

# COUNTRY PRESENTATION CONTRACT

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## ملتقى الاستثمار السنوي ANNUAL INVESTMENT MEETING

WORLD'S LEADING INVESTMENT PLATFORM

29 - 31 March 2022  
Dubai, United Arab Emirates



Registration must be completed in the form below

Annual Investment Meeting  
Small Industries and Companies

### COUNTRY PRESENTER INFORMATION

The form should be completed in CAPITAL LETTERS

Organization Name **MINISTRY OF ECONOMY OF THE REPUBLIC OF ARMENIA**

Address

**5 M. MKRITCHYAN**

P.O. Box

City **YEREVAN**

Country **ARMENIA**

Postal Code **0010**

Telephone

**+374**

**11**

**507-205**

Fax

**+374**

**10**

**628-677**

Website

**mineconomy.am**

VAT Registration # or TRN column

**mineconomy.am**

#### Main Contact

Name **ARAM VARDANYAN**

Position **INVESTMENT DIRECTOR**

Direct Line/Mobile **+37491010808**

Email **aram.vardanyan@rac.am**

#### Secondary Contact Person

Name **ANNA PETROSYAN**

Position **CHIEF SPECIALIST**

Direct Line/Mobile **+3749433956**

Email **annapetroyan@mineconomy.am**

### NATURE OF YOUR ORGANIZATION:

- |   |  |  |
|---|--|--|
| <input checked="" type="checkbox"/> Government Authorities      | <input type="checkbox"/> Chambers & Businessmen Federation | <input type="checkbox"/> SMEs                              |
| <input type="checkbox"/> International & Regional Organizations | <input type="checkbox"/> Investment Promotion Agencies     | <input type="checkbox"/> Technology & Innovation Companies |
| <input type="checkbox"/> Financial Institutions                 | <input type="checkbox"/> Free Zones                        | <input type="checkbox"/> Corporate                         |
| <input type="checkbox"/> Investment Funds & Equities            | <input type="checkbox"/> Startups                          | <input type="checkbox"/> Others                            |

### COUNTRY PRESENTATION (CP)

#### Physical Option

Option 1 CP + 24 sqm - US\$ 35,000

Option 2 CP + 12 sqm - US\$ 30,000

Date:  29 March  30 March  31 March

Time: **15:00 to 16:00 CP slot B**

Value:  US\$  AED

City/Region/Province/Country: **Armenia**

AdditionalSpace:  sqm (US\$ 545 per sqm) Amount:

Upgrade Shell Scheme  sqm (US\$ 75 per sqm) Amount:

: Upgrade to Deluxe Shell Scheme:  24 sqm (US\$ 130 per sqm) Amount:  3 120

Note: All Country Presentation will include a complimentary virtual booth with 2 Avatars

\* 5% VAT will be applicable on the total price mentioned in the contract

US\$100 will be added to the total price in the invoice as Administration & Financial fees.

#### Virtual Option

Option 1 (Premium) - US\$ 7000

1 Country Presentation  
1 Virtual Exhibition Booth (with 2 Avatars)

Option 2 (Standard) - US\$ 6000

Country Presentation Only

#### Add-Ons:

Virtual Exhibition Booth

Unit (US\$ 1000 per unit)

Avatar (Booth attendant)

Unit (US\$ 200 per unit)

Total: **38 120**

Admin Fee: **US\$100**

VAT 5%: **1 910**

Grand Total: **40 130 US\$**

### PAYMENT DETAILS & SCHEDULE

Payment should be made to Strategic Marketing Management Exhibition & Conference Organizers by bank transfer in AED or US\$ to:

Account Name **Strategic Marketing Management Exhibition & Conference Organizers**

Account No. **1012135666103**

IBAN **AE740260001012135666103**

Bank Name **Emirates National Bank of Dubai**

Bank Address **Main Office, Dubai, UAE**

Swift Code **EBILAEAD**

Company Address **908 Apricot Building, Silicon Oasis, U.A.E, P.O. Box: 10161**

Note: All bank charges are the responsibility of the Presenter along with any changes related to the transfer of these funds.

In order that you will not incur a double charge by the bank, we advice that you pay the amount due in full.

Payment according to the following schedule:

50% - Upon signing the contract

50% - 90 days before the event

Note: The location confirmation of the Country Presentation will be made only if 100% payment is made by the client along with the signed contract.

