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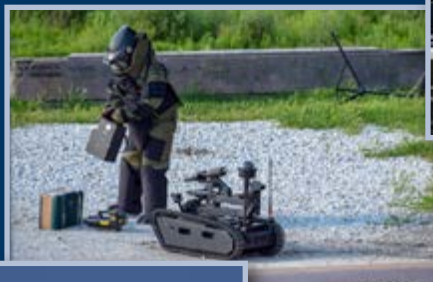
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WHY “HEMUS 2024”

On the crossroad between the East and the West, the North and the South, “HEMUS” , the biggest Bulgarian International Defence and Security Exhibition, with its over 29 years of growing experience traditionally offers unique opportunities for matching the interests of the Governmental Institutions, National Armed Forces, Bulgarian Defence Industry, European and International companies, Scientific institutions and Academia.

It proved to be a successful forum for expanding the opportunity for businesses in the defence sector, widening the business networking, strengthening the relations and contacts between business partners Governmental and Non-Governmental Organizations, presenting of innovative solutions products and services, sharing knowledge and experience.

Bulgaria’s EU and NATO Membership widened the Exhibition’s scope and added attractiveness both for states EU and NATO Members as well as states outside those organizations.

The latest editions of “HEMUS” - held in conditions of severe anti-epidemic restrictions, geopolitical and economic crises, providing attractive conditions for exhibitors and visitors showed that the Exhibition is sustainable and has proven possibilities to be held in any situation.

Established in 1995, “HEMUS” was dedicated and focused on strengthening the National Security in the variety of its aspects: Defence (Army, Navy, Air Force, Joint Capabilities, Communications, Logistics chains etc.), Antiterrorism, Border Security, Interior Security, Cyber security, UAVs etc., as well as on enhancing the capabilities of the Bulgarian Defence Industry.

“HEMUS” is an event that brings the relevant decision-makers, representatives of National, European and International Institutions and Organizations, Companies from the defence sector and Academia together to enhance international strategic cooperation and dialogue.

Our International Defence Products and Services Exhibition provides a platform for European and International companies to exhibit their innovations to an audience that includes key figures from the Security and Defense industry, Government and Military officials from the European and international community, and also opportunities to network with the relevant players.

From the Bulgarian side main customers for the products and services exhibited are the Armed Forces, the Police Force and the National Security Services.

Exhibitors, visitors and guests may find variety of reasons to attend the next edition of the Exhibition - “HEMUS 2024” and its accompanying events. Businesses will be able to present their products, services and innovative solutions on an individual stands or in national pavilions and to demonstrate their capabilities in live demonstrations and live firings.

Scheduling and conducting meetings between business partners, state and military high rank officials, European and other foreign Official delegations, representatives of International Organizations, representatives of Scientific Organizations and Academia would be possible during the entire event.

WHY “HEMUS 2024”

The Industrial forum is also a good opportunity for making presentations or for meetings with the Bulgarian Defence Industry. Presentations could be organized also separately.

At the International Scientific Conference our participants and attendees can share the latest developments, results of the researches and knowledge with respect to the National Security in all of its aspects.

The social events provide excellent opportunity for widening the exhibitors' and visitors' network with potential new partners and customers.

Additionally, “HEMUS 2024” provides variety of options for sponsorship and advertisement.

Last but not least it is worth to visit Plovdiv – the city where “HEMUS 2024” will take place. A city with millennial history and mixture of cultures and religions. The city chosen to be The European Capital of Culture for 2019.

EXHIBITION STRUCTURE

DATE

XVI International Defence Equipment and Services Exhibition “HEMUS 2024 - Defence, Antiterrorism and Security” will be held in the period 05 - 08 June 2024.

LOCATION

International Fair Plovdiv exhibition space (37 “Tsar Boris III” boulevard), Plovdiv, Bulgaria.

UNDER THE AUSPICE OF

Ministry of Defence and Ministry of Economy of the Republic of Bulgaria.

ORGANIZER

“HEMUS-95” Foundation

MAIN PARTNERS

- PLOVDIV INTERNATIONAL FAIR AD
- BULGARIAN DEFENCE INDUSTRY ASSOCIATION

SUBJECT OF THE EXHIBITION

Defence, antiterrorism and security with special emphasis on the cyber security, border security, strategic communications, autonomous systems for observation, information, tracking and reaction as well as scientific and educational products and services in the subject domain.

AUDIENCE

“HEMUS” addresses all Bulgarian and foreign producers, traders, experts, representatives of national and foreign governmental institutions, international organizations, scientific and educational bodies and institutions, non-profit organizations etc., and provides an international showcase for their innovations, R&D activities, defence equipment, products and services and their acquisition in the broad spectrum of Security and Defence.

GUESTS

High ranking civilian and military representatives from Bulgarian and foreign state institutions, national official delegations, VIPs from the European Commission, the European Defence Agency, NATO Agencies, Ambassadors, Defence and Trade Attaches and many other high ranking decision-makers.

OBJECTIVES OF THE EXHIBITION

To establish immediate contacts between defence, national security and antiterrorism products and services vendors and potential customers both at national and international level. To give impetus to the development of the defence industry providing the manufacturers and traders the opportunity to showcase industry innovations and recent developments. To create international scientific forum for presentation of leading solutions and exchange of ideas regarding the education, scientific explorations, innovations, R&D and industrial cooperation in the defence and security sectors. To create a working medium for establishment of cooperation between Bulgarian and international defence industry communities, government, non-government and scientific organizations and institutions in achieving synergy effect in the investment, common developments, production and acquisition of products and services processes in the defence and security domains. To be used as an international platform for contacts, defining and realization of mutual interest in the “business – business”, “business – government” and “government – government” spheres.

EVENTS

- XIIth International Scientific Conference - dedicated on Defence Research, Technology and Innovation and Industrial cooperation in interest of Security and Defence.
- Industrial Forum - aiming to investment, joint research and development.
- Live Demonstrations and Live Firings at Central Military Test Range – offer opportunity to demonstrate product’s mobility, functionality and firepower.
- Static display and demonstrations of units of the Bulgarian Armed Forces.
- Meetings - extended opportunities for ‘b2b’, ‘b2g’ and ‘g2g’ meetings.

PRICE ACCENTS

The General Terms for participation in the Exhibitions envisages: reasonable prices, discounts for early application for participation and payment of part of the expenses for the services agreed, combined booking of indoor and outdoor exhibition area and booking the entire hall (780 sq. m.).

For more details, please contact us.

AREA

Built-up area (pavilions): 10 700 square meters. Open area: over 20 000 square meters.

INTERNATIONAL DEFENCE EQUIPMENT AND SERVICES EXHIBITION “HEMUS”

“TRADITION, outstanding PERFORMANCE, crisis RESILIENCE”

„An Event where the West and the East match interests“

„A Platform on which the European Union meets its partners“

The biennial specialized International Defence Equipment Exhibition “HEMUS” was established in 1995 with a decision of the Council of Ministers of the Republic of Bulgaria to be held at the International Fair Plovdiv venue.

The Exhibition is held under the patronage of the Ministry of Defence and the Ministry of Economy of the Republic of Bulgaria.

“HEMUS-95” Foundation, the Principal of which is the Ministry of Defence, has undertaken the financing of the Exhibition and the immediate arrangements.

Over the course of its over 29 year existence, the Exhibition has pursued and achieved its main goal - to give an impetus to the development of the Defence Industry, providing the manufacturers and business people a focal point to showcase armaments and combat equipment along with the whole spectrum of defence assets. The Forum creates opportunities for the establishment of joint-venture enterprises, maintenance and repair activities and joint innovative Research & Development projects in the area of defence and security.

Since 2011, the concept of the Exhibition has been expanded and enriched to involve three more perspectives: Defence, Antiterrorism and Security. Special role has been assigned to innovations and research and development promoted by scientific conferences, demonstrations and test firings, presentations of academia and higher educational institutions, etc.

The Fifteenth edition of the International Defence Equipment and Services Exhibition “Hemus 2022” took place from 1-st to 4-th June, 2022 at the Plovdiv International Fair. The Event was held in complex geopolitical and economic conditions. Significant efforts were made by the organizers to ensure not only attractive but also safe venue and conditions for exhibitors and visitors.

Despite the complex situation, “Hemus 2022” has achieved significant growth in all trade parameters compared to the previous edition in 2020. In particular, “Hemus 2022” has expanded the indoor and especially the outdoor exhibition area to accommodate the increased number of exhibitors. A significant number of new exhibitors from countries new to “Hemus” successfully participated in this edition.

On an exhibition area of a total of 4284 sq.m., of which 2039 sq.m. covered and 2245 sq.m. opened, 100 companies and organizations were presented, of which 59 Bulgarian and 41 foreign from 21 countries. Among our esteemed exhibitors, to whom we offered hosting, was once again a Contingent from the US Army, which participated in the Static Display together with Bulgarian military formations. This contingent, as well as the military personnel from the United Kingdom who visited the exhibition, were part of the NATO Multinational Battalion Battle group formed on the territory of the Republic of Bulgaria.

