



ESTONIA WILL BUILD IN 2027

PARTICIPATION TERMS

1. ORGANIZER

1.1 Estonian Exhibitions OÜ (hereinafter the Organizer), registry code 10017313.

1.1. Organizer's contact details: Vana-Narva mnt 3, 74114 Maardu, Estonia; e-mail

estbuild@fair.ee 1.2.

Organizer's website: eestiehitab.ee.

1.3. Project Manager: Reti Safin, +372 613 7337, estbuild@fair.ee

2. PLACE AND TIME

2.1. The fair Estonia Builds 2027 will take place on 8–10 April 2027 at Unibet Arena, Paldiski mnt.

104B, Tallinn (hereinafter referred to as the Exhibition Centre).

2.2. The fair is open:

April 8, 2027 from 10:00 a.m. to 6:00 p.m.

April 9, 2027 from 10:00 a.m. to 6:00 p.m.

April 10, 2027 from 10:00 a.m. to 5:00 p.m.

Assembly (for external contractors): April 5, 2027, 9:00 a.m. – 9:00 p.m.,

Exhibit set-up: April 6-7, 2027, 9:00 a.m. – 8:00 p.m., Exhibit removal and stand

dismantling: April 10, 2027, 5:00 p.m. – 9:00 p.m., April 11, 2027, 9:00 a.m. – 6:00 p.m.

Staying in the exhibition center outside of permitted working hours is permitted only with the prior permission of the Organizer and may be subject to a fee in accordance with Appendix 1.

3. FAIR THEME AND EXHIBITORS



- 3.1. Eesti ehitab is a trade fair for the construction and real estate sector and a business, knowledge- and technology meeting platform.
- 3.2. The themes of the fair include architecture and design; general and special construction works; construction materials and products; structures; fillings and surface covering materials; electrical, heating, ventilation, water and waste solutions; construction machinery, - equipment and tools; prefabricated and factory solutions; occupational safety and safety; science, consulting, training and publishing; real estate, development and construction financing.

4. FAIR AREA RENTAL AND EXHIBITOR REGISTRATION

- 4.1. To participate in the fair, the applicant fills out a digital participation and registration form on the Organizer's website. The digital order and registration form is an electronic form submitted on the Organizer's online environment, through which participation and, if necessary, fair services are ordered.
- 4.2. Based on the information provided on the registration form (in particular, the desired area size, location and field of activity), the Organizer will send the Exhibitor a confirmation of participation along with the location of the exhibition area.
- 4.3. By submitting the registration form, the applicant confirms his/her wish to participate in the Fair under the conditions set out in these Terms of Participation and their annexes and undertakes to be responsible for the accuracy of the information provided.
- 4.4. The exhibitor is considered registered after the Organizer's written confirmation of participation or other confirmation given by the Organizer in a form that can be reproduced in writing.
- 4.5. Registration for the fair is open until the number of available exhibition spaces remains. When allocating exhibition spaces, we will, if possible, take into account the order in which registration forms are received, the desired space size, the exhibitor's field of activity, the stand design, and the technical and safety requirements of the exhibits and the Exhibition Center.
- 4.6. Registration for the fair is open until 31.01.2027. After that, applications submitted We can consider applications if there are still spaces available at the fair and registration is technically possible. A possible surcharge for late registration is set out in Appendix 1.
- 4.7. Co-exhibitors are registered via the Organizer's digital form. The main exhibitor is responsible for the registration of the co-exhibitor, compliance with its Terms of Participation and payment of invoices.

5. PARTICIPATION FEE, FAIR AREA AND STANDARD STAND RENTAL PRICES



- 5.1. Each Exhibitor pays the participation fee and the exhibition space and ordered for the stand/services according to the price list in Appendix 1.**
- 5.2. Participation fee: 390 euros. Participation fee for co-exhibitor: 390 euros.**
- 5.3. The minimum size of the exhibition area is 9 m².
The space rental price is 121 €/ m².
The price of outdoor space is 100 €/ m² or according to the advertising package.**
- 5.4. Standard stand price 40 €/ m². Contents: walls, designed end table/facade, carpet, spotlights (1 pc. /3 m². kotha), electrical connection and electricity consumption (socket 1kW), assembly and disassembly according to the approved solution.**
- 5.5. All prices are stated without VAT, unless otherwise stated in the price list. The price is subject to VAT as provided by law.**
- 5.6. Services and benefits included in the participation fee and space rental price are listed in Appendix 1. All additional services must be ordered separately.**

