

WorldFood Moscow

بیست و هشتمین نمایشگاه بین المللی

مواد غذایی

۲ الی ۵ مهر ماه ۱۳۹۸ - مسکو / روسیه

28th International Food Exhibition

24-27 September 2019

Crocus Expo IEC Moscow

آدرس دفتر مرکزی:

تهران، شهرک غرب، بلوار دادمان، روبروی بیمارستانه آتیه،

خیابان بوستان، پلاک ۶ تلفن: ۰۲۱ - ۴۲۹۱۷۲۰۰

رابط شما در ستاد:

خانم:

تلفن:

داخلی:

احتراما گروه توسعه نمایشگاهی اوژن ، مفتخر است که به عنوان مجری بزرگترین گرد همایی تولید کنندگان و شرکت های تجاری فعال صنایع غذایی در روسیه-مسکو ، به صورت سالانه و نماینده انحصاری شرکت ITE Group در نمایشگاه World Food از آن شرکت محترم جهت مشارکت در این نمایشگاه دعوت به عمل می آورد

درمورد نمایشگاه

*** بزرگترین گرد همایی صنایع غذایی ایران در روسیه در بیست و هشتمین سال پیایی**

عنوان نمایشگاه : **بیست و هشتمین نمایشگاه بین المللی مواد غذایی مسکو (World Food Moscow)**

تاریخ برگزاری : **۲۴ الی ۲۷ سپتامبر ۲۰۱۹ برابر با ۲ الی ۵ مهر (۱۳۹۸)**

محل برگزاری : **مرکز نمایشگاه های بین المللی مسکو (Crocus Expo IEC, Moscow)**

برگزار کننده : **شرکت بریتانیایی ITE شعبه روسیه**

این نمایشگاه با سابقه ۲۷ سال برگزاری مستمر ، موقعیت خود را به عنوان مهمترین و تاثیرگذارترین نمایشگاه صنایع غذایی در آسیا و اروپا ثبت نموده است و بهترین پلتفرم برای تحقیقات بازار ، داد و ستد کالا ، توسعه کسب و کار و تقویت موقعیت خود در منطقه و بخصوص در حوزه CIS می باشد و تقریبا تبدیل به مرکزی برای گرد همایی بزرگان صنعت مواد غذایی در سطح جهانی شده است . نمایشگاه در یازده بخش اصلی فعالیت می نماید و بازدیدکنندگان و صاحبان صنایع به راحتی می توانند با صنایع مرتبط مواد غذایی از نزدیک آشنا شوند و ارتباط برقرار نمایند

نمایشگاه بین المللی صنایع غذایی worldfood مسکو یک رویداد مهم برای پیشگامان صنایع غذایی در سراسر دنیا است شرکت کردن در نمایشگاه world food مسکو یک فرصت است برای:

- ورود با بازار روسیه صنعت HoReCa

- پیدا کردن مشتری ها و شرکایی از خریداران تا عمده فروشان و فروشگاه های زنجیره ای و

- افزایش فروش

- ارائه ی محصولات جدید به بازار روسیه



پروفایل غرفه داران و محصولات

تولید کنندگان و عرضه کنندگان

64

National Expositions

- میوه و سبزیجات
- خوراکی
- شیرینی و شکلات
- نوشیدنی
- روغن و سس
- غذای منجمد و آماده
- ماهی و غذای دریایی
- گوشت و مرغ
- محصولات لبنی
- چای و قهوه
- غذاهای ارگانیک
- کنسروجات

EXHIBITORS **1,560**
companies from **65** countries

VISITORS **THE ABSOLUTE RECORD IN THE HISTORY OF THE EXHIBITION!**

30,710
visitors from **82** Russian regions and **98** countries

EXHIBITION SPACE **58,457 m²**
(gross)

نظر سنجی غرفه داران

89%

از مشارکت کنندگان قصد مشارکت در WorldFood 2019 را دارند

71% با مشتری ها و شرکای واقعی ملاقات کردند

78% تاثیر اقتصادی مشارکت خود را خوب برآورد کردند

95% مشارکت در نمایشگاه را مهم تلقی کردند.