The Bulgarian Academia continued to show significant interest, as a total of 11 Scientific bodies and Universities, of which 5 military and 6 civilian, took part as exhibitors in “Hemus 2022”.

In general, regardless of the complex economic and geopolitical situation in the world, the achieved commercial parameters of “Hemus 2022” exceeded by 10% to 50% what was achieved in the previous edition.

This edition of the exhibition caused widespread interest and visits from a number of representatives of the Bulgarian state institutions, from official delegations and guests of the Minister of Defense, from the diplomatic corps, from representatives of Bulgarian and foreign business and last but not least, from numerous Bulgarian and foreign citizens. On the Bulgarian side, the exhibition was viewed by the President of the Republic of Bulgaria, by representatives of the Parliament, by the Minister of Defense, by Deputy Ministers of Defense, of Economy and Industry and of Innovation and Growth, by the Chief of Defense, by the Commanders of Services, Generals and Admirals.

The exhibition was also visited by 18 foreign delegations, guests of the Minister of Defense. Along with the official delegations, “Hemus 2022” had visitors from 50 countries from Europe, North and South America, Australia, Africa and Asia. A number of countries were represented by their Defense Attachés in Sofia and other visitors.

The total number of visitors to the exhibition and its accompanying events exceeded 3,000 people, which means that the positive trend of increasing attendance is maintained.

The exhibition and accompanying events were covered by representatives of over 36 Bulgarian and foreign media.

The exposition in practice continues to cover the full cycle of the development of a defence product or service – education and training, innovation, R&D, production, commercialization, acquisition, life-cycle support and utilization.

The expanded international participation and the strong international, European and Euro-Atlantic interest shown in the exhibition made it a high-level international forum for the realization of interests, both in the business-to-business domain, as well as in the state-to-state and business-to-state domains.

The exhibition was opened by the President of the Republic of Bulgaria and Supreme Commander in Chief of the Armed Forces, Rumen Radev. The Minister of Defense, Dragomir Zakov, addressed the exhibitors and visitors with a greeting.

Immediately after the opening, according to established tradition, a dynamic display was held, in which a helicopter and airplanes from the Bulgarian Air Force took part.

“Hemus 2022 “ has established itself as an extremely successful platform for business meetings of all kinds - g2g, g2b, b2b. Thanks to a previously reworked mechanism, more than 60 business meetings of various types were requested, organized and held, both at the request of the delegations and other visitors, and at the request of the exhibitors themselves.

Regarding the g2g format , all official delegations held business meetings with the leadership of the Bulgarian Ministry of Defense, and many of them - bilaterally.

Traditionally the Exhibition was accompanied by conduction of Live Demonstrations and Static display of armament and equipment of the Armed Forces of the Republic of Bulgaria and the Ministry of Interior, Live Firings, International Scientific Conference and Industrial forum.

Again, in the Static Display participated armaments and military personnel from and the European Command of the United States Armed Forces. At which were presented three armored infantry fighting vehicles, as well as a close-in unmanned aerial vehicle.

Participation in the Live Firings took nine companies and organizations. During the Live Firings have been demonstrated 24 kinds of new defence products of Bulgarian defence industry manufacturers. The Live Firings were broadcast on live on the Exhibition site, on the Information stands' monitors of in both pavilions.

In the Eleventh International Scientific Conference "Scientific research, technology and innovation - a basis for building new defense capabilities" attended by over 120 delegates and guests from the country and abroad. For the first time this year, the participation in the International Scientific Conference was held not only in physically, but also remotely. More than 60 scientific reports were presented.

As a new accompanying event within Hemus 2022, the day before the official opening of the exhibition, the first Symposium on Research and Innovation for European Security and Defense - Research and Innovation for European Security and Defense (RISE-SD) was opened. The Symposium was attended by more than 30 speakers on projects funded by the European Union, as well as representatives of EDA, Directorate General for Defense Industry and Space (DG DEFIS), European Commission, NATO Science and Technology Organization (NATO STO) and others. The Symposium was a tribune of more than 100 specialists from various European institutes, scientific and business organizations gathered to exchange experiences and establish lasting and useful direct connections.

A new accompanying event was also the DefInSpace Bulgaria 2022 hackathon competition. DefInSpace Bulgaria 2022 is the first international innovation competition with a focus on the application of space technologies in the field of defense and security. It was initiated by the French Space Command in France (Commandement de l'Espace) and was organized by the French aerospace cluster "Aerospace Valley" in 2021 and by the Office for Transfer of Aerospace Technologies, Bulgarian Academy of Sciences.

Drawing on the accumulated experience and long tradition, relying on established contacts and business relationships with our partners from the EU, NATO and worldwide, recognizing mutual benefits, we look ahead with optimism to the next International Defence Equipment Exhibition "HEMUS 2024".

**WE ARE LOOKING FORWARD TO
WELCOMING YOU AT "HEMUS 2024"!**

WHY TO EXHIBIT AT “HEMUS 2024”

- “HEMUS” demonstrated to be one of the few events in the branch worldwide resistant to crises and with a proven ability to be held in conditions of severe anti-epidemic restrictions and economic difficulties assuring not only attractive but also save place and conditions for exhibitors and visitors;
- “HEMUS 2024” ensures access to the Bulgarian, European and International Defence and Security Market and the opportunity to explore the potential for business at national, European and international level, interacting directly with Bulgarian, European and International manufacturers and traders;
- “HEMUS 2024” offers not only a static display of defence equipment but also live demonstrations of mobility and functionality and firepower at the live firings as well;
- “HEMUS 2024” gives the States, Defence Industry Associations and exhibitors an option to show their products and services in a national pavilions or national corners, in order to present the capabilities of the respective National Defence Industry;
- “HEMUS 2024” is an international business platform, providing equal opportunity to the national and foreign companies for starting new business projects;
- “HEMUS 2024” delivers a range of opportunities for:
 - ✓ networking enhancement;
 - ✓ meetings with decision makers and high level official from Ministry of Defence, Ministry of Economy and other Governmental Institutions and Non-Governmental Organizations;
 - ✓ meetings with national, European and international procurement agencies;
 - ✓ meetings with representatives of national, European and international organizations and foreign official delegations;
 - ✓ direct contact with business partners and potential customers from Bulgaria and participating countries;
 - ✓ conducting commercial meetings;
 - ✓ direct contact with scientific organizations and institutions;
 - ✓ exploring 3rd party market opportunities;
 - ✓ demonstrating the full range of an exhibitor products and services’ capabilities during live demonstrations and live firings;
 - ✓ attending the accompanying events – the International Scientific conference, the Live Firings and the Industrial Forum in parallel with the Exhibition it self;
- In respect with meeting the needs of the Bulgarian Armed Forces, ‘HEMUS 2024’ gives an unique opportunity for presenting the advantages of exhibitors’ products and services as an alternative option for the ongoing or forthcoming implementation of priority investment projects for modernization and the accompanying activities in accordance with the “Program for the Development of the Defence Capabilities of the Bulgarian Armed Forces till 2032”, namely:
 - ✓ Acquisition of armored vehicles to for a mechanized brigade;
 - ✓ Development of artillery support capabilities by acquiring 155 mm howitzers;

WHY TO EXHIBIT AT “HEMUS 2024”

- ✓ Acquisition of air defense system for mechanized brigade;
- ✓ Acquisition of a multiple rocket launches system with enhanced mobility;
- ✓ Formation of a fighter aviation squadron by acquisition of additional F-16 Block 70 aircraft;
- ✓ Acquisition of new three-coordinate radars;
- ✓ Acquisition of anti-aircraft missile complexes;
- ✓ Acquisition of high category UAVs;
- ✓ Acquisition of coastal anti-ship complexes;
- ✓ Acquisition of multipurpose diesel-electric submarines;
- ✓ Acquisition of special armored engineering vehicles for the battalion combat groups;
- ✓ Acquisition of tactical communication and information systems;
- ✓ Increasing the of the Navy capabilities by acquisition of missile boats;
- “HEMUS 2024” offers different options for sponsorship, advertisement and press release;
- “HEMUS 2024” is open for start-up companies’ participation on a symbolic price;
- “HEMUS 2024” offers reasonable and cost-effective prices for rental of exhibition area and related services.

GENERAL TERMS AND CONDITIONS FOR PARTICIPATION

The **GENERAL TERMS AND CONDITIONS FOR PARTICIPATION** in the Sixteenth edition of the International Defense Equipment and Services Exhibition „HEMUS 2024“ shall govern the contractual relations between the ORGANIZER and the EXHIBITORS while and in regard to the provision of exhibition areas, construction of stands and bungalows, and the provision of any other services within the framework of „HEMUS 2024“. The General Terms and Conditions shall be deemed acknowledged and approved by the Exhibitors upon signing Form 1 Application for Participation. Any derogation from the General Terms and Conditions has to be agreed upon by and between the ORGANIZER and the EXHIBITOR in writing.

