

## **Caspian International Real Estate and Investment Fair**

As one of the fastest growing areas of the non-oil sector of the Azerbaijani economy, the construction sector is in the interest of foreign investors. In order to meet the growing demand of the market, the construction of multi-storey residential, office buildings as well as hotels and tourist centers in different regions of the country and the capital city is widespread in Azerbaijan. Therefore, it is of particular importance to organize the fair playing role of an integrated platform for all stakeholders to provide market participants with information on the various projects implemented in cooperation with local and foreign entrepreneurs and to introduce the real estate market opportunities in the region.

Domestic and overseas developers, construction companies, architectural studios, businessmen, as well as those individuals who wish to buy houses and real property for commercial purposes will be invited to the Caspian International Real Estate and Investment Fair as visitors. By illustrating modern and innovative approaches, the Fair will provide participants with the opportunity to get acquainted with the activities and proposals of leading companies of the global and regional real estate markets. In general, more than 65 domestic and foreign companies from 15 different countries participated in the fairs held by support of the State Committee on Property Issues of the Republic of Azerbaijan in previous years. Thus, more than 100 projects were presented in the 2016 Fair, whereas the projects' number was increased up to 150 in the 2017 Fair. The previous fairs were quite useful not only for the participated companies who promoted their projects and achieved better results in sales, but also for the visitors who planned to buy real estate abroad. In the meantime, the number of the local citizens purchasing real estate in foreign countries, including Europe, the United Arab Emirates and Turkey had risen within the partnership with the companies participating in the previous fairs.

More than 100 participants and 5,000 visitors are expected to attend the Fair to be held this year. It is necessary to register at <https://caspianrealty.az/en-standreservation/> to participate in the event. The terms of participation are reflected in the application form (enclosed).

The contact person is Mr. Azer Bayramov, Deputy Head of Strategic Planning, Innovations, Monitoring and Analysis Department of the State Committee on Property Issues ([azerbayramov@emdk.gov.az](mailto:azerbayramov@emdk.gov.az), tel.: +99412 4902408, ext. 333).



## Space Application Contract

Please enter details or attach business card. If invoice address is different from below, please provide details in 'Notes' section

Company: .....  
 Name: .....  
 Job Title: .....  
 Address: .....  
 Town/City: .....  
 Postcode: ..... Country: .....  
 Tel: .....  
 Fax: .....  
 email: .....  
 VAT Number: .....



1<sup>st</sup> Caspian International Realty and Investment Fair  
 20-22 February 2019  
 Baku Expo Center  
 Baku, Azerbaijan  
[www.caspianrealty.az](http://www.caspianrealty.az)

I would like to book the following: (please tick all appropriate boxes)

☐ **SPACE ONLY** (minimum 12m<sup>2</sup>)  
 includes: space, aisle cleaning and pavilion security (electricity not included)

Plus:

- ☐ A - inline (open to 1 aisle) no surcharge  
☐ B - corner (open to 2 aisles - min 18m<sup>2</sup>) + 10% on space rate  
☐ C - peninsular (open to 3 aisles - min 36m<sup>2</sup>) + 15% on space rate  
☐ D - island (open to 4 aisles - min 80m<sup>2</sup>) + 20% on space rate  
☐ E - double-decker (by request only) + 50% of space covered

..... m <sup>2</sup> @ € 305 per m <sup>2</sup> = € .....	
	€ .....
	€ .....
	€ .....
	€ .....
	€ .....

☐ **STAND TYPE SUPPLEMENT** (minimum 9m<sup>2</sup>)

Option A: From 9 to 16 sqm ..... €60 per m<sup>2</sup> x ..... m<sup>2</sup> = € .....  
 Includes: space, rear & side walls, carpet, fascia panel with company name, 1 table, 2 chairs, electricity connection (3kW), 1 plug socket (220v), 1 spotlight per 4m<sup>2</sup>, wastebasket

Option B: From 16 sqm and higher ..... €60 per m<sup>2</sup> x ..... m<sup>2</sup> = € .....  
 Includes: space, rear & side walls, carpet, fascia panel with company name, 1 table, 4 chairs, literature holder, hanger for clothes, electricity connection (3kW), 1 plug socket (220v), 1 spotlight per 4m<sup>2</sup>, wastebasket