86 % متقاضیان از مشارکت خود رضایت داشته اند

گروه ITE مجری برگزاری این نمایشگاه می باشد که سالانه ۲۳۰ نمایشگاه و کنفرانس را در دوازده کشور مختلف روسیه اوکراین ، هند ، قزاقستان ، آذربایجان ، ترکیه و ازبکستان و ... با هدف ترویج فرصت های تجاری برگزار می کند.

با توجه به تجربه موفق فروش گسترده شرکت های ایرانی در سال گذشته در مسکو و لزوم حضور پررنگ ایران در بازار مستعد فوق پیشنهاد می شود شما نیز در جمع هیات اعزامی ایرانی و در کنار سایر غرفه داران در نمایشگاه فوق حضور شایسته ای داشته باشید.

غرفه داران این نمایشگاه در سال گذشته از ۵۶ کشور مختلف بودند که پویون جمهوری اسلامی ایران یکی از موفق ترین کشورها در نمایشگاه بوده است .



بازدید کنندگان

پروفایل بازدید کنندگان

خریداران متخصص از:

- عمدتاً فروشان
- خرده فروشان زنجیره ای منطقه ای و فدرال
- فروشگاه های مستقل
- HoReCa

Geography

64%
19,655

از مسکو و دیگر مناطق مسکو



25%
7,678

دیگر مناطق روسیه

11%
3,379

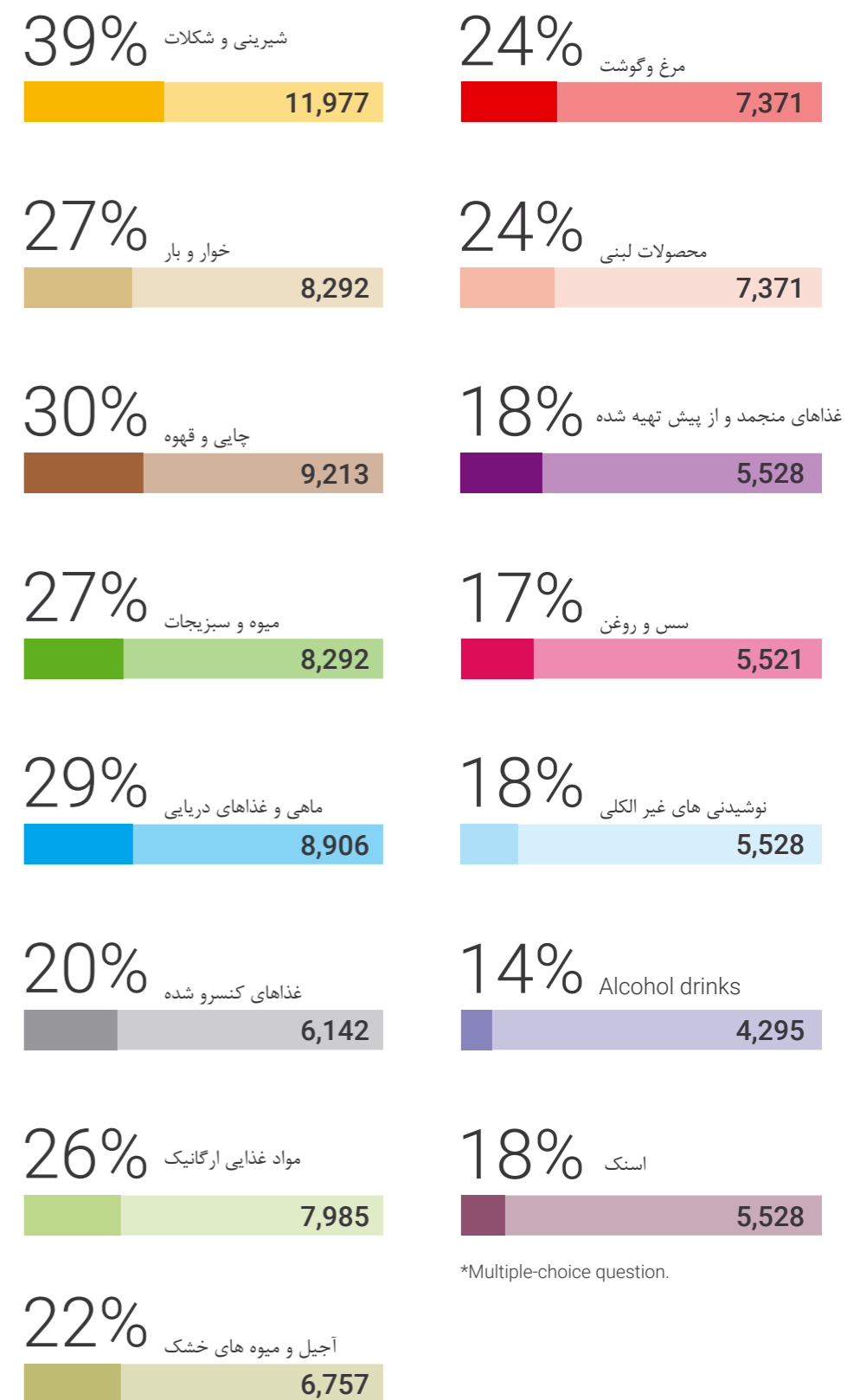
کشورهای دیگر

30,710

visitors from
82 Russian regions
and 98 countries



محصولات مورد علاقه بازدید کنندگان*



*Multiple-choice question.

تفکیک بازدید کنندگان

از منظر حرفه و شغل

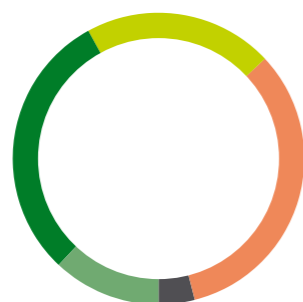
30% 9,213

مدیران ارشد

12% CEO /

مدیران دپارتمان ها

3,686



6,450 21%

سرپرست

10,135 33%

مدیران غیر اجرایی

4%

1,229

دارای شرکت های خویش فرما

44% از حاضرین در نمایشگاه صنایع غذایی مسکو در نمایشگاه های همزمان حضور نمی یابند.

نظر سنجی بازدید کنندگان

67% قصد خرید محصولات ارائه شده در نمایشگاه را دارند

20,576

94% دارای مسئولیت و یا نفوذ برای خرید تصمیم گیری هستند

28,868