I. ORGANIZATION.

1. The sixteenth International Defense Equipment and Services Exhibition „HEMUS 2024“ shall be organized under the auspices of the Ministry of Defense and the Ministry of Economy and managed by the Organizing Committee.

2. ORGANIZER of the EXHIBITION is HEMUS-95 FOUNDATION, Plovdiv, with registered office at 116, Hristo Botev Blvd, office 6, 4000 Plovdiv, CIN 825351545, represented by Rear Admiral (Ret.) Nikolay Ivanov Nikolov, PhD, in his capacity of Chairman of the Governing Board.

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Email: chairman@hemusbg.org

Web: <http://www.hemusbg.org>

3. **MAIN PARTNERS** are: International Fair Plovdiv AD and Bulgarian Defense Industry Association.

4. „HEMUS 2024“ is thematically oriented to “Defense, Counterterrorism and Security” with special focus on fields of cybersecurity, border security, strategic communications, autonomous surveillance systems, information and response, artificial intelligence, social media monitoring and analysis of the information contained therein, identification and management of biometric data, combating natural disasters and accidents and protecting the civilian population, as well as educational products in the subject field.

5. EVENT DATE AND VENUE.

The sixteenth International Defense Equipment and Services Exhibition „HEMUS 2024“ will be held from June 5 to 8 of the year 2024 on the ground of International Fair Plovdiv AD, Plovdiv.

In case of force majeure or other unforeseen or unforeseeable or unavoidable circumstances of extraordinary nature, or upon order of the competent state authorities or for security reasons, the ORGANIZER may change the dates, duration and working hours without liability for damages resulting from such changes.

Exhibitors shall be notified of such changes either through ORGANIZER’s website: <http://www.hemusbg.org> or by e-mail to the address that each exhibitor has specified in its application for participation. In case the exhibition is postponed, the dates, duration or working time are changed, or the exhibition is cancelled pursuant to the second paragraph of item 5, the EXHIBITOR shall not be entitled to any compensation and all applications submitted as well as all amounts paid prior to such changes shall be deemed submitted or paid for the new dates of the exhibition.

Should the exhibition be interrupted after the official opening for reasons beyond ORGANIZER’s control and/or for the reasons referred to in the second paragraph of item 5 above, and/or due to compelling need to close or evacuate the exhibition area or part thereof either temporarily or for a longer period, the EXHIBITOR may neither cancel their participation, nor claim compensation or reimbursement of any paid amounts.

II. RIGHT TO PARTICIPATE AND RIGHT OF ACCESS

1. Right to participate in the EXHIBITION shall be granted to all and any Bulgarian and foreign persons (individuals and legal entities) involved in the manufacture or trade activities in compliance to the main subject and the thematic fields, as well as to non-profit organisations that have applied for and received confirmation of participation or have signed a special contract for participation with the ORGANIZER.

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2. Persons with registered offices in embargoed countries designated by the UN, the European Union or the authorities of Republic of Bulgaria may be allowed to participate or granted access to the EXHIBITION subject to a decision depending on the reasons for embargo and at ORGANIZER's discretion.

3. EXHIBITORS AND SUB-EXHIBITORS.

3.1. An **EXHIBITOR** is a person entitled to participate in the EXHIBITION and to rent exhibition area and/or purchase services according to these General Terms and Conditions. The EXHIBITOR shall pay a registration fee and may invite a SUB-EXHIBITOR to share the rented exhibition area provided that the EXHIBITOR remains the main person liable jointly with their SUB-EXHIBITOR to pay all amounts due and payable for the whole rented area and the relevant ordered services. The relations between the EXHIBITOR and a SUB-EXHIBITOR may not be opposed to the ORGANIZER and used as an excuse to not pay. It is EXHIBITOR's responsibility to meet ORGANIZER's requirements for the whole rented area jointly with the SUB-EXHIBITOR. The EXHIBITOR may only host a SUBEXHIBITOR after registration of the latter with the ORGANIZER according to these General Terms and Conditions.

3.2. **THE SUB-EXHIBITOR** shall pay a registration fee and enjoy all the rights resulting from such payment. The SUB-EXHIBITOR shall not have their own stand or area and shall use those provided by the EXHIBITOR but has to comply with all of ORGANIZER's requirements. SUB-EXHIBITOR's obligations for rent, construction fee, services, etc. shall be paid to the ORGANIZER by the EXHIBITOR whereas the EXHIBITOR and SUB-EXHIBITOR shall be jointly liable in respect of all payments due to the ORGANIZER.

4. VISITORS.

Only officially invited guests shall be granted access to the EXHIBITION on the first day. Access to the EXHIBITION between the second day and the end of the exhibition shall be granted to all professionals, traders and businessmen with invitations or after online pre-registration. Visitors with entry tickets shall only be admitted the last 2 days.

For security reasons, persons under the age of 16 shall only be admitted accompanied by a person who is at least 18 years old and is responsible for their actions.

The **ORGANIZER** reserves the right to deny or terminate the access to the EXHIBITION to any person without providing argumentation. This also applies to the periods of installation and dismantling.

5. REGISTRATION AND CONFIRMATION OF PARTICIPATION.

5.1. To participate in the EXHIBITION, each EXHIBITOR shall sign a contract with the ORGANIZER in respect of:

- The present General Terms and Conditions through a written application form (Form 1), which shall only be considered after payment of the registration fee;
- a special contract.

5.2. Unless otherwise provided by a special contract, these General Terms and Conditions shall be mandatory for any EXHIBITOR and SUB-EXHIBITOR and shall be deemed acknowledged and approved upon submission of the application form (Form 1).

5.3. The application for participation (Form 1) must be filled-in and signed by EXHIBITOR's legal representative or an authorised person. Applications with missing required information or that are not signed shall be considered void.

5.4. The EXHIBITOR must register the presence of SUB-EXHIBITOR(S) or other companies at their stand by filling-in the Form for Sub-exhibitor (Form 1B).

5.5. The contract for participation shall be deemed effective upon confirmation of Form 1 by the ORGANIZER; the ORGANIZER or its authorised representative shall then send a set of forms for services, a proforma invoice for the area rental, and a map of exhibition areas. A proforma invoice issued by the ORGANIZER for registration and/or rent fee based on the submitted application for participation shall also be considered a written confirmation.

GENERAL TERMS AND CONDITIONS FOR PARTICIPATION

5.6. The deadline for submission of applications is Feb. 29, 2024 (recommended).

5.7. THE EXHIBITOR may not sublet or otherwise assign all or part of the exhibition area to third parties without the prior written consent of THE ORGANIZER.

6. EXHIBITION AREAS.

6.1. The ORGANIZER and International Fair Plovdiv AD shall allocate exhibition areas taking into consideration the technical characteristics of the event, the industry sector to which the items listed in the application for participation belong, the size of the requested exhibition area and the order of registration of the exhibitors.

6.2. In certain cases, for the best interest of the EXHIBITION, the ORGANIZER may change the location, type, dimensions and size of the allocated exhibition area even after confirmation of the application and the EXHIBITOR may not cancel their participation nor seek compensation. The ORGANIZER shall allocate exhibition areas and services taking into account as much as possible exhibitors' requests.

6.3. The ORGANIZER is entitled to:

- change the requested area;
- reject the display of items that do not comply with the approved subject sections;
- deny participation without giving argumentation to the party concerned and without being held liable for damages.

III. FINANCIAL CONDITIONS AND PAYMENT TERMS

1. EXHIBITORS shall pay the fees for their participation in the EXHIBITION at the rates specified in the application forms for participation, construction and services, in instalments as here follows:

- registration fee: within 3 days following reception of the relevant proforma invoice. In case the registration is not paid, the ORGANIZER may not guarantee booking of the requested area/stand to the EXHIBITOR.
- area rent fee: within 30 days following reception of the relevant proforma invoice but not later than 30 days prior to the opening of the EXHIBITION.
- stand/bungalow construction fee and fees for other services: not later than 10 days prior to the opening of the EXHIBITION.

The fees for services ordered additionally during the EXHIBITION shall be payable within 5 days following the date of the relevant proforma invoice.

2. Without consideration to any advance or partial payments made, in case the whole due amount is not paid within the above terms the ORGANIZER may cancel the contract with the EXHIBITOR and retain all paid amounts as compensation for EXHIBITOR's failure to implement these General Terms and Conditions. In such cases, the ORGANIZER may rent the same areas to any third party without compensation for the EXHIBITOR.