6. TRADE FAIR SERVICES AND STAND CONSTRUCTION

- 6.1. Trade fair services are ordered via the Organizer's order form. The order becomes effective after confirmation by the Organizer.**
- 6.2. Additional services may include, among others, stand construction and design, furniture, lighting, electricity, internet, audiovisual equipment, hangings, warehouse and waste management, exhibitor and builder cards, advertising and other trade fair services.**
- 6.3. The deadline for ordering exhibition services is 28.02.2027. For later orders, the Organizer has the right to apply a graduated surcharge based on the time of order submission in accordance with Appendix 1.**
- 6.4. If the exhibitor wishes to build his/her own stand, he/she must contact the organizer no later than February 28, 2027, to approve the stand's drawing, electrical diagrams, and power consumption, and to submit a list of persons involved in the construction before the start of the assembly period.**
- 6.5. When erecting and dismantling stands, the valid rules of the Exhibition Center and the instructions of the Organizer must be followed.**

7. EXHIBITOR CARDS AND INVITATIONS



- 7.1. According to the rented exhibition space, exhibitor will receive participant cards from the exhibition center information stand on April 6-7 as follows: up to 20 m² - 5 cards, over 21 m² - 10 cards. Participant cards are valid from April 6-10, 2027.
- 7.2. From March 1, invitations will be issued to the exhibitor according to the rented exhibition space as follows: up to 20 m² - 50 invitations, over 21 m² - 100 invitations.
- 7.3. Cards are valid only during the period specified by the Organizer and Additional cards and invitations are subject to a fee in accordance with Appendix 1.
- 7.4. The movement of construction and assembly workers in the Exhibition Center will be based on construction maps and through the entrances designated by the Organizer.

8. FAIR CATALOGUE AND EXHIBITOR DATA

- 8.1. The organizer publishes the online and printed version of the Fair Catalogue. Fair The catalogue will publish information and contact details about Exhibitors who have completed and submitted the relevant form to the Organizer by February 28, 2027.
- 8.2. For the publication of additional advertising and logos, the organizer sends the exhibitor price list and link to the digital order form.
- 8.3. The Organizer is not responsible for the substantive accuracy of the data provided by the Exhibitor, unless otherwise provided by law.

9 USE OF THE FAIR TRADEMARK

- 9.1. The trademark "Eesti ehitab" and the visual identity of the Fair are protected by intellectual property rights.
- 9.2. The exhibitor may use the Messe name, logo and other Messe branding elements use it to inform about your participation in the Fair only with the prior written consent of the Organizer in a form that can be reproduced and in the form provided by the Organizer.

10. PAYMENT TERMS

- 10.1. The Organizer will issue an invoice for the participation fee, exhibition space and standard stand in accordance with the terms and conditions of registration and confirmation of participation. The invoice must be paid within 10 calendar days from the date of issue of the invoice, unless a different deadline is indicated on the invoice.
- 10.2. If the Exhibitor fails to pay the invoice by the due date, the Organizer has the right to cancel confirmation of participation, release the space reserved for the Exhibitor and consider this a breach of contractual obligations.

- 10.3. Additional services are billed according to the order and the Organizer's invoice.
The payment term for services billed after the fair will be stated on the invoice.**



- 10.4. If the participation fee, space rent or ordered services become due due to non-payment, the Exhibitor is also liable for reasonable collection costs to the extent permitted by law.**

- 10.5. Specific contractual penalties and cost compensation, including possible premature termination
The fee for leaving, unauthorized advertising, damage, working outside the permitted hours or other violations is set out in Appendix 1 or in the confirmation of participation. No sanction will be applied unless it has been notified to the Exhibitor prior to the violation or arises from legislation.**

11. TERMINATION OF THE AGREEMENT AND WITHDRAWAL FROM THE MESSI

TERMS AND CONDITIONS, DISPUTE RESOLUTION

- 11.1 The fair entry fee is non-refundable.**
- 11.2 The exhibitor has the right to terminate the contract without incurring sanctions before January 31, 2027 (inclusive).**
- 11.3 If the exhibitor wishes to terminate the contract between February 1 and February 28, 2027 (inclusive), he/she is obliged to pay the participation fee and 50% of the exhibition space rent.**
- 11.4 Upon termination of the contract from March 1, 2027, the exhibitor is obliged to pay the participation fee, surface and standard stand rent in full.**
- 11.5 The exhibitor is obliged to notify the organizer of their wish to terminate the contract. in writing.**
- 11.6 In the event that the Government of the Republic of Estonia imposes restrictions that change the make it impossible to organize the fair and/or significantly limit people's ability to participate in the fair, the organizer has the right to change the venue of the fair to a virtual environment.**
- 11.7 If the fair is postponed indefinitely or cancelled, the organizer will refund all payments made to the exhibitor at that time.**

12. EXHIBITOR'S OBLIGATIONS



12.1. Damage to exhibits, advertisements, packaging, inventory or other property

Placing outside the area allocated to the Exhibitor is prohibited. It is prohibited to close or obstruct evacuation routes, exits, fire-fighting equipment, technical equipment, doors and other rescue or safety equipment.

