PARTICIPATION CONDITIONS FOR THE INTERNATIONAL TOURISM FAIR TOUREST 2027

1. ORGANIZER OF THE FAIR

Estonian Travel and Tourism Association (hereinafter the Organiser), Pärnu mnt 20, 10141 Tallinn, telephone +372 6313 013, e-mail info@etfl.ee, website www.tourest.ee.

2. DATE AND PLACE OF THE FAIR

2.1. Tourest 2027 will take place from 12 to 14 February 2027 at **Unibet Arena**, Paldiski mnt 104B, Tallinn.
2.2. Opening hours of the Fair for visitors:
12.02.2027 from 10.00 to 18.00
13.02.2027 from 10.00 to 18.00
14.02.2027 from 10.00 to 15.00
2.3. Admission to the Fair is subject to an entrance fee.
2.4. Delivery of exhibits, assembly, dismantling, the presence of the Exhibitor at the venue and exhibiting:
2.4.1. Assembly: 09.-11.02. from 9.00 to 20.00
2.4.2. Exhibiting: 12.-13.02. from 9.00 to 20.00 and 14.02. from 9.00 to 17.00
2.4.3. Dismantling: 14.02. from 15.00 to 20.00 and 15.02. from 9.00 to 17.00
2.5. Exhibitors and stand builders may remain at the venue outside the specified hours only with the prior consent of the Organiser, and an additional fee may apply.

3. EXHIBITORS, CO-EXHIBITORS AND VENDORS

3.1. The Fair is open to tourism organisations, tour operators, travel agencies, destination representatives, transport, accommodation, catering, entertainment and other companies providing tourism services, as well as their cooperation partners.
3.2. A main exhibitor (hereinafter the Exhibitor) is a natural or legal person who has a valid agreement with the Organiser for participation in the Fair and use of exhibition space. The Exhibitor's name and/or logo will be published on the Fair website and displayed on the exhibition stand in accordance with these Participation Conditions.
3.3. A Co-exhibitor (hereinafter Co-Exhibitor and also generalized as Exhibitor) is a company or organisation that participates in the Fair on the exhibition space of the main Exhibitor and whose participation has been duly registered with the Organiser.
3.4. The activities and representation of a Co-exhibitor must be clearly distinguishable on the exhibition space. The permitted number of Co-exhibitors depends on the size of the exhibition space and the Participation Conditions approved by the Organiser.
The number of Co-exhibitors is limited as follows: stands smaller than 9 m² may not have Co-exhibitors; stands of 9-12 m² may have a maximum of 2 Co-exhibitors; and stands of 13-24 m² may have a maximum of 6 Co-exhibitors.
3.5. The main Exhibitor is responsible for the registration of all Co-exhibitors operating on its exhibition space, payment of participation fees and compliance with the Terms of Participation.
3.6. Vendors are companies and service providers open to visitors that present their activities at the Fair and sell local food, handicrafts, regional products and other goods related to travel and experiences.
3.7. A Vendor must have a valid agreement with the Organiser for participation in the Fair and for the rental of 4 m² of exhibition space. The Vendor's name and/or logo will be published on the Tourest 2027 website.
3.8. The Organiser reserves the right to determine whether participants and the products and services they offer are suitable for the themes and concept of the Fair.

4. CONCLUSION OF THE AGREEMENT AND PAYMENT TERMS

4.1. The agreement for participation in the Fair is concluded through the Tourest online registration system at www.tourest.ee.
4.2. The agreement must be concluded by the Exhibitor's legal or authorised representative, who, by concluding the agreement, confirms that they have the right of representation.
4.3. The agreement becomes binding on both parties upon confirmation of the registration by the Organiser. Participation in the fair is subject to the payment of the registration fee and all other payments due under the agreement by the deadlines specified by the Organiser.