3. The EXHIBITOR shall pay all instalments by transfer to ORGANIZER's accounts specified in the proforma invoices.

4. The ORGANIZER shall provide all basic and additional services as requested through the applications under these General Terms and Conditions via its subsidiary, HEMUS KONSULT EOOD, Plovdiv, with the explicit consent of the EXHIBITORS given by acknowledging and approving these General Terms and Conditions; therefore, all proforma invoices for such services (registration fee, area/stand rent fee, construction fee, etc.) shall be issued on behalf of ORGANIZER's subsidiary HEMUS KONSULT EOOD, Plovdiv, and paid by transfer to their bank account. The subsidiary will perform these services in full compliance with this contract.

The ORGANIZER shall cause the bank account holder specified in the proforma invoices (Hemus Konsult EOOD) to issue a final invoice within three days following reception of the relevant amount.

Amounts due for construction fee and project certification in cases under item 5.2: item 5.2.1. and 5.2.2, from section V, will be invoiced and paid directly to International Fair Plovdiv AD to the bank accounts specified in the invoices, according to the terms of the contract for the construction of exhibition structures.

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5. Access of Exhibitors to their respective exhibition areas and/or stands/bungalows will only be granted after advance payment. EXHIBITOR's obligation to pay shall be deemed fulfilled upon reception of any amount due with the bank account specified in item 4 of this Section III.

6. All bank charges shall be for EXHIBITOR's account.

7. Statutory interest shall be charged for each day of delay of payment after the deadlines set in Section III, item 1.

8. The ORGANIZER will be entitled to hold exhibits or other materials owned by the EXHIBITOR until full payment.

9. Upon acquittal of all their financial obligations, EXHIBITORS shall be granted a 'Permit to Leave' allowing them to leave the exhibition areas.

10. EXHIBITORS will be granted the following discounts:

- for early bird registration for participation and payment of at least 50% of the area rent fee and of the fees for all requested services on or before 22.12.2023, EXHIBITORS shall be granted discount amounting 5% of all moneys paid to the exception of the registration fee.

- an EXHIBITOR who orders both indoor and outdoor exhibition areas shall be granted 80% discount of the rental fee for the outdoor exhibition area provided it is at least double the size of the rented indoor area.

- an EXHIBITOR who orders outdoor exhibition area between 21 and 100 square metres shall be granted 25% discount of the rental fee for outdoor areas.

- an EXHIBITOR who orders more than 100 square metres outdoor exhibition area shall be granted 30% discount of the rental fee for outdoor areas.

11. REGISTRATION FEE.

Upon payment of the registration fee, the EXHIBITOR and their SUB-EXHIBITOR(S) shall be entitled to the following services:

- Free entry badges for stand staff. Each badge is individual and may not be used by another person;
- 20 invitation cards for visitors to the EXHIBITION that are not valid for the official events organized for EXHIBITORS, and the possibility to pre-register online any visitor that an EXHIBITOR wants to invite to visit their stand;
- Invitation cards to attend the official events organized for exhibitors as follows:
 - 2 cards in case the rented exhibition area is up to 50 sqm;
 - 4 cards in case the rented exhibition area is between 50 and 100 sqm;
 - 6 cards in case the rented exhibition area is between 100 and 200 sqm;
 - 8 cards in case the rented exhibition area is more than 200 sqm.
- Publication of information about the EXHIBITOR and SUB-EXHIBITOR in the printed and online catalogue of the exhibition as specified in these General Terms and Conditions. Regardless of the reasons for termination of the contract or reasons to deny participation to an EXHIBITOR, the ORGANIZER shall not refund the registration fee.

IV. DENIAL OR TERMINATION OF THE CONTRACT

1. Denial of participation or termination of the contract by the ORGANIZER

1.1. The ORGANIZER may, at its own discretion, refuse to confirm the application for participation and deny access to the EXHIBITION to an EXHIBITOR without giving any reason and may not be held liable for damages.

1.2. The ORGANIZER may terminate the contract with an EXHIBITOR with immediate effect after the latter's Application for Participation in the EXHIBITION has already been confirmed if the ORGANIZER has learned new information or circumstances that if it had known from the beginning, would have served as reason to refuse

GENERAL TERMS AND CONDITIONS FOR PARTICIPATION

to confirm the application. In this case, the ORGANIZER terminates the contractual relations with the EXHIBITOR through a written notice, sent to the other party.

1.3. The ORGANIZER may terminate the contract with an EXHIBITOR in case the EXHIBITOR fails to comply with these General Terms and Conditions.

1.4. The ORGANIZER may withhold amounts paid, offset or claim amounts due by the date of termination of the contract in case it is terminated by EXHIBITOR's fault.

2. CANCELLATION OF PARTICIPATION OR TERMINATION OF THE CONTRACT BY THE EXHIBITOR

2.1. The EXHIBITOR may request termination of the Contract in whole or in part by written request addressed to the ORGANIZER and confirmed by the latter, provided there is sufficient well-grounded reason, for which the EXHIBITOR must provide relevant evidence.

2.2. Upon such termination of the contract the EXHIBITOR shall pay penalties as follows:

- 20% of the contractual value in the case of termination before 31.01.2024;
- 35% of the contractual value in the case of termination between 01.02.2024 and 01.03.2024;

After 01.03.2024 as well as in case EXHIBITOR's application for participation (Form 1) has been accepted after the deadline for submission of applications the EXHIBITOR shall pay penalty amounting to 50% of the area rental per the approved application along with all cost incurred for providing exhibition service until the time of termination of the contract.

2.3. The ORGANIZER may also claim compensation for greater damages.

V. TECHNICAL AND SPECIAL CONDITIONS

1. EXHIBITS.

1.1. Within the time limit set in Form 2, each EXHIBITOR shall send to the ORGANIZER a list of their exhibits with general technical information as required to obtain permission for participation from the Organizing committee. Failure to meet this requirement may lead to denial of participation in the Exhibition

1.2. Foreign EXHIBITORS must have a permit to participate in exhibitions or a permit for temporary import of goods issued by the Interministerial Commission for Export Control and Non-Proliferation of Weapons of Mass Destruction.

1.3. It is not allowed to bring and display explosives or flammable substances within the EXHIBITION ground.

1.4. For certain categories of exhibits to be displayed, the EXHIBITOR must declare that they have been deactivated and/or are harmless. Display of radioactive materials that are a threat to human health is forbidden.

1.5. EXHIBITORS undertake to keep in a safe place small and valuable items that may be damaged or be taken out of the EXHIBITION ground. The ORGANIZER may not be held liable for any loss or damage of such items, as well as of personal effects of the EXHIBITORS or their staff.

1.6. Exhibits will be transported at the expense of the EXHIBITOR. They may be delivered to the exhibition area not earlier than 3 days prior to the opening of the EXHIBITION, unless there are circumstances that require another term, and be displayed on the rented area in accordance with the special instructions contained in the General Terms and Conditions. In exceptional cases, if it is necessary to deliver the exhibits earlier than 3 days prior to the opening of the exhibition, for the storage and protection of their exhibits, the EXHIBITORS should sign additional contracts with the security company chosen by the ORGANIZER, or another such and International Fair Plovdiv AD.

1.7. At any time during the exhibition, the ORGANIZER will be entitled to check whether the exhibited products meet the requirements specified in these General Terms and Conditions, as well as the safety requirements in accordance with Bulgarian legislation.

GENERAL TERMS AND CONDITIONS FOR PARTICIPATION

2. WORKING HOURS OF THE EXHIBITION.

2.1. After the official opening, the EXHIBITION will be open for professionals with invitations every day from 10:00 to 17:00 and on the last day until 15:00. For EXHIBITORS and the service staff, the EXHIBITION will be open from 9:00 to 18:00.

2.2. Outsiders will not be allowed to the territory of International Fair Plovdiv AD outside the specified working hours.

3. INSTALLATION AND DISMANTLING.

3.1. Installation of stands: between 13 May and 01 June 2024; 24 May is a bank holiday (but a working day for the exhibition);

3.2. Arrangement of exhibits: 02 - 04 June 2024;

3.3. Disassembly of stands between 16:00 and 20:00 on 08 June 2024 and between 9 and 18 June 2024;

3.4. Working hours for installation and dismantling: 08:00 to 17:00. Working hours for arrangement of exhibits: 08:00 to 21:30. As an exception, the ORGANIZER may allow extension of the terms against additional payment according to Form 4.

4. AREA RENT.

4.1. The ORGANIZER shall provide net indoor and/or outdoor area on the ground of International Fair Plovdiv AD. Each portion of a square metre counts as 1 sqm. Within the area provided there may be structural elements of the pavilion that are not counted in the total area.

4.2. If a stand is built on two levels, the rent price for the second level shall be 60% of the rent price for the first level.