Option C: From 24 sqm and higher ..... €75 per m<sup>2</sup> x ..... m<sup>2</sup> = € .....  
 Includes: space, rear & side walls, carpet, fascia panel with company name, 2 table, 6 chairs, info-desk, coat rack, literature holder, logo on fascia panel, electricity connection (3kW), room 2\*2m, 1 plug socket (220v), 1 spotlight per 4m<sup>2</sup>, wastebasket

Option D: RAVENNA (24 sqm and higher) ..... €85 per m<sup>2</sup> x ..... m<sup>2</sup> = € .....  
 Includes: The height of the structures - 3m; the height of the walls - 2,5m., Carpeted floor (colour is optional), Fascia board - H-30cm with an inscription on the open sides of the stand (the colour of the inscription is optional), Fascia board - H-50cm with Oracal self-adhesive vinyl (colour is optional) and logo on the open sides, Room 2 \* 2m, Hanger for clothes, Info desk, Round (bar) seat (chair), Brochure holder, 2 round tables, 6 chairs, electricity connection (3kW), 1 spotlight per 4m<sup>2</sup>, 1 plug socket (220v), wastebasket

☐ **OUTDOOR SPACE ONLY** ..... m<sup>2</sup> @ € 140 per m<sup>2</sup> = € .....

- ☒ **Registration and Administration Fee** (compulsory) ..... € ..... 850  
 includes: Administration, event guide listing, website listing, our public liability insurance  
☐ **Stand Sharing Companies** + € 850 per company Number of companies ..... = € .....  
 NOTE: The applicant must provide The Organiser with the name of each stand sharer no later than 10<sup>th</sup> January 2019  
 includes: Administration, event guide listing, website listing, our public liability insurance

Advertising in the Official Event Guide/Catalogue full colour page @ €900 per page ..... € .....

VAT if applicable

Please send me further details about (please tick all appropriate boxes)

- ☐ Event Guide advertising ☐ Event sponsorship options ☐ Other relevant events

Notes:

Payment schedule:

1<sup>st</sup> Payment: 20% (+ 100% Registration & Administration fee) during 10 days from the date of signing of this Contract  
 2<sup>nd</sup> Payment: 40% minimum 5 months before the start date of the event  
 3<sup>rd</sup> Payment: 40% minimum 2 months before the start date of the event  
 All payments to be made by bank transfer. VAT will be added upon invoicing.

**TOTAL COST:** ..... € .....

We hereby confirm our participation at Caspian Realty 2019 and we confirm that we have been supplied with terms and conditions, which form part of this contract. We have read Terms and Conditions and confirm our acceptance of these. The execution of this contract and its receipt by The Organiser is deemed conclusive evidence of the Applicant's agreement to pay the full fees due. Where more than one exhibitor will share a stand in respect of which this contract is made ("stand sharers"), the Applicant, acting as agent for each stand sharer, shall ensure that each stand sharer is bound by the terms and conditions overleaf. The Applicant shall be liable to pay any additional charges due in respect of any stand sharer.

Exhibiting Company: .....  
 Print Name: ..... Authorised Signature: .....  
 Position: ..... Date: ..... / ..... / 20.....

Next steps...

Thank you for completing your space application contract. We will process your order and issue an invoice. Your deposit payment must be returned with the application contract.

PLEASE RETURN TO: Caspian Event Organisers LLC, 15 Nobel Avenue, Baku AZ 1025, Azerbaijan Republic.  
 Tel: +994 12 447 47 74 Fax: +994 12 447 85 58 Email: [realty@ceo.az](mailto:realty@ceo.az) Website: [www.caspianrealty.az](http://www.caspianrealty.az)



## TERMS AND CONDITIONS

### A. OPERATION OF THIS AGREEMENT

The Exhibitor (being the applicant under the Exhibit Contract set out on the reverse of these terms and conditions) shall be bound by these terms and conditions, the rules and regulations as set out in the Exhibitor Manual and all other documentation which may be supplied to the Exhibitor from time to time ("Rules and Regulations"). [No variation to these terms and conditions or the Rules and Regulations is permitted other than where such variation is made in writing and is signed by an authorised official of the Organiser. The Exhibitor shall be deemed to act as agent in respect of each stand sharer who shall be bound by these terms and conditions and the Rules and Regulations as if they were the Exhibitor. Exhibitors must notify ORGANISER of any stand sharers within 60 days of the Exhibit.

