

HYBRID WIND EXPO JAPAN 2021 UK PAVILION & TRADE MISSION

1-5 March 2021

Join the UK Pavilion & Trade Mission at Wind Expo Japan 2021: Japan's largest Wind Energy Trade Show.

Due to COVID-19 the show organisers are hosting a hybrid event, so if you cannot attend in person you can still have a strong virtual presence on your stand, and be represented onsite. As well as the show organisers the EIC, DIT and SDI are jointly working to ensure you receive a strong virtual presence prior during and post event, through tailored virtual 1-2-1- buyer meetings, webinars, ask the analyst sessions and much more!



66,576 visitors



150 exhibitors



TAP grants of £2500 TBC

Who should join?

The UK has a strong track record in offshore wind and we are interested in bringing that expertise to Japan to work with Japanese partners. The focus for this trade mission would be the following:

- **Specialist engineering** companies with a track record in offshore wind
- **Specialist equipment** companies with a track record in offshore wind
- Companies working with proven capability in **subsea operations** related to offshore Wind
- **Floating offshore** wind companies
- Given the earlier nature of Japanese offshore wind, some specialist companies that can help in the **development phase** of projects

Benefits of joining the UK Pavilion and trade mission:

UK Pavilion goes hybrid, we provide the same offer to all mission members, the only difference will be if you are there in person or join the event virtually!

- Remote Exhibiting plan for those who can't physically attend
- Onsite representation if you can't travel out
- Covid-19 adjusted pavilion with own branded pod
- Virtual booth to include product information, videos, downloadable materials. The virtual booth will be open 2 weeks prior to the show
- Online or onsite business meetings with translation during the show days
- Pre-event presentation to cover, country overview, project data and opportunities, local content
- UK Offshore Wind Virtual Seminar @ British Embassy Tokyo (Details tbc)
- Embassy briefing session and Q&A session with external speaker(s) on Japan OSW market (details tbc)
- 1-2-1 meet the buyer meetings prior the show
- 1-2-1 meeting with EIC, DIT, SDI Senior analyst prior to the event, who will give an overview of current opportunities and help you identify potential partners and customers
- Product presentation video pitch on UK in Japan website (gov), EIC webpage, and through various media channels and media partners & Company profile in the UK group e-brochure
- Pre event, on stand, virtual and post event support and advice from EIC, DIT & SDI

Remote Exhibit plan, get connected from home!

- Your company name board, 1 display table, 1 reception counter, 1 poster display stand, business meeting set, and a tablet device for online meetings.
- Show Management staff will decorate your booth.
- A bilingual staff will stay at your booth whole three days and explain your products/technology to visitors onsite on behalf of you (one staff per 2 exhibitors will be arranged).
- When the bilingual staff find visitors who are interested in your products/technology, she/he will call you online and translate the meeting.



Sample image of a joint booth

※ Exhibitors will be in contact with the bilingual staff before the show via e-mail to provide the details of your products/technology.

You can conduct business meetings with visitors online. The bilingual staff will translate the meetings.

A bilingual staff will be stationed at your booth, explain your products to the visitors and collect their name cards

Simple booth setup and decoration will be arranged by Show Management staff

Co-organised by:



Department for International Trade



Event Details

Date: 1 – 5 March 2021

Venue: Tokyo Big Sight

Costs: £5,400 + VAT

Booking Deadline: 8th December

If you have any questions about the event or what the virtual and physical offering looks like please contact :



Natalia Bawolska
Overseas Events Manager
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Supported by:



North East England's Offshore Wind Cluster



Please return your completed and signed application form to nkechi.ike@the-eic.com

We wish to participate in the UK Pavilion and confirm that we accept the Terms and Conditions issued by the EIC below, (new amendments due to the COVID-19 pandemic can be seen highlighted in yellow) and the organisers (available on request). *Compulsory fields must be completed.

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.

In the ongoing COVID pandemic I understand and accept the below:

- If the show were to be cancelled or postponed by the organisers, refunds 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.
- 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.
- Please note that if a quarantine is put in place in Germany 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.

Signature:* _____

Name (in caps):* _____ Date:* _____ Time: _____

The Exhibitor warrants that the person submitting the Application Form is fully authorised 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 a place at £5,400 + VAT

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.

4. Costs listed are exclusive of VAT. Final invoice will include required VAT

Booking Terms & Conditions – Exhibitors at Overseas Events

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.

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 an offer by the Exhibitor in accordance with these Conditions and does not constitute a contract between EIC and the Exhibitor.

2.2 After the Exhibitor submits an Application Form, EIC shall send the Exhibitor an email acknowledging that it has received the Booking Form. The Contract between EIC and the Exhibitor shall only be formed when this acknowledgement email is sent.

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 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.

6.5 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 – 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 ~~freebuild~~ or 'space only' stand:

(a) it must supply technical drawings and graphics of its stand for approval in 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.

.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.

.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.

0. Travel and Freight Arrangements

0.1 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.

0.2 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.

1. Export Control

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

1.2 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.

1.3 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.

2. Publicity

2.1 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.

2.2 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.

2.3 EIC may use photographs or quotes taken at Events in publicity and marketing materials, including on the EIC website at www.the-eic.com. 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.

3. Termination

3.1 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 18 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 Desdemona genericos 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 reason whatsoever, the already paid monies by the Exhibitor shall not be refunded unless the EIC decide otherwise by refunding the payment after deducting their expenses. The EIC will also hold the right to invoice full the full remaining amount depending on costs committed, paid and irretrievable.

- 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. 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.