4.3. The minimum exhibition area that can be rented is:

- for inline stands: 6 sqm;
- for corner stands (two-sides open): 15 sqm
- for three-sides open stands: 24 sqm;
- for four-sides open stands: 60 sqm

4.4. The area is rented for a period of 20 calendar days prior to the opening, during the event and 10 days after the closing of the EXHIBITION. The rent price does not cover the building of stands and bungalows, graphic design, staff, materials and other services. Upon EXHIBITOR's written request, they may be provided with corner (two-sides open) or central (three- or four-sides open) net indoor exhibition area against a surcharge of 15% of the area rent price.

4.5. All EXHIBITORS who rent indoor exhibition area are required to have a stand built.

4.6. Outdoor exhibition structures must be built with a depth of at least 3 m and high wind resistance.

4.7. The removal of exhibits and stand materials from the rented exhibition area may start after 16:00 on the closing day of the EXHIBITION.

5. CONSTRUCTION.

5.1. Construction of stands and bungalows by the ORGANIZER

By order of the EXHIBITOR, the ORGANIZER provides the service of building stands and bungalows with modular aluminum and non-standard construction, as well as unique stands and bungalows. Requests are specified using Form 4. Furnishings, support staff, and other services of the requested stands/bungalows may be requested through Furnishing Order - form 5, which is sent simultaneously with Form 4

5.2. Construction of exhibition stands and bungalows by an EXHIBITOR or contractor.

5.2.1. Construction fee.

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THE EXHIBITOR builds stands and bungalows, either individually or through assignment to another contractor and the relations with INTERNATIONAL FAIR PLOVDIV AD are regulated by a construction contract. In order to cover the total cost of electricity and water, for cleaning the common parts and waste disposal, for using the infrastructure, for overall security and surveillance by the authorized services during the period of assembly and disassembly, the person who builds the stand or the bungalow shall pay a Construction Fee according to Form 4 of the International Fair Plovdiv AD.

5.2.2. Project approval.

All projects for construction and graphic design of the stands/bungalows shall be submitted for approval to International Fair Plovdiv AD, subject to a Project Approval Fee as per Form 4. The technical and financial requirements for them shall be specified in the contract on construction of exhibition structures.

5.2.3. THE ORGANIZER is entitled to refuse to sign a Construction Contract with a person, who builds stands, bungalows or provides other services if THE COMPANY or THE EXHIBITOR has outstanding financial obligations to THE ORGANIZER and/or to the International Fair Plovdiv AD or if the projects do not meet the technical requirements and safety conditions.

5.2.4. The construction, the artistic layout and the arrangement of the exhibition and advertising areas must be completed within the stipulated workhours the day prior to the opening of event.

5.2.5. It is prohibited to make changes to the walls, the floors, the ceilings and other structural elements of the pavilions and the pavement of the open areas except with the written consent of International Fair Plovdiv AD. All damages resulting from the guilty behavior of THE EXHIBITOR/THE CONTRACTOR shall be removed by it or by International Fair Plovdiv AD at the expense of THE EXHIBITOR/THE CONTRACTOR.

5.2.6. All power supply from the main switchboards and water supply systems shall be carried out by specialists of International Fair Plovdiv AD and shall be paid for according to Order Form for Electric and Water Connection – Form 10.

5.2.7. The Organizer together with the International Fair Plovdiv AD has the exclusive right to grant permission for any kind of lawful activity on the territory of the exhibition area after the conclusion of a contract.

6. SECURITY.

6.1. THE ORGANIZER shall provide the general security of the EXHIBITION. To ensure access to the territory of International Fair Plovdiv AD and of the EXHIBITION, the EXHIBITOR shall send to THE ORGANIZER a list of the names of its representatives / stand staff through the Application for Badges for Exhibitors (Form 8). The EXHIBITORS and their staff will not be admitted to the exhibition area after the visiting hours as set out in Section V, Item 2. If the exhibits require special security measures, THE EXHIBITOR may hire security staff only through the ORGANIZER.

6.2. Moving exhibits during the opening hours of the EXHIBITION is prohibited. In case exhibited small arms need to be taken out and back into the pavilion, they must be checked by the Military Police Service MoD. Making films and taking photographs of exhibits and stands without the written consent of the ORGANIZER is prohibited.

6.3. Vehicles are not allowed to move freely around the ground of International Fair Plovdiv. Parking is allowed only at the designated parking lots with parking passes.

7. NON-DISTURBING USE

7.1. The use of rented area should not disturb and interfere with the use of the surrounding stands. When using audio media, the volume must match the overall surrounding sound level and not cause problems to other EXHIBITORS. At any time during the exhibition, THE ORGANIZER may give mandatory instructions to immediately stop using audio without giving reasons and without having to take into consideration the arguments presented by the EXHIBITOR.

7.2. EXHIBITORS declare that they will not undertake actions that violate decency, constitute unfair competition or violate copyright and related rights.

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8. FIRE SAFETY AND OCCUPATIONAL HEALTH AND SAFETY REQUIREMENTS.

8.1. The EXHIBITOR must comply and make sure their staff and/or the staff of third-party service providers comply with the occupational health and safety requirements and fire safety requirements; any negative consequences from failure to comply shall be at their expense. It is exhibitor's responsibility to have their staff and equipment insured.

8.2. Exhibits are not allowed to drive around the fair ground outside the limits of EXHIBITOR's allocated exhibition area for the duration of the event without ORGANISER's written consent.

8.3. For fire safety reasons, each EXHIBITOR must impregnate the stand material with flame retardant coating and produce a certificate proving that the materials are impregnated. Otherwise, the ORGANIZER shall perform the impregnation at the expense of the EXHIBITOR. The EXHIBITOR must provide free access to fire taps and hydrants. The electrical wiring of the stand must comply with the fire applicable safety requirements in the Republic of Bulgaria. It is forbidden to store empty packages and flammable materials at / behind the stand.

9. PERSONAL DATA PROTECTION.

9.1. As data controller, INTERNATIONAL FAIR PLOVDIV AD shall process and store personal data of EXHIBITORS insofar such data is provided by the exhibitors at the time of submission of their application for participation. Individuals' data that are publicly available as part of a company file, which the exhibitor has made publicly available through the Trade Register kept by the Registry Agency shall be processed by International Fair Plovdiv AD in full compliance with the General Data Protection Regulation and the Privacy and Data Protection Policy of International Fair Plovdiv AD.

9.2. Applications for participation in the EXHIBITION only require personal data from EXHIBITORS who are individuals; where the EXHIBITOR is a company, only company data that is publicly available from the REGISTER OF COMPANIES is required.

9.3. INTERNATIONAL FAIR PLOVDIV AD does not require or collect information containing personal data of individuals employed by the EXHIBITOR or of their clients, suppliers or individuals related in any way to the EXHIBITOR.

9.4. Information that any EXHIBITOR or VISITOR has in any way provided to the International Fair Plovdiv and which is not required and is not subject to storage and processing shall be destroyed in accordance with the applicable rules for the destruction and deletion of personal data.

9.5. When conducting marketing research, PLOVDIV INTERNATIONAL FAIR only processes personal data for the purposes of the respective research, and data are collected on the basis of explicit consent upon submission of a confidentiality notice.

9.6. Respondents are asked to fill in a questionnaire after they give their informed consent for participation and data processing.

9.7. All personal data that INTERNATIONAL FAIR PLOVDIV may obtain in connection with exhibitor's participation to fair event(s) shall be processed in compliance with the applicable legislation only for the specific purposes and on the specified grounds, and they will be transmitted to third parties for processing in order to meet contractual or regulatory obligations, and where the purpose of data collection is direct marketing this shall be done with EXHIBITOR's explicit consent.

10. MISCELLANEOUS

10.1. Each exhibitor acknowledges and accepts that the exhibits and products that they exhibit may be photographed and filmed before and during the EXHIBITION. Photographs and film material may be used to promote the EXHIBITION. In the event that an EXHIBITOR does not want their trademark, logo, sign, etc. to be used by the ORGANIZER in the materials and events announcing and presenting the EXHIBITION, they must state this in writing until the beginning of the day preceding the opening day of the exhibition.

10.2. Each EXHIBITOR agrees for the data submitted by it, such as name, address and registered office, scope of activity, etc. to be published in the printed and online catalogue of THE EXHIBITION.

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VI. ADDITIONAL SERVICES.

1. PRESS CENTRE.

The Press Centre of International Fair Plovdiv serves accredited journalists by offering telephone, fax and all that is needed for press conferences, meetings and discussions between journalists and EXHIBITORS.

2. DEMONSTRATIONS.

2.1. The ORGANIZER provides opportunities for demonstrations of the exhibits in places designated for that purpose. The exhibitor declares their wish to demonstrate in Form 2B.

2.2. Participation of an EXHIBITOR in demonstration shootings organized outside the territory of the INTERNATIONAL FAIR PLOVDIV may be organized by sending the Application for participation in demonstration shootings - Form 2A and the Annex thereto.