### B. PAYMENT

No Exhibitor shall be permitted to exhibit unless he has paid to ORGANISER prior to the Exhibition all of the agreed fees as set out on the Exhibit Contract on or by the dates specified therein.

### C. DISCRETION TO REFUSE ENTRY

If ORGANISER believes that the Exhibitor or its stand sharer will use the Exhibition to advertise or otherwise promote services that ORGANISER deems to be directly or indirectly in competition with ORGANISER then ORGANISER reserves the right, in its absolute discretion, to refuse to allow the Exhibitor or its stand sharer to attend the Exhibition. If ORGANISER exercises this discretion then any monies paid to ORGANISER by the Exhibitor under this agreement will be repaid in full.

### D. COMPLIANCE

At all times during the period from the installation to the end of dismantling the Exhibition (the "Exhibit Period"), Exhibitors must comply with the rules and regulations of any and all Government, local authority or other regulatory body including, but not limited to any buildings regulations.

### E. NO ASSIGNMENT

The rights of an Exhibitor under this agreement shall not be assignable to any other person and no Exhibitor may assign his space, or sublet the whole or any part of the space contracted for. An Exhibitor has no right to occupy any particular space, although its requirements will be taken into account when it comes to allocating space.

### F. CONDUCT AT THE EXHIBITION

For the duration of the Exhibit Period, Exhibitors agree to procure that they and their employees, agents or stand sharers shall not:

- adopt unusual promotional plans without the approval of the Exhibit Committee;
- obstruct the view of or otherwise distract adjacent exhibits by the arrangement or operation of sound, lighting or other equipment;
- permit raffles, donations or other promotional measures that require members or guests to be present at a specified location and time;
- remove their stand from the Exhibition prior to the termination of the Exhibition; or
- operate in any manner objectionable to other exhibitors or to ORGANISER.

In any event, the Exhibitor hereby agrees to abide by and to ensure that its employees, agents or stand sharers will abide by the rules and regulations of the relevant Exhibition provided to the Exhibitor. The Exhibitor will be provided with a copy of the Rules and Regulations at or prior to the Exhibition.

[If the Exhibitor or its employees, agents or stand sharers act in breach of this clause then ORGANISER may, without prejudice to any other remedy available, refuse such person entrance to the Exhibition or require such person to remove himself and his Exhibit from the Exhibition. [In such an event, it is acknowledged that no refund of any monies paid to ORGANISER in connection with this agreement will be made available and such monies will remain the property of ORGANISER.]]

### G. INSURANCE

The Exhibitor, or its stand sharer, must at all times maintain proper and appropriate public/products liability insurance with a reputable insurer for any loss or damage incurred by the Exhibitor or a third party in connection with the Exhibition. The Exhibitor shall produce evidence of this insurance cover if so requested by the Organiser.

### H. CANCELLATION

Should an Exhibitor wish to cancel its application to attend the Exhibition he must give notice in writing, such notice shall not be deemed to be given until it is received by post or by fax at the offices of ORGANISER as set out below (notice by e-mail will not be accepted).

If such notice is given:

- prior to the Final Payment Date, then ORGANISER will be entitled to retain the entire Deposit or receive the balance of the Deposit should any monies remain owing; or
- at any time on or after the Final Payment Date, then ORGANISER will be entitled to retain the entire Total Cost or receive the balance of the Total Cost not already paid

Where applicable, the terms used in this clause have the same meaning as set out in the accompanying Exhibit Contract.

### I. FORCE MAJEURE

None of ORGANISER, its subsidiaries, employees, agents, sponsors or the Exhibit Committee (its "Connected Persons") shall be liable for loss, damage or delay resulting from acts of war, civil commotion, strikes or lockouts, government action, intervention,

law or regulation, military activity, act of God, fire, flood or any other circumstances beyond ORGANISER's reasonable control which shall make it impossible or inadvisable for the Exhibition to be held at the time and place provided, and ORGANISER reserves the right to re-schedule the Exhibition at another date and/or at any alternative site. The Exhibitor acknowledges that ORGANISER will have sustained damages and losses as a result of the foregoing and shall and does hereby waive all claims for damages or compensation in respect of any act or omission of ORGANISER or any of its Connected Persons as a result of any of the foregoing. The monies paid to ORGANISER as fees or otherwise in connection with the Exhibition shall remain the property of ORGANISER.