4.4. The Organiser has the right to refuse to confirm a registration if the participant's activities do not comply with the concept of the Fair, the Terms of Participation or applicable legal requirements.
4.5. Participation fees and fees for additional services shall be charged on the basis of invoices issued by the Organiser. The Organiser reserves the right to require advance payment for services.
4.6. The Exhibitor that concluded the agreement remains responsible for payment of invoices even if, at the Exhibitor's request, an invoice has been issued to a third party.
4.7. If an invoice is amended after it has been issued, the Organiser reserves the right to charge a service fee of EUR 20 (twenty euros) plus VAT, for each amendment.
4.8. In the event of late payment, the Organiser reserves the right to charge default interest as provided in the agreement at the rate of 0.02% per day on the overdue amount.
4.9. The Organiser has the right to suspend the provision of services ordered by the Exhibitor or prohibit the use of the exhibition space if payments due under the agreement have not been made by the deadline.
4.10. By concluding the agreement, the Exhibitor confirms that it has read these Terms of Participation and undertakes to comply with the applicable technical, fire safety, occupational safety, delivery, parking and other organisational requirements established by the Organiser and Unibet Arena and communicated to the Exhibitor.

5. EXHIBITOR AND STAND BUILDER PASSES

5.1. Each Exhibitor representative will receive an Exhibitor Pass, which grants access to the fair venue during the hours designated for Exhibitors, as specified in Section 2. of these Terms of Participation. The Exhibitor Pass is personal and non-transferable.
5.2. A Stand Builder Pass entitles access to the fair venue for stand construction and dismantling before and after the fair, in accordance with the schedule set out in Section 2.4. of these Terms of Participation. The Contractor Pass is linked to the Exhibitor participating in the Fair.
5.3. The Exhibitor is responsible for the proper use of passes issued to it and its subcontractors.
5.4 Passes may not be sold, transferred to another person, or used for any purpose other than that for which they were issued.

6. TERM AND TERMINATION OF THE AGREEMENT

6.1. The agreement shall remain force until all obligations arising from it have been fulfilled by both the Exhibitor and the Organiser. The Organiser has the right to withdraw from the agreement if:
6.1.1. despite a reminder from the Organiser, the Exhibitor has failed to pay the Registration Fee by the due date;
6.1.2. despite a reminder from the Organiser, the Exhibitor has failed to pay the exhibition space rental fee by the due date;
6.1.3. despite the Organiser's reasonable efforts, it is not possible to organise the Fair without incurring a loss due to insufficient interest in participation by Exhibitors, provided that such insufficient interest is not attributable to the Organiser.
6.2. The Exhibitor has the right to withdraw from the agreement or terminate it ordinarily before the end of its term:
6.2.1. until 20 November 2026, subject to payment to the Organiser of a contractual penalty equal to 100% of the Registration Fee, as well as the cost of any work performed and services provided in accordance with the applicable price list and agreed fees;
6.2.2. from 21 November 2026, regardless of the reason for cancellation, the Exhibitor shall not be entitled to a refund of any amounts paid to the Organiser or to refuse to fulfil any financial obligations undertaken towards the Organiser.
6.3. The Registration Fee is non-refundable in all cases upon withdrawal from the Registration Application.

7. FAIR SERVICES AND ADDITIONAL SERVICES

7.1. The Exhibitor may order a standard stand from the Organiser or have a custom-designed stand constructed and fitted out either by the Organiser's official stand construction partner or by a contractor of the Exhibitor's choice.
7.2. The Organiser's stand construction partner is Ekspodisaini OÜ, which provides exhibition services, including the design, construction and furnishing of exhibition stands. Contact at Ekspodisaini OÜ: Rano Normatova, Rano@fair.ee
7.3. Orders for stand and additional services must be submitted by 22 January 2027. Later orders will be fulfilled only if possible and will be subject to a 25% surcharge.
7.4. The Organiser will hand over the completed standard stand to the Exhibitor no later than 11 February 2027 between 09.00 and 20.00, provided that the order was submitted by 22 January