### BILLING DATA

Organization Name **MINISTRY OF ECONOMY OF THE REPUBLIC OF ARMENIA**

Contact Person for Payment **ARMINE KHARATYAN**

Direct Line **+37411597114**

E-mail **akharatyan@mineconomy.am**

Fax **+3740526 577**

P.O. Box Address

We hereby, confirm our participation as Presenters at the Annual Investment Meeting 2022 and confirm our acceptance to the Terms & Conditions included overleaf.

Once signed, this contract is final and binding. The full contract terms can be found in the members of cancellation

Signatory Name **ARMINE KHARATYAN**

Signature

Date

**11/18-22 04.03.22**

# General Terms & Conditions of Participation

## 1. APPLICATION FOR COUNTRY PRESENTATION ALLOCATION

The term 'Country Presenter' refers to the organization/company/person represented hereunder by its authorised signatory in this Country Presentation 'Contract' and includes all its employees, agents and/or representatives of such. The Country Presenter is deemed to have obtained the consent of all the individual participants its employees, agents and/or any person representing the Country Presenter in the event to adhere to all the terms and conditions stated in this Contract. The term 'Organizers' refers to Strategic Marketing & Country Presentations, the Organizers of Annual Investment Meeting 2022, and the Event referred to in these terms and conditions/Contract. 'Country Presentation' refers to the time slot allocated in the Event as approved by the Organizers of the Event/ Show.

Requests for Country Presentation shall be formalized by signing this contract form. Upon acceptance of the written notification of the Organizers, a contract shall arise between the Organizers and the Country Presenter in the terms and conditions of this contract accompanied by the 50% deposit within 15 days after signing of the contract and shall be considered a firm Country Presentation reservation. Conclusion of Contract shall be upon the payment of the due total amount in full.

In case of non-payment of any due sum or any breach or non-observance or negligence of any of these terms and conditions as outlined in this Contract by the Country Presenter, the Organizers shall have the full right to revoke and terminate the contract and the Country Presenter hereby waives any claim against the Organizers in this regard. Accordingly, the Organizers shall have the full right to re-enter the allotted Country Presentation time slot and may remove and exclude the Country Presenter from Event/Show participation without prejudice to recovering all monies payable hereunder in favour of the Organizers, all other claims against the Country Presenter and the right to recover damages sustained by the Organizers. Country Presenter with outstanding invoices or any other debts from previous event editions will not be allowed to book any space/Country Presentation until all outstanding payments are cleared.

All requests for Country Presentation must contain details of the presentation contents to be presented by the Country Presenter in the Event/Show. Only the products/projects/services/organizations listed on this form may be presented. The Country Presenter is strictly forbidden to divide or transfer any time of its Country Presentation to a third party, whether directly or indirectly, without prior written approval by the Organizers. Country Presenters are expected to comply with the Event Venue policies and regulations and all Government rules and regulations including chargeable fees which shall be bearable and paid by the Country Presenter.

The Organizers reserve the sole and exclusive right to determine the time slot allocated to any Country Presenter. The Country Presenter shall accept the new Country Presentation time slot if it is reasonable for the Organizers to exercise this right. The Organizers are also entitled to close entrances to and exits from the trade fair grounds and halls, and to make other structural alterations. Country Presenters cannot make claims against the Organizers because of such changes. The Country Presenter must occupy the space allotted latest by 4pm on the day prior to the first day of Country Presentation opening. In the event of default for whatever reason the Country Presenter shall pay to the Organizers a further sum of liquidation damages equals to the total charge of Country Presentation.

## 2. PAYMENT

An initial payment of 50% of the Total Price of this Contract must be made 15 days after signing the contract. The second instalment of 50% of the Total Price amount has to be settled 90 Days before the event date. Invoices will be submitted and all payments must be made in UAE Dirhams or US Dollars by wire transfer or by cheques payable locally. No Country Presenter shall be permitted to access the Country Presentation unless it has paid prior to the event all of the fees agreed in this contract. The accompanied exhibition space to the Country Presentation does not include the exhibition stand construction and decoration or any other utilities and/or exhibition services.

The Organizers reserve the right to make an additional charge to the Country Presenter equal to any amount charged to them for any services supplied whether specifically ordered or not. The Country Presenter agrees that the Organizers shall not be liable for any breakdown or failure of any of the services provided for or in connection with the Country Presentation and/or the Event/Show.