73% تامین کنندگان یا شرکای جدید در نمایشگاه پیدا میکنند

22,419

63% به دنبال محصولات و یا خدمات جدید هستند

19,348

از منظر پروفایل شرکت ها

43% 13,206

عمده فروش

18% 5,528

تولید محصولات غذایی

5% 1,536

HoReCa



2,457 8%

فروش های زنجیره ای خرده

1,843 6%

فروشگاه های مستقل

5,221 17%

غیره

922 3%

*The question wasn't asked to visitors with personal interest.

Visitors from:

X5 Retail Group, Auchan, Perekrestok, Dixy, Magnit, Lenta, Azbuka Vkusa, Selgros, Globus, Vkusvill, O'KEY, Payterochka, Billa, Metro Cash&Carry, Delikateska.ru, Globus Gourmet, Yarche, Magnolia, Bakhetle, Karavan, Karousel, Utkonos, Viktoria, Vysshaya liga, Aromatny mir, Anderson, DoubleB, Coffeemia, Pizza Sushi Wok, Dominos pizza, McDonalds, Coffee House, NIYAMA, OBEDBUFET, Maison Dellos, Marr Russia, Dodo pizza, Yum Restaurants Russia, Rosinter Restaurants Holding, Chocoladnitsa, Chaihona #1, Eataly and others.



S

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	Tel
Town/City	Fax
Postal Code	E-mail
Country	VAT Number

Exhibitor Type : Individual Company National Group

Specify your Product Sector :

<input type="checkbox"/> Fruits&Vegetable	<input type="checkbox"/> Confectionery	<input type="checkbox"/> Tea&Coffe	<input type="checkbox"/> Canned food
<input type="checkbox"/> Fish&Seafood	<input type="checkbox"/> Healthy food	<input type="checkbox"/> Oils	<input type="checkbox"/> Dairy
<input type="checkbox"/> Grocery	<input type="checkbox"/> Frozen food	<input type="checkbox"/> Meat	<input type="checkbox"/> Drinks