2027. If the stand is not ready by that time or if there are defects, the Exhibitor must immediately notify the on-site information staff and the stand construction partner Ekspodisaini OÜ.
7.5. If the Exhibitor has not ordered a standard stand or a custom-designed stand and does not build the stand itself using its own materials, but wishes to use wall elements, these must be ordered from the stand construction partner Ekspodisaini OÜ.
7.6. If the Exhibitor carries out the construction of the exhibition stand itself or uses third parties for this purpose, it must obtain the Organiser's approval of the stand design, stand structures and materials no later than 22 January 2027.
7.7. The Exhibitor is required to comply with the deadlines for assembly and dismantling established in the Terms of Participation, the Unibet Arena requirements for exhibition stand construction, and the applicable fire safety, occupational health, safety and work organisation rules.
7.8. Prior written approval from the Organiser is required for attaching or suspending any objects, decorative elements or advertising materials of any weight to the stand walls or ceiling structure.
7.9. The standard height of stand wall elements may not exceed 2.5 m. Higher structures require special permission from the Organiser and the technical service of Unibet Arena.
7.10. The Exhibitor is responsible for the safety of the structures, installation, use and dismantling of any stand ordered or built by the Exhibitor.
7.11. The Organiser has the right to stop stand construction or require structures to be modified if they do not comply with safety requirements or the approved design.
7.12. Electrical work and other work related to technical systems may only be carried out by competent service providers accepted by the Organiser or the venue.
7.13. If work already performed or services already installed are cancelled, the Organiser has the right to claim reimbursement of the costs incurred.
7.14. A service and information office will be available at the Fair, where Exhibitors may order exhibition and stand-related services. During the Fair operating period (09.-15 February 2027), orders may only be placed on-site at the fair venue. A 50% surcharge will apply to such orders.
7.15. The Exhibitor undertakes to verify the conformity of the stand provided and the services ordered, and to notify the Organizer immediately of any deficiencies so that they can be rectified during the fair.

8. TRANSPORT AND CUSTOMS
8.1. The Exhibitor shall arrange the transportation of its exhibits to and from the Fair at its own expense and shall be responsible for completing all customs formalities related to its exhibits.
8.2. The delivery and removal of goods shall take place in accordance with the schedule established by the Organiser and the logistical instructions of Unibet Arena, using the designated goods entrances and loading doors C and D.
8.3. The Exhibitor or its authorised representative shall ensure receipt and proper storage of all shipments.
8.4. The Organiser shall not be responsible for receiving or storing the Exhibitor's shipments unless the relevant service has been agreed in writing in advance.
8.2. Customs and transport services may be ordered from: UPEX LS OÜ - Punane 42, 13619 Tallinn; e-mail upex@upex.ee, tel. +372 611 2860.
8.3. Unibet Arena can receive and store shipments and materials related to the Fair from **9 February 2027** when addressed to the Exhibitor at Unibet Arena, Paldiski mnt 104 B, Tallinn.
8.4. The Exhibitor or a person authorised by the Exhibitor is required to personally receive shipments arriving in the Exhibitor's name. Neither the Organiser nor Unibet Arena accepts responsibility for the safekeeping of shipments sent to the venue unless the relevant service has been confirmed to the Exhibitor in a form capable of being reproduced in writing.

9. FIRE SAFETY
9.1. The Organiser shall ensure the overall security arrangements for the Fair in cooperation with Unibet Arena.
9.2. The Exhibitor is responsible for the safety of its exhibition space, including all equipment, structures and activities within it.
9.3. The Exhibitor undertakes to comply with applicable fire safety and occupational safety requirements and with lawful instructions issued by representatives of the Organiser and Unibet Arena.

9.4. The use of open flames, smoking and handling hazardous substances on the exhibition space are prohibited, except where the activity is permitted by law and has been agreed with the Organiser in advance.
9.5. Evacuation routes, exits, fire-fighting equipment and technical access points must remain unobstructed throughout the Fair.
9.6. The Organiser has the right to immediately stop any activity that poses a risk to people, property or the operation of the Fair.