## 3. CANCELLATION

The Country Presenter has no right to withdraw from and terminate this contract for any reason mentioned or not mentioned in this contract. If the Country Presenter declares his withdrawal from and termination of the contract, it shall be obliged to pay the full participation fee; the Total Price mentioned in this Contract for Country Presentation, to the Organizers. In this case, the Organizers are entitled to make other use of the allocated Country Presentation time slot. The obligation of the Country Presenter to pay the full participation fee; the Total Price mentioned in this Contract for Country Presentation, remains even if Organizers release the Country Presentation time slot/space or re-allocate the Country Presentation time slot/space to a third party who would otherwise have been placed elsewhere to avoid giving the impression of a gap in the Country Presentation program and the Event/Show or if Organizers redesign the program to avoid this impression being made or affect the reputation of the Event/Show. The cancellation policy is applicable only for new Country Presenters participating in the event for the first time and not applicable for clients with existing credit notes or advanced payments done to the organizers from past years.

The Organizers shall have the right to retain the following cancellation fees according to the Following situations for New Country Presentation Contracts:

- Withdrawal 9 – 12 months before the event (50% cancellation fee)
- Withdrawal 6 – 9 months before the event (70% cancellation fee)
- Withdrawal 3 – 6 months before the event (85% cancellation fee)
- Withdrawal less than 3 months before the event (100% cancellation fee)

## 4. COUNTRY PRESENTATION SPACE REDUCTION

The Country Presenter has no right to reduce the space/time, the Country Presentation area and/or the amount or Total Price of this application form after signing this Contract. In case at any time the Country Presenter decided to reduce the Country Presentation space/time or the amount of this Contract, there will be space/time reduction fees applicable on the Country Presenter following the cancellation as per the terms and conditions of this Contract as set out above in clause 3.

## 5. LIMITATION OF LIABILITY

The Organizer shall not be responsible under any circumstances, whether directly or indirectly, to any Country Presenter, visitor, media and participant for the acts, conduct or omissions or negligence of Country Presenter or any other persons related thereto; whether it's employees, representatives, agents or otherwise nor for the consequences of any breach by the Country Presenter of any of the terms and conditions of this Contract. Every item or product presented will be at the sole risk and responsibility of the Country Presenter and the Organizers shall not be responsible for any loss or

damage or the safety of any against fire, water, theft, accident or any other cause including the erection, maintenance or dismantling of stands or otherwise.

Each Country Presenter hereby indemnifies the Organizers or will keep them indemnified against any representatives for entrance into the country where the event is to be held. The fact that the Country Presenter is unsuccessful in obtaining these documents from the necessary government authorities will not constitute a basis for cancellation of this contract/application and it is clearly understood that no refunds whatsoever will be made.

## 6. FORCE MAJEURE

If an event/show could not take place due to a force majeure- any unforeseeable/unavoidable situations that are out of the party's control such as pandemics, fire, flood, tempest, failure of power supply, acts of war, civil commotion, strikes or lock-outs, intervention or regulation, military activity or as a result of government intervention, labour dispute, riot, etc. or any other case or any other circumstances or any other cause over which the Organizer have no control, or should the Organizer decide that owing to any such cause or agency it is necessary or advisable to cancel, postpone, relocate the Country Presentation, the Organizers shall not be held liable, and no kind of compensation whatsoever shall be demanded from them.

Therefore, in the event of force majeure the date of the Country Presentation may change or the Country Presentation itself may even be postponed. Should the Country Presentation be postponed for one of such reasons, the Organizers will not be liable to pay indemnity and/or damages to the Country Presenters. The postponement of the Country Presentation shall not lead to termination due to supervening impossibility, unless it is postponed by more than twenty-four months from the date originally set. In this regard, by signing this document, the Country Presenter declares their enduring interest in taking part in the Country Presentation within the mentioned twenty-four-month term. Should the Country Presentation be cancelled or postponed by more than twenty-four months for one of the above reasons, this contract shall be considered rescinded due to supervening impossibility and the Organizers shall refund any fees received from the Country Presenters.

Specifically, regarding Covid-19 and its consequences arising out of the virus, as a force majeure event there will be a timely notice to the other party of the nature of the event and an explanation as to why performance is now impossible.

## 7. SERVICE MANUAL

A Prior to the Event/Show time, the Organizers shall provide a service manual providing information, guidance and direction to the Country Presenters. The Country Presenter shall share the same with its employees, representatives, contractors and agents. All mandatory directions contained therein must be observed and followed by the foregoing persons except where otherwise agreed by the Organizers in writing.

