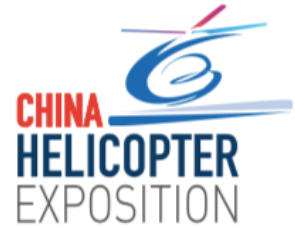


INTRODUCTION

-PAGE 1-

October 10th – 13th 2019
Tianjin, China

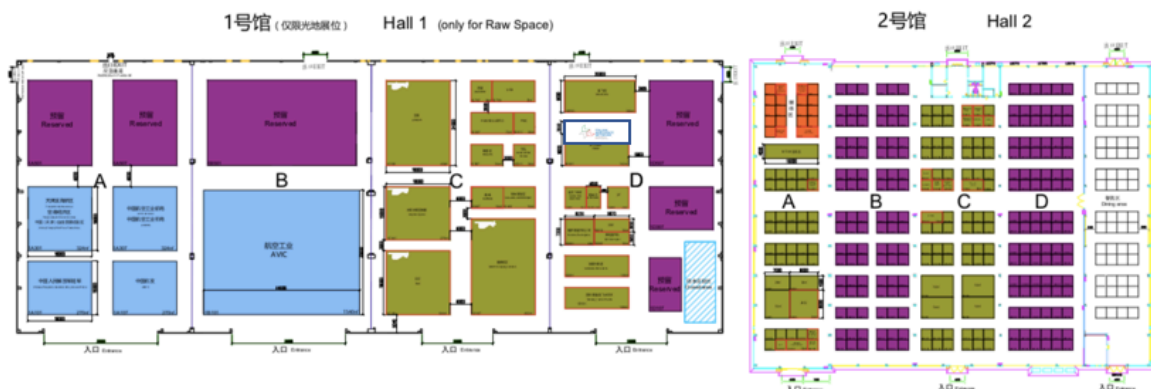


Activity Description

Dramatic changes are on the horizon for the rotor world in China. Current trends are shifting and recent forecast predict a significant boost for helicopter production, maintenance and construction in China. Increasing demand for more helicopters both in the public & private sector, air spaces opening gradually, implantation of major international aircraft constructors in China, boost in tourism, leasing companies rising need for helicopters, taking passengers to remote places without runways. With current forecasts predicting a sharp increase in helicopter demand, as well as China's increasing prominence on the world rotor stage, 2019 China Helicopter Exposition is an unmissable event for rotor aircraft professionals globally.

Italian Aerospace Network (IAN) represents Italian companies interested in taking part to 2019 China Helicopter Exposition, inside a 108 sqm pavilion that is going to welcome some 6 Italian companies (10 sqm. each), conveniently and strategically positioned in Hall 1, Booth 1D601. For the occasion, IAN is co-marketing with Maserati, which will display a Levante car inside IAN Pavilion.

Among the participants, France, Russia, Canada, U.K., Germany and many other countries will be present at 2019 China Helicopter Exposition. As well, the Chinese helicopter industry will be heavily represented. The 2017 edition welcomed 22 countries, over 400 exhibitors and 20.000 trade visitors, 98 aircrafts displayed.



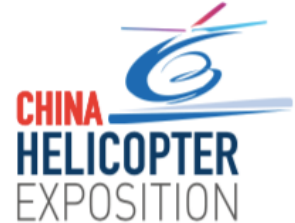
Participating companies are requested to fill this Registration Form (Page 2) and return it to riccardo.coli@itaerospacenetwork.it.

REGISTRATION FORM

-PAGE 2-

October 10th – 13th 2019

Tianjin, China



Company Info

Company Name

Company Address

Company Web-Site

Contact Name

Contact E-Mail Address

Contact Phone Number

IAN Member/Partner

YES NO

5% discount for IAN Members/Partners

Standard Offer

Exhibiting Space (10 sqm., inclusive of raw space + decoration)

YES NO

€ 650,00/sqm = € 6.500,00/10 sqm. booth inside Italian Pavilion (1 table, 4 chairs, 1 display, 1 tv, 3 posters).