3. EXHIBITION CATALOGUE AND INFORMATION SYSTEM (IS).

The organizer and International Fair Plovdiv AD jointly publish a printed and online catalogue of the exhibitors, publish a list of all participants on their websites and maintain an information system for them. The organizer and International Fair Plovdiv AD are not responsible for the accuracy of the data provided by THE EXHIBITOR. The inclusion in the catalogue and in the IS of the address of the company, phone number, fax number, e-mail, website, up to two branches and text information up to 50 characters is obligatory and free of charge for all EXHIBITORS and SUB-EXHIBITORS, the data being taken from the Application for Participation Form (Form 1 or 1B). In case of necessity for change and/or complementing this data, Form 3 – Catalogue and Information System shall be filled in and sent within the specified term. The printing of the trademark (logo) in the printed and online catalogue, the inclusion of more than 2 branches and text information of over 50 characters in the printed catalogue and in IS will be paid for according to Form 3 and is also requested within the specified term.

4. PRESENTATIONS, SEMINARS, SYMPOSIUMS.

The ORGANIZER jointly with International Fair Plovdiv AD provide the EXHIBITORS/the VISITORS with halls and technical equipment for rent for holding presentations, seminars, symposiums, business meetings and other accompanying events. For the purpose, the EXHIBITORS/ the VISITORS conclude a contract with the ORGANIZER by filling in an Application Rental Request Form for Halls and Technical Equipment – Form 7 in writing. The requested events are announced on the websites of the ORGANIZER and INTERNATIONAL FAIR PLOVDIV AD.

5. FORWARDING SERVICES.

5.1. The ORGANIZER jointly with International Fair Plovdiv AD perform the following:

- loading and unloading operations (Form 15);
- settlement of customs formalities;
- transport and storage of wrapping and containers;
- transport and storage of exhibits in a warehouse under customs control.

To request transport services, The Transport Services Order – Form 15 may be used.

5.1. The EXHIBITOR is not allowed to perform separate loading and unloading of exhibits, as well as access, respectively use of own or rented mechanical means (cranes, forklifts, etc.). The costs for these services are calculated and paid at a special tariff, valid for all international events held on the territory of International Fair Plovdiv AD, which is provided (sent) to the EXHIBITOR upon request.

6. INSURANCE.

The EXHIBITOR bears the risk and responsibility for transport, storage and display of the exhibits and stand material. To guarantee its interests, it must insure its property against any risks during the stay of its property at the EXHIBITION.

7. CUSTOMS FORMALITIES.

Customs clearance of temporary import and export can be done by the specialized service at International Fair Plovdiv AD and/or a forwarding company, authorized by INTERNATIONAL FAIR PLOVDIV AD that are guarantors

GENERAL TERMS AND CONDITIONS FOR PARTICIPATION

to the Customs. Foreign exhibitors must have a Confirmation of their Application for Participation by the ORGANIZER of the EXHIBITION and a Permit for Temporary Export and Re-import or Temporary Admission and Re-export for participation in trade exhibitions, issued by the Interdepartmental Commission for Export Control and Nonproliferation of Weapons of Mass Destruction. The exportation of exhibits under customs control from the exhibition area is only possible with the permission of the customs authorities. In case of nonobservance of this condition, the EXHIBITORS shall be sanctioned by the Customs with the fines, fees and duties envisaged.

VII. FINAL PROVISIONS

The Bulgarian Substantive Law shall govern the relations between the parties upon the signing of a Contract under these General Terms and Conditions.

All disputes arising between the ORGANIZER and the EXHIBITOR, on the other hand, shall be resolved by negotiation, if necessary, and with the assistance of the FAIR as the MAIN PARTNER.

If no agreement is reached, the dispute shall be referred to the competent Bulgarian court. When distraint of exhibits is necessary, the Bulgarian Civil Procedure Code shall apply.

The ORGANIZER of the exhibition reserves the right to amend or update these General Participation Terms, the forms and rate for which he should publish notification to the exhibitors on the website of the exhibition <http://www.hemusbg.org>, reading the amended general participation terms, forms and rates. In case of amendments / updates, they shall remain effective in their latest version. Amendments or updates may not be made later than 20 calendar days prior to the start of the exhibition.

These General Terms and Conditions are printed in Bulgarian and in English language. The version in Bulgarian language shall be accepted in case of disputes.

91. LAND FORCES

- 91.1. Infantry Armaments and Ammunition
- 91.2. Artillery Systems and Ammunition
- 91.3. Multiple-Lunched Rocket Systems and Ammunition
- 91.4. Anti-Tank Grenade Launchers and Ammunition
- 91.5. Guided Anti-Tank Weapons
- 91.6. Portable Anti-Aircraft Missile Weapons
- 91.7. „Surface-to-Surface“ Missile Systems
- 91.8. Gunpowder, Explosive Substances and Pyrotechnical Substances
- 91.9. Radar Equipment
- 91.10. Tanks
- 91.11. Armoured Personnel Carriers and Infantry Fighting Vehicles
- 91.12. Military Automobile Equipment
- 91.14. Means and Systems for Land Mining and for Demining
- 91.15. Engineering Machines and Devices
- 91.16. Fortification Equipment
- 91.17. Camouflage Equipment
- 91.18. Systems and Means for Radiation and Chemical Monitoring
- 91.19. Means of Individual and Collective Chemical and Radiation Protection
- 91.20. Ignitable Substances
- 91.21. Automatic Command and Control Systems for the Armed Forces and for Weapons Control
- 91.22. Optic, Optic-Electronic and Thermovision Equipment and Systems
- 91.23. Combat Identification Devices (CID)
- 91.24. Personal Ballistic Protection Devices and Bulletproof housing solutions
- 91.25. “Surface -to-Air” Missile Systems
- 91.26. Solutions and Equipment for Location and Disposal of Explosive Ordinance (EOD) and Improvised Explosive Devices (IED)

92. AIR-FORCE

- 92.1. Fighter Aircrafts and Combat Helicopters
 - 92.1.1. Auxiliary Aircraft and Helicopters
- 92.2. Unmanned Aerial Vehicles and Systems
- 92.3. Aviation Armament and Ammunition
- 92.4. Airborne Communication Equipment
- 92.5. Airborne Radar Equipment and Systems
- 92.6. Aircraft Engines
- 92.7. Electric and Special Equipment for Aircraft
- 92.8. Airborne Systems for Intelligence and Electronic Warfare

- 92.9. Aircraft Maintenance Equipment
- 92.10. Paratrooper and Landing Equipment
- 92.11. Systems and Means for Support of the Flight Activity

93. NAVY

- 93.1. Combat and Auxiliary Ships
- 93.2. Technical Means for Rescue Operations of the Navy
- 93.3. Technical Means for Measuring and Compensation of Ship Physical Fields
- 93.4. Armament and Weapons of the Navy
- 93.5. Hydro-Acoustic Equipment
- 93.6. Means for Navigation and Hydrographic Support of the Navy
- 93.7. Technical Means for Support of Submarines, Submarine-Assault and Diving Activity
- 93.8. Maritime Security and Force Protection Systems and Equipment
- 93.9. Underwater Systems
- 93.10. Unmanned Underwater Systems

94. JOINT CAPABILITIES, COMBAT SUPPORT AND LOGISTIC

- 94.1. Solutions and products for Defence Intelligence
- 94.2. Solutions and Systems for Command, Control, Communications, Computers, Information/Intelligence, Surveillance, Targeting Acquisition and Reconnaissance (C4ISTAR)
- 94.3. Communication Systems
- 94.4. Cryptographic equipment
- 94.5. Radio Stations
- 94.6. Radio-Relay Systems
- 94.7. Systems and Equipment for Signal Intelligence
- 94.8. Electronic Warfare Equipment (EW)
- 94.9. Optic-Electronic Systems
- 94.10. Video Systems
- 94.11. Coding and Decoding Devices
- 94.12. Personal Means for Communication
- 94.13. Equipment for Remote Access
- 94.14. Innovative Solutions for Armament's and Weaponry's Combat Resilience and Compatibility
- 94.15. Simulator and Training Equipment

- 94.16. Non-Combatant Equipment and Technologies
- 94.17. Solutions and Systems for Equipment Storage and Maintenance
- 94.18. Technologies for Repair of Military Equipment, Weaponry and Military - Engineering Equipment
- 94.19. Solutions and Technologies for Production and Storage of Fuels and Lubricants
- 94.20. Field Kitchen and Food Processing Equipment
- 94.21. Technologies for Production of Canned Foods
- 94.22. Military Clothing
- 94.23. Equipment and Technologies for Laboratory Analyses
- 94.24. Military Medical Equipment and Systems
- 94.25. Fixed and Mobile Hospital Equipment (Role 1, 2 and 3)
- 94.26. Diagnostic Equipment
- 94.27. Laboratory Equipment and Systems
- 94.28. Medicines and Medical Supplies
- 94.29. Medical Editions
- 94.30. Medical Transportation Vehicles
- 94.31. Field (Role 1 and 2) Military Hospitals
- 94.32. Fire and emergency safety
- 94.33. Solutions, Systems and Equipment for Search and Rescue and MEDIEVAC Operations

