Exhibit Space, as well as for each improper attachment of the materials of his/her Exposition to the adjacent constructions of the Exhibit Space or structural elements of the Exhibition complex without the Service Provider's consent, the Exhibitor shall pay to the Service Provider by the way of compensation EUR 143.00 and additionally shall reimburse for all damages occurring in the process of restoring the proper order.
- 8.7. In the event the Exhibitor builds Exposition the height of which exceeds 2.5m without a written consent of the Service Provider or violating provisions set in clause 4.11 of the present Rules for Participation, the Exhibitor shall pay to the Service Provider by the way of compensation EUR 285.00, eliminate violations and pay extra charge as set in Clause 4.11 of the present Rules for Participation.

- 8.8. In the event the Exhibitor's Exposition exceeds the leased area indicated in the Contract, or places any objects or parts thereof outside the leased Exhibit Space during the Exhibition hours, Exhibition build-up, dismantling or removal hours, or carries out distribution of printed material or samples outside the leased Exhibit Space without an explicit permission of the Service Provider, the Exhibitor shall pay to the Service Provider by the way of compensation EUR 285.00 for every exceeded square meter or case of distribution.
- 8.9. In the event the Exhibitor, while building or equipping the Exhibit Space or during the demonstration of the Equipment produces dust or other waste, does not provide the devices with dust collectors or remove waste generated, the Exhibitor shall pay to the Service Provider by the way of compensation EUR 570.00.
- 8.10. Provided the Participant does not observe the terms of the acoustic advertising (including technological sounds), he/she will pay to the Service Provider by the way of compensation EUR 143.00 and immediately prevent the fault. For repeated breach of the terms regarding acoustic advertising, the Participant shall pay to the Service Provider by the way of compensation EUR 854.00 and immediately prevent the fault.
- 8.11. Provided the Participant after closure of the Exhibition transfers the Basic Equipment, Additional Equipment or Exhibit Space to the Service Provider in a damaged, littered state with self-adhesive elements not being removed, the Participant will be charged by the Service Provider EUR 570.00 by the way of compensation.
- 8.12. In case of delays in payment of the amounts indicated in the present Contract and its Supplements, the Participant shall pay a fine in the amount 0.3% of the unpaid amount per day to the Service Provider. Service Providers, upon their own discretion, shall be entitled not to apply the fine or additional calculated mark-up for the application for Additional Equipment after 05.01.2027., provided the Participant shall submit a special written application with a justified reason included therein.
- 8.13. Provided the violation of the payment deadline foreseen by the Contract and the present Rules for Participation on the behalf of the Participant exceeds ten days, the Service Provider is entitled to discontinue the Contract unilaterally, without compensating the losses of the Participant and using the reserved or booked Exhibit Space according to his discretion, retaining as compensation all payments which the Participant has already executed in respect to the Contract.
- 8.14. If the Participant violates the provisions set in the Guide, the Participant shall pay to the Service Provider EUR 72.00 by the way of compensation. For each repeated violation of the Guide, the Participant shall pay EUR 143.00 by the way of compensation.
- 8.15. The Participant pays the Service Provider a fee of EUR 285.00 per hour, plus VAT, for installing, dismantling and removing the Exhibit outside the hours specified in Sections 3.2 and 3.4 of the Terms and Conditions, for violating the approved hours, or performing such work without approval.

## 9. Final Provisions

- 9.1. The original copy of these Terms and Conditions is kept by the Service Provider, and the content of these Terms and Conditions is published in the respective section of the Service Provider's website, at [www.bt1.lv](http://www.bt1.lv) (the Participant receives a copy of these Terms and Conditions as a digital document); these Terms and Conditions are an integral part of the Contract, becoming binding to the Participant once both the Parties sign the Contract, and remaining in effect until both the Parties fulfil their obligations.
- 9.2. Any changes or amendments to the present Rules for Participation, the Contract and all its Supplements shall take effect only provided they are made in writing and bilaterally signed (including by electronic means, subject to the terms of Contract).
- 9.3. All disputes which shall arise in relation to the present Rules for Participation, the Contract or its Supplements provided it will not be possible to resolve them amicably between the Service Provider and the Participant during mutual negotiation, shall be submitted to the courts of the Republic of Latvia according to their jurisdiction, to be processed in compliance with the normative acts effective in the Republic of Latvia.