Products Displayed in Your Space

YES NO

List of Products/Services Displayed

Extras

B2B Meetings (€ 500,00)

Interpreter (€ 180,00/day)

Material Translations (TBQ)

Material Printing (TBQ)

IAN Membership (TBQ)

Hotel Booking (TBQ)

Goods Logistic (TBQ)

Transportation (TBQ)

Meetings' Follow-Up (TBQ)

Name Surname

Position

Signature

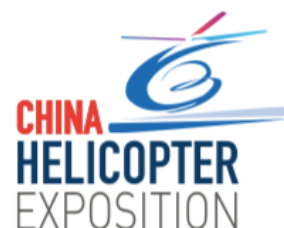
Date / /

TERMS & CONDITIONS

-PAGE 3-

October 10th – 13th 2019

Tianjin, China



Terms & Conditions of Participation:

Participation

If the registration form is submitted by the Italian participant and received by IAN, then the applicant is required to participate in accordance with the specified form of participation. The participant is hereby obliged to adhere to the Terms & Conditions of participation as stated below in the Italian collective submission. IAN shall register applications in the order that they are received. The layout of the stand shall be based on the registered stand size and upon the order of received applications. IAN reserves the right to adhere to the order of applications in the event of the available space being exceeded, or to evenly distribute the available space. IAN also reserves the right to refuse registrations when there is no longer space available or if applications are received after the set deadline.

Costs

Participation with a stand area of at 10 sqm includes the following items:

- Stand design, stand area, stand construction and stand furnishing
- Floor covering in a standard color
- Uniform signage, Italy decoration
- Standard lighting (eye-relaxing lighting provided)
- Standard furniture (1 table, 4 chairs, 1 display, 1 tv, 3 posters)
- Standard electricity (220V)
- Standard inclusion of your company profile in the official exhibition catalogue and Italian Pavilion brochure.
- Central registration (badges / invitations)
- Use of central reception (incl. coffee and water)
- Coordination of collective goods transport
- Suggestion for collective accommodation (actual booking to be made by participants)

Items NOT included in the participation fee include:

- Transport, loading & unloading, customs clearance, and installation of exhibition goods and documentation of participants
- Costs for access and parking tickets/invitations
- Additional entries in the official exhibition catalogue
- Travel and accommodation costs
- Costs for additional furnishings for the stand, such as furniture, display cases, photo panels, extra lighting, machine set-ups and the like, and extras such as console and cupboard in a panel presentation
- Extra connection and usage costs for water/electricity/internet/telephone



- Interpreters, booth helpers/assistants, and other special facilities

N.B. Costs for these and other services are charged extra.

Stand construction

IAN will use an attractive high-quality Italian-designed stand. On registration, the participant agrees to make use of IAN contracted supplier for the design and construction of the stand.

Payments

Participants shall transfer 100% of the participation fee to the IAN immediately upon allocation of their stand area. Other costs which are not included in the participation fee will be charged separately and paid by the participant. Participants shall receive an itemized invoice and the participant hereby agrees to pay it within 30 days of the date of the invoice.

Cancellation by participants

In the event of cancellation by a participant, participants are still liable for the full participation fee as IAN cannot recover these costs. This obligation also applies to costs incurred by IAN contracted firms.

Cancellation by IAN

IAN reserves the right to cancel the participation of the collective. The participant shall not be entitled to withdraw from the agreement, nor claim compensation. Should the exhibition of the collective submission be cancelled, IAN shall not be liable for any losses or other negative consequences that the stand-holder may have incurred. On cancellation, the participation fee shall be refunded after deduction of expenses incurred by IAN for the meeting of its obligations at that time.

Deadlines

The participant is obliged to adhere to all deadlines set by IAN on behalf of its activities. In the event that the participant does not meet this requirement, IAN shall not be held responsible for any eventualities.

Transport and Insurance

It is the responsibility for participants to arrange for themselves any necessary insurance against transportation delay, theft, or damage of any kind or loss thereof for exhibition equipment, other property, as well as for personal injury. Participants shall be responsible for the packing and sending of exhibition goods before, during and after the duration of the exhibition. If so desired, participants can make arrangements with IAN appointed stand-builder to cooperate with the packing and sending of goods. However, the responsibility remains with the participant.



Event Features

Showcase
China Helicopter exhibition offers rotorcraft professionals the ideal opportunity to exhibit their applications, capabilities and products.

Flight Demonstrations
The latest innovations will be showcased in real flight demonstrations from prime international and Chinese companies.

Conferences/Workshops
China Helicopter Exposition has an exceptional conference and workshop program which provides professionals with the opportunity to discover new innovations and applications, as well as learn about new market developments and challenges.

One-to-One Meetings
Each registered participant will receive a personalized, pre-arranged meeting schedule, 100% based on your own personal selection of companies. Save weeks of canvassing time and meet targeted rotorcraft professionals in just 2 days.



2017 Highlights

| | | | |
|---|---|---|--|
|  403 Companies 20.000 Trade visitors |  22 Countries represented |  30 Conferences |  98 Aircrafts displayed (static and dynamic) 153 Helicopters sold |
|---|---|---|--|