10. ADVERTISING AND RETAIL SALES
10.1. The Exhibitor is entitled to use the rented exhibition space and the inner walls of the stand for advertising products and services related to the theme of the Fair.
10.2. The outer sides of stand walls facing adjacent stands must be white and free of advertising. Advertising materials may only be attached to the stand walls using adhesive tape and/or hanging hooks. The Exhibitor may only display advertising relating to its own activities and relevant to the theme of the fair, and all advertising must comply with applicable advertising legislation. The Exhibitor is responsible for ensuring that all advertising materials and displays at its stand comply with applicable law.
10.3. The use of advertising space outside the exhibition stand is subject to a fee and requires prior agreement with the Organiser.
10.4. Any marketing activities organised by the Exhibitor outside its exhibition space must be approved in advance by the Organiser. The distribution or display of brochures, promotional materials or any other advertising materials outside the Exhibitor's own exhibition space is prohibited unless otherwise agreed with the Organiser.
10.5. Audio and video content presented within the exhibition space must not disturb neighbouring Exhibitors. Any presentations, events or similar activities held at the stand must be agreed with the Organiser in advance to ensure that they do not interfere with the activities of neighbouring stands.
10.6. The Exhibitor is responsible for copyrights related to its presentations and for obtaining any necessary permissions.
10.7. In order to ensure the continuity of the Fair, increase visitor attendance, support the successful organisation of the Fair and promote the Fair, the Exhibitor agrees to comply fully with the following conditions:
10.7.1. Prohibition on advertising that encourages people to avoid the Fair. Each Exhibitor undertakes to refrain from and completely prevent the publication of any advertising, appeals or information that directly or indirectly encourages persons, customers, consumers and/or Fair visitors to avoid visiting the Fair or to refrain from attending it.
10.7.2. The Exhibitor ensures and is responsible for ensuring that its Co-exhibitors, agents and resellers also fully comply with the obligations set out in this clause.
10.7.3. This prohibition applies indefinitely from the conclusion of the agreement, including where the Exhibitor, Co-exhibitor, agent or reseller uses different terms, expressions, symbols or logos to communicate the message, where it is nevertheless clear that the Fair is being referred to. For example, advertising such as "Enjoy the best travel offers without the crowds at the Fair and book your trip online or at our office instead" is prohibited.
10.7.4. For each breach of the obligation set out above, including a breach is committed by the Exhibitor's Co-exhibitor, agent or reseller, the Exhibitor shall pay the Organiser a contractual penalty equal to 50% of the total exhibition space rental fee, excluding VAT. The contractual penalty is intended to ensure compliance with the obligation;
10.7.5. By entering into the Agreement, the Exhibitor confirms that it considers the prohibition on advertising that discourages attendance at the Fair to be justified, reasonable and not unduly burdensome, and agrees to participate in the Fair on these terms.
10.8. Retail sales
10.8.1. Retail sales of products and services related to the theme of the Fair are permitted in accordance with the agreement concluded with the Organiser.
10.8.2. Travel undertakings must hold a valid licence and a financial guarantee that complies with the law. Vendors are entitled to sell local food, handicrafts, regional products and other goods related to travel and experiences at the Fair, provided that these have been approved by the Organiser.
10.8.3. A Vendor must hold all permits and licences required by law for the sale of goods and services.

10.8.4. The sale, tasting and on-site serving of food and beverages must comply with applicable legislation and Unibet Arena's catering arrangements.
10.8.5. The sale of alcoholic beverages is permitted only where allowed by law and agreed in advance with the Organiser and the venue operator.
10.8.6. The Exhibitor and the Vendor are responsible for obtaining and maintaining all permits, registrations and notifications required for their sales activities and for complying with all applicable requirements.
10.8.7. The Organiser reserves the right to prohibit or suspend sales activities that do not comply with the law, the Terms of Participation or the Fair concept.