I WOULD LIKE TO BOOK THE FOLLOWING:

Space Type	Total m ²	Rate per m ²	Total Price
Indoor Space Only Includes: space, aisle cleaning and pavilion security.	m ²	USD 460	USD
<input type="checkbox"/> INLINE (open to 1 aisle) no surcharge	<input type="checkbox"/> CORNER (open to 2 aisles) +10% on space total	<input type="checkbox"/> PENINSULAR (open to 3 aisles) +15% on space total	<input type="checkbox"/> ISLAND (open to 4 aisles) +20% on space total
<input type="checkbox"/> DOUBLE-DECKER (by request only) + 50% of space covered	m ²		USD

Stand Type Supplement	Total m ²	Rate per m ²	Total Price
Adjustment to Standard Shell Scheme (Octanorm) Includes: Rear and side walls, carpet, fascia panel with company name, 1 waste basket, general aisle and pavilion security, electricity 2kw/220V, 1 plug socket 1kw/220V. Plus, 1 table, 2 chairs, and 2 spotlights per every 12sqm.	m ²	USD 96	USD

Registration and Administration Fee (compulsory) USD 1027

Stand Sharer Fee

No of companies	USD 1027 per company	USD
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Notes:
Insurance cover, to comply with Contract Terms and Conditions, has been arranged on your behalf, as a "Participating Exhibitor", under the Insurance Policy issued to ITE Group Plc at a cost of USD 220. By providing satisfactory evidence of adequate alternative Public Liability insurance cover, you will be entitled to a credit in respect of the insurance participation fee. See Terms and Conditions for details
Cool-off period, contracts signed on-site can be cancelled without penalty by submitting a written cancellation request within 30 days.

TOTAL	USD
Note: VAT will be applied if applicable	

Payment Details:
 All payments to be made by bank transfer (net of bank charges) to:
 Caspian Event Management FZ LLC
 Account No. 19000022786, IBAN AE810330000019000022786
 International Swift Code: BOMLAEAD
 Mashreq Bank PJSC, Dubai Internet City Branch, UAE
 quoting your reference and invoice number(s).
Payment Schedule:
 1. 100 % (+100% Registration and Administration fee) due now
 USD
 Your deposit payment must be returned upon receiving the INVOICE.

We hereby confirm our participation at **WORLDFOOD MOSCOW 2019** and we confirm that we have been supplied with CEM Terms and Conditions, which form part of this contract. We have read CEM Terms and Conditions and confirm our acceptance of these. The execution of this contract and its receipt by CEM 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.

*** جانمایی بر اساس اولویت واریز وجه و پس از مشخص شدن گروه کالایی ، در ستاد اجرایی برگزاری نمایشگاه ، صورت خواهد گرفت .
 *** طبق قوانین نمایشگاهی ، مهر و امضای این فرم به معنای **ثبت نام قطعی** می باشد و مشارکت کنندگان محترم می بایست هزینه غرفه ثبت نامی خود را طبق تاریخ های اعلام شده پرداخت نمایند .
 **** با توجه به اهمیت برگزاری صحیح نمایشگاه و پیش بینی های لازم در این راستا ، امکان **کنسل کردن** غرفه ، به هیچ عنوان امکان پذیر نخواهد بود .

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

TERMS AND CONDITIONS

A. Operation of this Agreement

The Participant (being the applicant set out in the attached form on the reverse of these terms and conditions together forming the "Event Contract") shall be bound by these terms and conditions, the rules and regulations as set out in the Participant Manual and all other documentation which may be supplied to the Participant from time to time ("Rules and Regulations"). The capitalised terms used in these terms and conditions have the same meaning as set out in the accompanying form. No variation to these terms or 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 Caspian Event Management ("CEM"). The Participant acts on its own behalf in respect of its participation in the Event. The Participant shall procure that each stand sharer shall undertake to be bound by these terms and conditions and the Rules and Regulations as if they were the Participant. Reference to Participant in these terms and conditions shall be construed accordingly. Participants must notify CEM of any stand sharers within 60 days of the Event. All representations, warranties, undertakings, covenants, agreements and obligations made, given or entered into in this Event Contract are made, given or entered into jointly and severally by the Participant and any stand sharer.