No Country Presenter may shall construct anything in the Country Presentation/Exhibition space above 2.5 meters without the prior written consent of the Organizers. All stands to be built by the Country Presenters must gain written approval from the Organizers. The Country Presenter shall send a scale plan, layout and description of the building materials to the Organizer no later than 45 days prior to the Event/Show to obtain such approval. All Double Decker stand approvals will be charged US\$275 which has to be paid instantly upon approval and/or invoicing in addition to 25% of the Total open space amount for the Double Decker space. All display materials and exhibits must be appropriate to the subject matter of the Country Presentation at the sole opinion of the Organizers and shall not contravene with any local laws, morals or customs of the country if the Organizers find out or observe that the Country Presenter is in breach of this clause, the Organizers may direct the Country Presenter to rectify such breach and the Country Presenter shall do so immediately. The exhibits/exhibitors shall not obstruct the view of adjoining exhibits nor be operated in any manner objectionable to other exhibits/exhibitors. All lighting within the exhibit/exhibitor must be arranged and operated so as not to be distracting to adjacent exhibits/exhibitors. All sound devices operated in a manner objectionable to the Organizers shall be prohibited. The Country Presenter agrees not to without the prior written consent of the Organizers cause or permit anything to be done whether the space or any furnishings or fixtures are in any manner damaged, marred or defaced and shall not make or allow any alteration of any kind to be made therein.

No Country Presenter will be allowed to remove his Exhibit from the exhibition floor, prior to the official closing date/time of the event, and the Country Presenter shall have an authorized representative present at the event throughout all exhibit periods and during the installation and dismantling of his Exhibit/exhibition booth.

Pertaining to the Country Presentation or the Country Presentation itself being unavailable as a result of fire, flood, pandemic or any force majeure condition, The Country Presenter expressly acknowledges that no representations – whether oral or in writing - expressed or implied - have been made concerning the amount of business to be gained from the presentation, its success or that the Organizer, or any of their subsidiaries or affiliates, employees or other entities allied with them have made any guarantees or assurances concerning the event. Country Presenter further acknowledges that this Contract constitutes the entire Contract and the binding rules and regulations existing that has not been modified neither verbally nor in writing. No one is authorized to make between the parties (Country Presenter and Organizers) and any oral changes in this Contract.

## 8. JURISDICTION

The Country Presenter fully accepts the conditions set out herein. Anything not envisaged in these terms and conditions is governed by and construed according to the United Arab Emirates Law. Any dispute between the parties (Country Presenter and Organizers) under this Contract hereby submits to the exclusive Jurisdiction of the United Arab Emirates courts. Any claim and disputes in relation to this contract shall be settled in UAE in accordance with the laws of the United Arab Emirates and the country from where the company and contract originated from.

## 9. TAXES

All amounts expressed to be payable under this Contract by the Country Presenter to the Organizers including Strategic Marketing Management, which (in whole or part) constitute the consideration for any supply for VAT purposes are deemed to be exclusive of any VAT which is chargeable on that supply, and accordingly if Value Added Tax ('VAT') is or becomes chargeable on any supply made by to the Client Country Presenter under this Agreement Contract and Organizers or Strategic Marketing Management is required to account to the relevant tax authority for the VAT. The Client Country Presenter shall pay to the Organizers specifically to Strategic Marketing Management (in addition to and at the same time as paying any other consideration for such supply) an amount equal to the amount of the VAT and Strategic Marketing Management shall provide an appropriate VAT invoice to the Client Country Presenter.

## DECLARATION BY THE COUNTRY PRESENTER

We hereby confirm our participation as a Presenter for the Annual Investment Meeting 2022 and agree that this application once approved by the organizers shall constitute together with the terms & conditions included overleaf and the Presenter manual a valid and legally binding contract. We have read and hereby fully agree to the conditions as stated above.

ARMINE KHARATYANI Deputy Secretary General

Name / Position of Authorized Signatory

Signature

Date

Company Stamp

## FOR ORGANIZERS USE ONLY

The Organizers acknowledge your space reservation and the same will be confirmed upon the receipt of payment.

Yana Dubrovskaya

Business Development Representative

Walid Farghal

Director General

STRATEGIC  
EXHIBITIONS & CONFERENCES

1118-22 04.03 22