12.2. The exhibitor is responsible for complying with fire, work and visitor safety requirements and must ensure that his stand, exhibits and activities do not endanger other persons or the property of the Exhibition Centre.

12.3. No activities are permitted in the premises of the Exhibition Centre without prior approval from the Organiser. open fire, pyrotechnics, use of professional photo, video or audio recording equipment or other activities for which the rules of the Exhibition Centre require a separate permit.

12.4. Use of outdoor areas, general areas or other surfaces outside the billboard for advertising, for promotion, product presentation or commercial activities must be coordinated with the Organizer in advance.

12.5. Retail sales are permitted only on the area allocated to the Exhibitor, if it is permitted by the Fair format, the rules of the Fair Centre and applicable legislation, and the Exhibitor has all required permits.

12.6. The Exhibitor may not remove exhibits or dismantle the stand before the end of the official working hours of the Fair without the prior written permission of the Organizer. Possible sanctions for premature departure or dismantling are set out in Appendix 1.

12.7. At the end of the fair, the exhibitor must vacate the area by the agreed deadline and return the property provided for use in good condition. Stickers, advertising materials, structures and other inventory must be removed in a way that does not damage the area.

12.8. The exhibitor must ensure adequate protection of its property, exhibits and activities. insurance coverage. The Organizer is not responsible for damage to or loss of the Exhibitor's property, except as required by law.

13. FORCE IMMERSIVE

13.1. Neither the Organizer nor the Exhibitor shall be liable for breach of obligation to the extent that in which the breach was caused by a circumstance that the party could not reasonably have influenced or prevented, including a natural disaster, fire, major technical accident, epidemic or governmental restriction, war or threat of war, act of terrorism or other force majeure.

13.2. If the organization of the Fair becomes impossible or significantly delayed due to force majeure prevented, the Organizer has the right to postpone the Fair, change its format or cancel the Fair.

13.3. The procedure for refunding, transferring or other settlements of payments shall be determined according to the circumstances of the event, concluded contracts, the Organizer's actual and unavoidable costs and applicable law.

14. DISPUTE RESOLUTION



14.1. Exhibitor's claims and demands concerning the Fair

organization, stand, services or other circumstances related to the Fair, must be submitted to the Organizer in writing during the Fair, if possible. Claims submitted after the end of the Fair will be resolved on the basis of a written appeal and their legal meaning will be assessed in accordance with applicable law.

14.2. The dispute shall first be resolved through negotiations. Agreement

If this is not achieved, the dispute will be resolved in the competent Harju County Court under the law of the Republic of Estonia.

14.3. The integral annexes to these Terms of Participation are: Annex 1 Price List.

14.4. The organizer has the right to make organizational and technical changes before the start of the Fair.

clarifications that do not change the Exhibitor's already undertaken financial obligations without the Exhibitor's consent.

15. FAIR WORK ENVIRONMENT

15.1. The Exhibitor is responsible to the Organizer and the Exhibition Center for the safety of its employees, for the activities of subcontractors, stand builders, representatives and co-exhibitors.

15.2. The exhibitor shall compensate for any damage caused by him or a person acting under his responsibility. causes damage to the Organizer, the Exhibition Center, other exhibitors, visitors or third parties.

15.3. Violation of the terms and conditions of participation, technical requirements or safety rules of the Exhibition Centre In the event of a violation, the Organizer may demand immediate cessation of the violation, issue an order to suspend the activity, remove the non-compliant object or person, and demand compensation for justified costs and damages.

15.4. The Exhibitor, its employees, subcontractors, stand builders and co-exhibitors must comply with these Terms and Conditions of Participation, the Unibet Arena Special Terms and Conditions, applicable safety and organizational rules and the Organizer's instructions.

15.5. The general safety, security, technical, traffic,

Waste management and other organizational rules are mandatory for the Exhibitor.

If the Organizer's Terms and Conditions of Participation and the Exhibition Center's terms and conditions conflict, the mandatory safety and legal requirements of the Exhibition Center will prevail first, and then the Organizer's written instructions; in matters of financial and participation conditions, the Terms and Conditions of Participation and the confirmation of participation will prevail.