B. Payment

No Participant shall be permitted access to the Event unless he has paid to CEM prior to the Event all of the agreed fees as set out in the Event Contract ("Event Fees") on or by the dates specified therein. If any undisputed sum is not paid by the Participant by its due date, then CEM may charge interest on such sum on a day to day basis from the date payment fell due (or such other date as may be agreed in writing between the parties) to the actual date of payment (both dates inclusive) at the rate of 4 percent per annum over the base lending rate of Barclays Bank plc.

C. Discretion to Refuse Entry

If CEM believes that the Participant and/or its stand sharer(s) will use the Event to advertise or otherwise promote services that CEM deems to be directly or indirectly in competition with CEM then CEM reserves the right, in its absolute discretion, to refuse to allow the Participant and/or its stand sharer(s) to attend the Event. If CEM exercises this discretion then any monies paid to CEM by the Participant under this agreement will be repaid in full.

D. Compliance

In addition to compliance with the Rules and Regulations, at all times during the Event from arrival at the Event venue for installation to leaving the Event venue after dismantling, Participants must comply with the building and health and safety rules, regulations and guidelines and any other applicable laws and regulations of any and all Government, local authority or other regulatory body and any rules and regulations imposed by the Event venue

E. No Assignment or Sub-letting; Space Allocation

Without prejudice to the Participant's opportunity to share a stand in accordance with these terms and conditions, the rights of a Participant under this agreement shall not be assignable to any other person and no Participant may assign or sublet the whole or any part of the space allocated to the Participant. A Participant has no right to occupy any particular space, although its requirements will be taken into account when it comes to allocating space. While every effort is made to ensure that plans, specifications and drawings in CEM's catalogues and literature are accurate, CEM gives no warranty to this effect and shall have no liability in respect of any inaccuracy in such plans, specifications or drawings. CEM reserves the right at any time and from time to time to make such alterations to the ground plan and Event specifications as may in their opinion be necessary in the best interests of the Event and to alter the shape, size or position of space allotted to the Participant. No alteration to the space allotted will be made in such a way as to impose on the Participant any greater liability for Event Fees than that undertaken in the form.

F. Conduct at the Event

For the duration of the Event Period, Participants agree that they and their employees, agents and stand sharers shall:

- comply with the reasonable instructions of CEM, its employees, agents and sub-contractors and those of the management of the venue, its employees, agents and sub-contractors whilst at the venue;
- not adopt unusual promotional plans without the approval of the Event Committee;
- not obstruct the view of or otherwise interfere with, disrupt or disturb adjacent stands or events in any way (including without limitation by the arrangement or operation of sound, lighting, film, demonstration or other equipment);
- if music is used (within the terms of this Event Contract), be responsible for obtaining necessary permission from the relevant licensing authorities (or their successors or replacement from time to time);
- keep gangways and walkways adjacent to its stand free of all obstruction;
- not engage in any promotional activities (including without limitation any raffles prize draws or competitions) that require members or guests to be present at a specified location and time;
- not remove their stand from the Event prior to the end of the Event;
- not operate in any manner that is or may be objectionable to other Participants and/or to CEM;
- not advertise or distribute its publications and printed matter at the venue otherwise than from its stand (CEM reserves the right to prohibit the display or dissemination of any advertisement or publication of any kind in relation to the Event whether or not at the venue, and the Participant shall forthwith withdraw any such advertisement or publication on notification by CEM);
- not distribute or display any material or product which may be considered by CEM to be defamatory or offensive or which infringes or may infringe the intellectual property or other proprietary rights of CEM or any third party;
- display its name and address at its stand and (if different) its address for service of documents and in relation to its stand shall comply with all legal requirements relating to the publication of its name and ownership at its place of business;
- not cause or permit any damage to the venue premises or the stand and in particular shall attach no nails, screws or similar items

not overload electrical circuits;