### J. PASSPORT & VISA

ORGANISER or its Connected Persons shall not be responsible for assisting the Exhibitor with obtaining a passport or a visa for entrance into the country where the Exhibition is to be held. Should an Exhibitor fail to obtain these documents any monies payable in accordance with the Exhibit Contract shall remain owing in full.

### K. EXCLUSION AND LIMITATION OF LIABILITY - IMPORTANT

Save as provided otherwise below, the Exhibitor hereby acknowledges and agrees that none of ORGANISER or its Connected Persons shall in any circumstances be held liable for any loss or damage incurred by the Exhibitor, its employees, agents or stand sharers not arising as a result of the fault negligence or omission of ORGANISER or its Connected Persons including, but not limited to those losses or damages arising as a result of:

- the actions or omissions of freight shipment (transport, handling and clearing) contractors; or
- any errors or omissions on copy prepared and submitted by a third party in connection with the Exhibition; or
- Exhibitor, its employees, agents, third parties bodily injury or death as a result of unsafe works during stand construction works; or
- the theft or loss of any equipment or personal effects of the Exhibitor, its employees, agents, contractors, invitees or stand sharers (whether or not security staff are present at the Exhibition); or
- any conflicts or misinterpretations arising with the host country, the Exhibit's sponsors, agents or other bodies regarding any and all aspects of the Exhibition which may affect the Exhibitor.

Without limitation to any other provision herein the aggregate liability of ORGANISER to any Exhibitor whether a claim is made under contract, tort (including for negligence), breach of statutory duty or otherwise shall not exceed the total amount of fees paid by the Exhibitor to ORGANISER in accordance with this agreement, save that ORGANISER shall be responsible for the loss or damage incurred by the Exhibitor as a result of bodily injury or death to any person, to the extent that such loss, injury or death is caused by ORGANISER's or its Connected Persons' wilful or negligent acts or omission in connection with the Exhibition.

### L. EXHIBITORS INDEMNITY - IMPORTANT

The Exhibitor hereby indemnifies ORGANISER in full in respect of any loss, damage, injury, liabilities or costs incurred by any of ORGANISER or ORGANISER's Connected Persons and in respect of any such claims made by a third party against ORGANISER or its Connected Persons, which arise as a result of the fault, negligence or omission of the Exhibitor or its employees, agents, contractors, invitees or stand sharers.

### M. GENERAL

The Exhibitor expressly acknowledges that no representations, guarantees or assurances - whether oral or in writing - have been made or are to be implied or considered collateral to these terms and conditions (including, in particular but without limitation any statements relating to the potential business which may be generated by the Exhibition). The Exhibitor further acknowledges that these terms and conditions and the accompanying Exhibit Contract constitute the entire agreement existing between the parties. Any previous agreement between the parties relating to the provision of exhibition space shall cease to have further effect.

N. ORGANISER may forward your details to third parties who play an important role in the effective organisation and promotion of this event, such as media partners; official freight forwarders; official stand builders; agents; event sponsors and affiliate companies. If you do not wish us to forward your details to these carefully selected companies, please tick this box ☐

O. The application by the Exhibitor for exhibition space and the agreement of ORGANISER to such application shall constitute, in consideration of ORGANISER's acceptance of the application, full and final settlement of any claim, demand, invoice, cause of action, pending or threatened action not identified in writing at the present time which the Exhibitor or any of its subsidiaries or parents has or may have against ORGANISER or any of its subsidiaries or parents arising out of or in connection with or relating to any previous agreement between the parties for the provision of exhibition space or otherwise arising out of the business relationship between the parties.

**IMPORTANT: Please sign and date below and return to ORGANISER together with your Space Application Contract.**

I hereby confirm that I have received and agree to comply by the terms and conditions set out above:

Signed .....  
Print Name.....

Date .....  
Name of Company .....