97. SECURITY AND ANTITERRORISM

- 97.1. Anti-Terrorism Special Equipment and Weapons
- 97.2. Anti-Terrorism Special Transport Vehicles
- 97.3. Data Management and Protection Systems
- 97.4. Products and Solutions for Social Media Monitoring and Data Analysis
- 97.5. Solutions, Systems and Equipment for Cyber Security
- 97.6. Innovative Solutions
for Strategic Communications
- 97.7. Innovative Solutions, Products and Services related the Artificial Intellect
- 97.8. Unmanned Autonomous Systems for Surveillance, Intelligence Gathering, Counter Intel-
ligence and Counteraction
- 97.9. Border Security Systems and Equipment incl. Autonomous
- 97.10. Systems and Equipment for Identification and Biometric Management

- 97.11. Physical Security Systems
- 97.12. Technical Protection Systems
- 97.13. Control and Surveillance Equipment
- 97.14. Special Equipment, Education, Training
- 97.15. Solutions, Systems and Equipment for Critical Infrastructure Protection including Autonomous
- 97.16. Innovative Systems and Products for compensation the Climate Change Impacts
- 97.17. Systems and Solutions for Crisis Management and Disaster Response incl. Autonomous
- 97.18. Solutions and Equipment for Civil Protection

64. TRAINING, EDUCATION, INNOVATIONS AND SCIENTIFIC ACTIVITY

- 64.1. Research and development
- 64.2. Research and innovations
- 64.3. Training and education, educational institutions
- 64.4. Testing and Evaluation
- 64.5. Scientific Developments for Strategic Communications

98. SERVICES AND INFORMATION

- 98.1. Associations, organizations, foundations and institutions
- 98.2. Fairs, exhibitions, congresses
- 98.5. Banks, banking and insurance
- 98.6. Publishing, printed and online editions
- 98.7. Advertising services
- 98.8. Commercial activity, incl. e-commerce
- 98.15. Expert reports and control, certification
- 98.16. Marketing and consulting
- 98.17. Patents, licences, know-how

99. OTHERS

In accordance with the “General Terms for Participation” in the 16-th edition of the International Defence Equipment and Services Exhibition “Hemus 2024”, Section III, point 10, the EXHIBITORS are granted the following discounts:

- for early bird registration for participation and payment of at least 50% of the area rent fee and of the fees for all requested services on or before 22.12.2023, EXHIBITORS shall be granted discount amounting 5% of all moneys paid to the exception of the registration fee;
- an EXHIBITOR who orders both indoor and outdoor exhibition areas shall be granted 80% discount of the rental fee for the outdoor exhibition area provided it is at least double the size of the rented indoor area;
- an EXHIBITOR who orders outdoor exhibition area between 21 and 100 square meters shall be granted 25% discount of the rental fee for outdoor areas;
- an EXHIBITOR who orders more than 100 square meters outdoor exhibition area shall be granted 30% discount of the rental fee for outdoor areas.

“Hemus 2024” provides various opportunities for positioning and advertising presence, which are indicated in Form 6. Please look at them and choose the most suitable for you. And if you have an idea that you don’t find in our suggestions, give us a call to discuss it.

For Hemus 2024, we have prepared several groups of sponsorship packages to offer more diverse opportunities for those interested, depending on the company’s marketing strategies, namely: Hemus 2024 Sponsorship Packages, International Scientific Conference Sponsorship Packages, Sponsorship packages “Industrial Forum” and Sponsor Package “Live Firings”.

1. SPONSORSHIP PACKAGES „HEMUS 2024”

Platinum sponsor “Hemus 2024” – 15 000 euros without VAT

The Platinum Sponsor is only one package. The package is awarded to the first participant who submits an application form (Form 6A).

- Opportunity for brief greeting at the opening ceremony of the Exhibition or at the cocktail of the MoD;
- Logo at the main entrance and billboards of International Fair Plovdiv;
- Logo and inscription “Platinum sponsor” at the stage for the opening ceremony, pavilion entrances and the plan maps;
- Four advertisement banners at the event entrance;
- Advertising banner at the entrance of the Exhibition pavilion;
- Advertising vinyl at the open area of the Exhibition;
- Logo on the back of printed invitations for “Hemus 2024”;
- Logo in www.fair.bg and www.hemusbg.org;
- Distribution of advertising materials during the press-conference;
- Distribution of advertising materials during the scientific conference;
- Two advertising banners during the press-conference;
- Advertising materials in the exhibitors’ bags at “Hemus 2024”;
- Logo on the visitors’ bags at “Hemus 2024”;
- Announcing the Platinum sponsor in the press release and press messages of the event
- Use of hall for company presentations and inclusion the presentation in the accompanying program of the Exhibition;
- Logo in the print materials for “Hemus 2024”:
 - on the 1-st cover of folder,
 - on the printed program of the Exhibition;
- Broadcasting a company video advertisement on LED screen during the event:
 - up to 30 sec., 150 times per day;
- Advertising page in the official, bilingual catalog of “Hemus 2024” - at the 4-th cover.

Golden sponsor „Hemus 2024” – 10 000 EUR without VAT

- Advertising banner at the entrance of the Exhibition pavilion;
- Advertising vinyl at the open area of the Exhibition;
- Logo on the back of printed invitations for “Hemus 2024”;
- Logo in www.fair.bg and www.hemusbg.org;
- Distribution of advertising materials during the press-conference;
- Distribution of advertising materials during the scientific conference;
- Advertising materials in the exhibitors’ bags at “Hemus 2024”;
- Logo on the visitors’ bags at “Hemus 2024”;
- Announcing the Gold sponsor in the press release and press messages of the event;
- Use of hall for company presentations and inclusion the presentation in the accompanying program of the Exhibition;
- Logo on the print materials for “Hemus 2024”:
 - on the 1-st cover of folder,
 - on the printed program of the Exhibition;
- Broadcasting a company video advertisement on LED screen during the event:
 - up to 30 sec., 100 times per day
- Advertising page in the official, bilingual catalog of “Hemus 2024” - at the second cover and first page.

Silver sponsor „Hemus 2024” – 4000 EUR without VAT

- Advertising banner at the entrance of the Exhibition pavilion;
- Advertising vinyl at the open area of the Exhibition;
- Logo in www.fair.bg and www.hemusbg.org;
- Distribution of advertising materials during the press-conference;
- Distribution of advertising materials during the scientific conference;
- Advertising materials in the exhibitors’ bags at “Hemus 2024”;
- Logo on the visitors’ bags at “Hemus 2024”;
- Announcing the sponsor in the press release and press messages of the event;
- Use of hall for company presentations and inclusion the presentation in the accompanying program of the Exhibition;
- Logo on the print materials for “Hemus 2024”:
 - on the 4-th cover of folder,
 - on the printed program of the Exhibition;
- Broadcasting a company video advertisement on LED screen during the event:
 - up to 30 sec., 50 times per day
- Advertising page in the official, bilingual catalog of “Hemus 2024” - at the third cover and inner page.

Sponsor “Bag” - branding of visitors’ bags for „Hemus 2024” – 1500 EUR without VAT

- Logo in www.fair.bg and www.hemusbg.org;
- Advertising materials in the exhibitors’ bags at “Hemus 2024”;
- Logo on the bags for visitors at “Hemus 2024”.

2. SPONSORSHIP PACKAGES IN CONNECTION WITH THE XII-TH INTERNATIONAL SCIENTIFIC CONFERENCE:

“Main Sponsor Conference” - 2 600 EUR without VAT

- Banners in the conference halls;
- Broadcasting a company advertisement on a LED screen during the event;
- Broadcasting a company video clip on LCD screen;
- Announcing the sponsor at the opening of the Conference;
- Company presentation during the Conference ;
- Announcing the sponsor in the press release and e-newsletters of the Exhibition
- Distribution of advertising materials:
 - at the registration desk,
 - during the coffee-breaks;
- Advertising materials in the bags of the delegates of the Conference;
- Logo on the printed program of the Conference;
- Logo in www.fair.bg and www.hemusbg.org

Sponsor „Conference Registration” - 1 300 EUR without VAT

- Advertising banners at the Conference registration desk;
- Distribution of advertising materials at the registration desk;
- Logo on the printed program of the Conference;
- Logo in www.fair.bg and www.hemusbg.org.

Sponsor „Conference Coffee-break” - 1 000 EUR without VAT

- Advertising banners during the coffee-break of the Conference;
- Broadcasting a company video clip on LCD screen during the coffee-break of the Conference;
- Distribution of advertising materials during coffee-break of the Conference;
- Logo on the printed program of the Conference;
- Logo in www.fair.bg and www.hemusbg.org.