- ensure that its stand and immediate surrounding area is at all times kept free of litter. Empty cases and packaging belonging to the Participant may not be stored on the Participant's stands or at the venue and shall be removed from the venue by the participant or disposed of;
- not at any time do or say anything, or be associated with anything, any party or any statement, which is, or which is widely reported as being, or which may be considered by CEM to be detrimental or prejudicial to or to adversely affect the name, image, reputation or business of CEM or the Event be likely to or bring CEM into disrepute;
- ensure that at least one person is always in attendance at the Participant's stand whenever the Event is open to the public;
- be responsible for the cost of making good, restoring or renewing any case of serious dilapidation to any part of the venue for which the Participant, its employees, agents or sub-contractors are responsible to such a standard as they were in at the start of the Event (to include, but not limited to: marks caused by paint, bolt, screw or nail holes and any damage to carpet tiles). CEM will inspect every site before erection and after dismantling of the stands. In their own interests Participants should satisfy themselves as to the condition of sites both before erection and after clearance of stands. In any event, the Participant hereby agrees to abide by and to ensure that its employees, agents and stand sharers will abide by the Rules and Regulations of the Event provided to the Participant. The Participant will be provided with a copy of the Rules and Regulations at or prior to the Event. The Event opening hours and hours during which Participants have access to the Event venue shall be determined solely by the Event Committee. Admission may be by ticket or identification badge. Identification badges are non transferable and can't be shared between individuals in any circumstances (including by individuals within the same organisation). Each Participant must register for the Event and pay the corresponding registration fee. Photographic ID may be required during the registration process for validation. The decision of CEM as to any matter of conduct referred to above and generally in relation to the Event shall be final and binding upon the Participant and if the Participant or any of its employees, agents or stand sharers shall fail to comply with this Event Contract or the request of CEM or any person authorised by it on its behalf CEM may take whatever steps it deems appropriate to enforce compliance without prejudice to any other right or remedy that may be available to it including without limitation instant termination of the Event Contract between CEM and the Participant relating to the Event or refuse the Participant and/or such employee, agent or stand sharer entrance to the Event or require such person(s) to remove themselves from the Event. In such circumstances, Participant acknowledges that no refund of any monies paid to CEM in connection with this Event Contract will be refunded to Participant and such monies will remain the property of CEM.

G. Catalogue

None of CEM, its subsidiaries, employees, agents, sponsors or the Event Committee or the publisher of the Event catalogue will be liable for any errors or omissions in any data or other materials submitted by or on behalf of the Participant or any third party. All data and materials submitted by or on behalf of the Participant shall be the sole responsibility of the Participant.

H. Insurance

It is a condition of this contract that Exhibitors arrange adequate insurance to protect themselves and others attending the show. The minimum limits expected are advised below. To provide you with this level of cover CEM have arranged for Exhibitors to be covered under their insurance policy for a participation fee. An "Evidence of Insurance as an Exhibitor" document, summarising the cover provided, will be issued with your deposit invoice. Standard Limits are:

Cover Headings	Standard Limits	Brief Summary of the Cover
Exhibitor Expenses	GBP 20,000	Loss of irrecoverable expenses sustained as a result of cancellation, abandonment, curtailment, postponement or removal to alternative premises; inability to open or keep open your stand/space due to damage to Exhibitor Property at the Venue, in transit to the Venue or damage to the Venue itself; late or non-arrival of Exhibits or of your staff/representatives; failure to vacate the Venue within the contracted time; reasonable additional costs and expenses incurred in avoiding or diminishing a loss; for reasons beyond your control.
Exhibitor Property	GBP 20,000	Physical loss of or damage to property for which you are responsible, including exhibits, stands, displays, equipment, furnishings, stationery, promotional literature, being brought to the venue for the purposes of the Exhibition.
Exhibitor Liability	GBP 2,000,000 any one occurrence	Legal liability to pay compensation, legal costs and expenses as a result of accidental death or injury to a third party and/ or damage to their property at the Venue.

If you already have adequate Public Liability cover in place you will receive email instructions as to how this can be uploaded onto the administrator's portal for approval. Proof of alternative cover should be uploaded at least 30 days prior to the exhibition opening. Please do not send any insurance documentation to CEM. A full specimen policy wording, showing the terms, conditions and exceptions of the cover, is available from InExvco Ltd on their website www.InExvco.co.uk. This service is provided on a non-advised basis and you should make sure that the minimum limits are sufficient for your needs.