11. LIABILITY AND INSURANCE
11.1. Unibet Arena is responsible for maintaining public order and security within the exhibition halls and on the venue premises, as well as for the uninterrupted operation of the security alarm system outside the Fair's opening hours, in accordance with the applicable terms and conditions. The Organiser and Unibet Arena shall not be liable for any damage caused by force majeure or by visitors, Exhibitors, their representatives or contractors. The Organiser and Unibet Arena shall not be liable for any damage to or loss of the Exhibitor's exhibits, structures or other property.
11.2. The Exhibitor is responsible for the accuracy of the information they enter into online environment www.tourest.ee and bears the risk of any damages resulting from errors.
11.3. The Exhibitor is responsible for the installation and arrangement of its exhibition and for maintaining its exhibition space in a safe and proper condition. The Exhibitor is responsible for exhibition equipment and inventory made available to it from the time of receipt until return to the Organiser after dismantling its exhibition. Any adhesive films, tapes, stickers or other promotional materials applied by the Exhibitor must be removed from wall elements and other equipment without causing damage. The Exhibitor is responsible for the actions of any third parties engaged by it and shall compensate the Organiser, where applicable, for any material damage caused by such third parties. The Exhibitor is responsible for the supervision, safekeeping and insurance of its exhibits and other property throughout the Fair period.
11.4. The Exhibitor is responsible for the proper registration of its Co-exhibitors, compliance with these Terms of Participation and payment of invoices. The Exhibitor undertakes to pay the Organiser a contractual penalty of EUR 100 for each unregistered Co-exhibitor operating on the Exhibitor's exhibition space, in addition to which the Co-exhibitor participation fee must also be paid.
11.5. The Exhibitor bears full responsibility for payment for the exhibition space, stand and additional services ordered.
11.6. Dismantling exhibits and the stand before the official end of the Fair is prohibited unless the Organiser has given prior written consent.
11.7. Dismantling of exhibits and/or the stand and/or the Exhibitor leaving the exhibition space before the end of the Fair opening hours is prohibited. An Exhibitor that disregards this prohibition is required to pay a contractual penalty of 10% of the total exhibition space rent under the agreement, for each full hour of breach, but not less than EUR 200. Exceptions are permitted by prior written agreement with the Organiser.
11.8. After dismantling, the Exhibitor must return the exhibition space clean and in its original condition, allowing for normal wear and tear.
11.9. If the Exhibitor fails to remove the stand or exhibits by the specified deadline, the Organiser has the right to arrange for their removal and storage at the Exhibitor's expense.
11.10. In the event of damage to the property of the Organizer or Unibet Arena that was in the Exhibitor's use (including exhibition hall floors, walls, doors, gates, support and load-bearing structures, windows, equipment, etc.), the Exhibitor is obliged to notify the Organizer immediately and compensate for the damage in full.

12. OTHER TERMS AND CONDITIONS
12.1. Agreements and orders are processed in the order in which they are received. The final position of the exhibition spaces and stands in the exhibition hall is determined by the Organiser based on the Fair concept, allocation of thematic areas, visitor flows and technical possibilities, taking the

Exhibitor's wishes into account where possible.
12.2. Prior to the Fair, the Organiser shall provide each Exhibitor a floor plan of the exhibition hall indicating the location of the exhibition space reserved for that Exhibitor.
12.3. Where necessary, the Organiser reserves the right to unilaterally change the location of the exhibition space. or to reduce or increase the exhibition space by up to 10% without the Exhibitor's consent, without this resulting in any change to the exhibition space rental fee payable and/or already paid by the Exhibitor.
12.4. The Exhibitor has no right to assign obligations arising from the agreement to third parties, including no right to sublet the exhibition space in whole or in part without the Organiser's written consent.
12.5. These Tems of Participation have been prepared in Estonian and English. In the event of discrepancies in interpretation, the Estonian text shall prevail.

13. FORCE MAJEURE

13.1. Force majeure means a circumstance beyond the control of a party, the occurrence and consequences of which could not reasonably have been foreseen, avoided or overcome at the time the agreement was concluded.
13.2. Force majeure events may include, but are not limited to, natural disasters, fire, acts of war, major disruptions to infrastructure, government restrictions or other extraordinary events that prevent the organisation or operation of the Fair.
13.3. In the event of force majeure, the Organiser has the right to suspend or postpone the preparations for or conduct of the Fair, or to shorten the Fair opening hours, where this is necessary due to force majeure circumstances.
13.4. If the Fair is cancelled, the refund of amounts already paid and the treatment of costs already incurred shall be determined in accordance with the agreement between the parties and applicable law.
13.5. The parties are not liable for a breach of an obligation caused by force majeure to the extent that liability is excluded under applicable law.

14. CLAIMS

14.1. The Exhibitor has the right to submit claims to the Organiser in writing no later than 3 (three) days after becoming aware of the relevant circumstances giving rise to claim. Claims submitted later are time-barred and have no legal effect.
14.2. The agreement and its performance are governed by the laws of the Republic of Estonia. Disputes will be resolved by negotiation; if no agreement is reached, disputes will be settled by Harju County Court in accordance with the laws of the Republic of Estonia.