I. Cancellation; Postponement; Change of Venue

Should a Participant wish to cancel its participation in the Event it must give notice in writing by email or post to CEM, such notice shall not be deemed to be given until you have received confirmation of receipt of your notice of cancellation from CEM as set out below. If such notice is given:

- prior to the Final Payment Date, then CEM 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 CEM will be entitled to retain the entire Event Fee in full or receive the balance of the entire Event Fee in full which has not already been paid

Save as set out above, the Participant will remain liable for the Event Fee in full whether or not the Participant actually participates in the event. CEM reserves the right to cancel any Participant's booking and should it do so its sole liability shall be to refund all monies paid by that Participant. In no circumstances shall CEM be liable for any loss (including indirect or consequential loss) or damage suffered by the Participant resulting from such cancellation however the same may be caused. CEM may at any time, at its sole discretion, cancel, postpone or move the Event to another venue. CEM will notify the Participant as soon as possible if the Event is cancelled, postponed or moved to another venue. Except where such cancellation is due to a Force Majeure Event (see below), if the Event is cancelled, CEM will repay to the Participant (without interest) any Fees paid by the Participant to CEM and the booking will be cancelled. If the Event is postponed or moved to another venue, this Event Contract will remain in force for the new dates and venue provided that the new dates and/or venue are in the reasonable opinion of CEM appropriate for the Event. For contracts entered into on-site at the event preceding the event to which this contract relates, there is a 30 day cooling off period within which period this contract can be cancelled without penalty by giving written notice to CEM

J. Force Majeure

None of CEM, its subsidiaries, employees, agents, sponsors or the Event Committee (its "Connected Persons") shall be liable for any loss, damage or delay resulting from acts of war, civil commotion, strikes or lockouts, shortage of labour, default or failure of suppliers, government action, intervention, law or regulation, military activity, act of God, fire, flood or any other circumstances beyond CEM's reasonable control which shall make it impossible or inadvisable for the Event to be held at all or at the scheduled time and place, and CEM reserves the right (but is not obliged) to re-schedule the Event at another date and/or at any alternative venue. The Participant acknowledges that CEM will have sustained damage and loss as a result of the foregoing and hereby waives all claims for damages or compensation in respect of any act or omission of CEM or any of its Connected Persons as a result of any of the foregoing. In the event of force majeure, no refunds will be made and the monies paid to CEM as Event Fees or otherwise in connection with the Event shall remain the property of CEM.

K. Passport & Visa

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

L. Exclusion and Limitation of Liability - IMPORTANT

Neither CEM nor its Connected Persons shall be liable to the Participant whether in contract, tort (including negligence) or otherwise for indirect or consequential losses; loss of revenue or anticipated revenue; loss of savings or anticipated savings; loss of business opportunity; loss of profits or anticipated profits or loss of wasted expenditure. Neither CEM nor its Connected Persons shall be liable for any loss or destruction of or damage to any property brought to the Premises by the Participant, its employees, agents, sub-contractors, stand sharers or invitees no matter what the cause (including but not limited to negligence by CEM or its Connected Persons) whether or not security is present at the Event. None of CEM or its Connected Persons shall in any circumstances be held liable for any loss or damage incurred by the Participant, its employees, agents or stand sharers not arising as a direct result of the willful or negligent acts or omissions of CEM 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 Event; or
- any conflicts or misinterpretations arising with the host country, the Event's sponsors, agents or other bodies regarding any and all aspects of the Event which may affect the Participant.

CEM's total liability to the Participant in respect of all losses arising in connection with the Event whether in contract, tort (including negligence), breach of statutory duty, or otherwise, shall in no circumstances exceed the greater of (a) the amounts paid by Participant to CEM or (b) £5,000. Notwithstanding the foregoing, nothing in this Agreement shall exclude or restrict any party's liability for (a) fraudulent misrepresentations or (b) death or personal injury resulting from the negligence of that party or its employees, agents or subcontractors while acting in the course of their employment.

M. Participants Indemnity - IMPORTANT

The Participant shall indemnify and keep indemnified and hold harmless CEM and its Connected Persons from and against all claims, damages, losses, costs (including all reasonable legal costs), expenses, demands or liabilities resulting from any claim by any third party (including, without limitation, any governmental authority), arising out of the manufacture, production, distribution, handling, advertising, consumption or use of, or otherwise relating to the Participant's products or services. For the avoidance of doubt, any approval by CEM of any use of any Event name or logo on the Participant's products or other materials supplied by the Participant relates only to the use of the Event name or logo and does not amount to approval of any of the Participant's Products or materials and shall not in any way affect this indemnity. The Participant shall be responsible for all personal injury or damage to or loss or destruction of property (including but not limited to the Event venue) arising in connection with the Participant's exhibit or stand and anything permitted, omitted or done thereon or therefrom during the Event or in the construction and dismantling provided that this results from the direct or indirect act or omission of the Participant or any employee, agent, sub-contractor or invitee of the Participant or any other person present on the Participant's stand or by any exhibit, machinery or other article or thing of or in the possession of or use of the Participant or any employee, agent, sub-contractor or invitee of the Participant or any other person present on the Participant's stand. The Participant shall indemnify and keep indemnified and hold harmless CEM and its Connected Persons in respect of all losses (including consequential losses), damage, costs (including all reasonable legal costs), claims, actions, proceedings, demands and expenses in respect thereof.

N. General

The Participant 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 Event). This Event Contract constitutes the entire agreement and understanding of the parties relating to the subject matter of this Event Contract and supersedes any previous agreement or understanding between the parties in relation to such subject matter. If any provision of this Event Contract shall be found by any court or administrative body of competent jurisdiction to be invalid or unenforceable, such invalidity or unenforceability shall not affect the other provisions of this Event Contract which shall remain in full force and effect. The validity, construction and performance of this Event Contract (and any claim, dispute or matter arising under or in connection with it or its enforceability) and any non-contractual obligations arising out of or in connection with it shall be governed by and construed according to English Law. Each party irrevocably submits to the exclusive jurisdiction of the courts of England over any claim, dispute or matter arising under or in connection with this Event Contract or its enforceability or the legal relationships established by this Event Contract (including non-contractual disputes or claims)

O. Photographs and Recordings

The Participant agrees (and shall procure the agreement of all relevant persons) that its personnel present at the Event and any trade marks, logos or company names displayed at the Event, may be photographed, filmed or sound recorded by CEM or its Connected Persons for promotional purposes, and irrevocably grants CEM permission to use such images and recordings for any commercial or non-commercial purpose, in any media, globally and at any time, including in printed publications, presentations, promotional materials, advertisements and websites. The Participant agrees that CEM may edit the images and recordings as it deems appropriate and confirms it does not object to CEM storing copies for the above purpose or transferring them globally. The Participant confirms and warrants it is entitled to make the grant of rights set out on behalf of itself, its personnel and shall obtain an identical grant of rights from its invitees to CEM as set out above. CEM shall not be liable to the Participant, its personnel or the invitees if the Participant fails to obtain such grant of rights. The Participant shall indemnify and hold harmless CEM and its Connected Persons from and against any and all losses (including consequential losses), damage, costs (including all reasonable legal costs), claims, actions, proceedings, demands and expenses suffered as a consequence of the Participant failing to obtain the grant of such rights (including without limitation in relation to any claim by any of its personnel or invitees made against CEM). Participants, its personnel or invitees with any queries regarding the use of photographs or recordings, or specific requests in relation to the same, should contact CEM.

P. Your Details

CEM may forward your details to third parties who play an important role in the effective organisation and promotion of the 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

Q. Application

The application by the Participant for Event space and the agreement of CEM to such application shall constitute, in consideration of CEM'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 Participant or any of its subsidiaries or parents has or may have against CEM or any of its subsidiaries or parents arising out of or in connection with it or relating to any previous agreement between the parties for the provision of Event space or otherwise arising out of the business relationship between the parties.

IMPORTANT: Please sign and date below and return 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: Date:

Print Name:

Name of Company:

PLEASE RETURN BOTH PAGES: Caspian Event Management FL LLC Al Shatha Tower, 25th Floor, Office No. 2514, Media City, Sheikh Zayed Road, P.O.Box 503021, Dubai, UAE, T: +9714 458 99 00 E-mail: sales@ite-gulf.com W: www.world-food.ru/ru-RU Registered in U.A.E. - 16917