Sponsor „Bags for Conference delegates” - 500 EUR without VAT

- Banding of Conference delegates’ bags with a logo of the sponsor;
- Advertising materials in the bags of the Conference delegates;
- Logo on the printed program of the Conference;
- Logo in www.fair.bg and www.hremusbg.org

3. SPONSORSHIP PACKAGES RELATED TO THE INDUSTRIAL FORUM:

Main Sponsor „Industrial forum” – 1 800 EUR without VAT

- Banners in the Industrial forum hall;
- Broadcasting a company advertisement on a LED screen in the Industrial forum hall;
- Broadcasting a company video clip on LCD screen during the coffee-break of the Industrial forum;
- Announcing the sponsor at the opening of the Industrial forum;
- Company presentation during the Industrial forum ;
- Announcing the sponsor in the press release and e-newsletters of the Exhibition;
- Distribution of advertising materials in the Industrial forum hall;
- Logo on the printed program of the Industrial forum;
- Logo in www.fair.bg and www.hemusbg.org

Sponsor „Coffee-break of the Industrial forum” – 800 EUR without VAT

- Advertising banners during the coffee-break of the Industrial forum;
- Broadcasting a company video clip on a LCD screen during the coffee-break of the Industrial forum;
- Distribution of advertising materials during coffee-break of the Industrial form;
- Logo in www.fair.bg and www.hemusbg.org.

4. SPONSORSHIP PACKAGE „LIVE FIRINGS” – 770 EUR WITHOUT VAT

- Advertising banners in the area of the Live Firings;
- Announcing the sponsor at the opening of the Live Firings;
- Announcing the sponsor in the press release and e-newsletters of the Exhibition;
- Distribution of advertising materials in the area of the Live Firings ;
- Logo in www.fair.bg and www.hemusbg.org

WHY TO VISIT “HEMUS 2024”

- “HEMUS” demonstrated to be one of the few events in the branch worldwide resistant to crises and with a proven ability to be held in conditions of severe anti-epidemic restrictions and economic difficulties assuring not only attractive but also save place and conditions for exhibitors and visitors;
- “HEMUS 2024” is the exhibition that offers a broad range of products, services and innovative solutions delivered by world famous producers for you as a customer to choose from;
- “HEMUS 2024” gives you the unique opportunity to see exhibitors’ products in their mobility and functionality and to observe their firepower at the live firings as well;
- “HEMUS 2024” presents real possibilities of meeting business partners and counterparts and enhancing your business network;
- “HEMUS 2024” proposes chances to meet high level state official, representatives of European and international organizations and counterparts from EU and other countries;
- “HEMUS 2024” offers you to participate in the International Scientific Conference and thus getting informed about the latest developments and scientific achievements in the field of the National Security;
- “HEMUS 2024” lets you to get aware of the latest products, services and innovations of the industry from the Defence Sector;
- “HEMUS 2024” allows you to conduct a defence market research;
- “HEMUS 2024” is the event to exchange information and thoughts on ongoing and future projects regarding the National Security.

To participate in the 16-th edition of the International for Defense Equipment and Services Exhibition - "Hemus" in 2024, official delegations from over 65 countries, as well as representatives from NATO agencies, the European Commission and the European Defense Agency, are to be invited.

To visit previous edition of the Exhibition – "Hemus 2022" were invited:

- Representatives of: the Defense Investment Management Directorate of NATO International Secretariat, the NATO Support and Acquisition Agency (NSPA), the NATO Communications and Information Agency (NCIA), the Research and Technology Organization and the European Defense Agency (EAO);
- Delegations from the ministries of defense from 68 countries from Europe, Asia, Africa and America;
- National Armaments Directors from 32 countries;
- Representatives of diplomatic missions accredited in Bulgaria.

Attracting a large number and a wide range of visitors aiming to achieve maximum results will be the main priority of the organizers of the 16-th edition of the International Exhibition for Defense Products and Services - "Hemus 2024".

For the realization of that ambition "Hemus 2024" addresses, by official invitations and its epistles, the following types of visitors:

- Foreign national delegations, delegations from the European Defence Agency (EDA), agencies of NATO, representatives of the European Commission and other international organizations, as well as the National armaments directors of the EU and NATO countries, by invitation from the Minister of Defence and the Minister of Economy;
- Representatives of the Bulgarian national institutions and agencies;
- Senior military leadership of the Bulgarian Armed Forces, Commanders of the services, Commanders of the military units, Admirals, Generals;
- Directors of directorates and units of the MoD administration;
- Heads of the Diplomatic missions, Military and Commercial representatives accredited in Sofia;
- Delegations and representatives of companies and commercial organizations, defined as a subjects of interests by Bulgarian Defence Industry Association and Bulgarian Association "Defence Industry Club";
- Representatives of Academia, military and civil Universities, Scientific institutions, scientist, students;
- Military personnel;
- Citizens.

The first Exhibition day is for officially invited guests only.

From the second day of the Exhibition until its end, access is provided for experts, vendors and business representatives with invitations or online preliminary registration.

Visitors with entrance tickets will be allowed in the last two days only.

For security reasons, persons under the age of 16 years shall be allowed to the Exhibition, if accompanied by a person above 18 years, who can assume responsibility for their actions.

BUSINESS MEETINGS

Scheduling and conducting meetings in a convenient atmosphere would be possible during the 16-th edition of the International Exhibition for Defense Products and Services - "Hemus 2024". There you can meet:

- your business partners and customers from Bulgaria and abroad;
- high ranking civilian and military state officials and decision makers;
- high ranking civilian and military decision makers from European and international institutions and organizations;
- members of European and other National Delegations;
- representatives of national, European and international procurement agencies;
- representatives of Scientific Organizations and Academia.

Through the exhibition website, you can also make a request for renting halls and technical equipment, by filling in the relevant form - Form 7. The form can be downloaded from the "Exhibitors" section, subsection "Application forms".

INTERNATIONAL SCIENTIFIC CONFERENCE

Traditionally, "Hemus" is accompanied by an International Scientific Conference, which is organized by the Defense Institute "Professor Tsvetan Lazarov". In 2024, during the sixteenth edition of the exhibition, the XII International Scientific Conference will be held. The theme of the conference is "Research, innovation and industrial cooperation - a paradigm for adequate defense".

The Eleventh International Scientific Conference was held on 2 and 3 June 2022 as a part of the "Hemus 2022 - Defense, Counterterrorism and Security".

Among the main highlights of the conference were the prospects for the development of research and technology and the implementation of innovative solutions to increase the country's defense capabilities and modernization of the Armed Forces. Discussions and sharing of various ideas and solutions for the development of armaments and military equipment, communications, radar systems, information technology, economic and political aspects of defense and other thematic areas took place in three scientific sessions of the conference. They were attended by: Mr. Orhan Muratli - Director of Operations Support at NATO's NSPA, Mr. Robert Elvish, Head of Air and Land Combat Systems at NATO's NSPA, Colonel Assoc. Prof. D.Sc. Borislav Genov, Director of the Institute of Defense "Prof. Tsvetan Lazarov" and Assoc. Prof. Dr. Velizar Shalamanov from the Institute of Information and Communication Technologies - BAS.

The event was attended by over 120 delegates and guests from the country and abroad - from the Ministry of Defense, Ministry of Economy, Defense Headquarters, Joint Forces Command, Commands of the Armed Forces, the military education system, academia, representatives of Bulgarian and foreign companies and organizations from the defense industry. More than 60 scientific reports were presented.

INDUSTRIAL FORUM

“Hemus” is traditionally accompanied by an Industrial Forum, an event which aims to give a platform to representatives of industry, scientific, governmental and non-governmental organizations and institutions for discussions and decisions in the interest of investments, innovations, joint scientific developments and security and defense technologies. In 2024, during the 16-th edition of the Exhibition, another edition of the Industrial Forum is envisaged to be held.

The Industrial Forum entitled “Bulgaria’s priorities for the development of defense capabilities and innovations in defense - implementation of enhanced military-technical cooperation within the EU and NATO” was held as part of “Hemus 2022”.

The goals of the Forum were:

- To review the national priorities for the development of defense capabilities and for the construction of defense-industrial and technological capacities and innovations in defense; Bulgaria’s ambition to participate in new NATO-EU cooperation initiatives in the field of defense; initial lessons learned from the participation of Bulgarian enterprises and scientific organizations based on the experience of the Work Program of the European Defense Fund 2021;
- To discuss the policies and instruments of the state to support and promote industry and research organizations in joint research and innovation programs and projects supported by the European Defense Fund (EDF), the European Defense Agency and NATO;
- To encourage the establishment of contacts and cooperation between Bulgarian and European companies for partnership and participation in the EDF.

LIVE FIRINGS

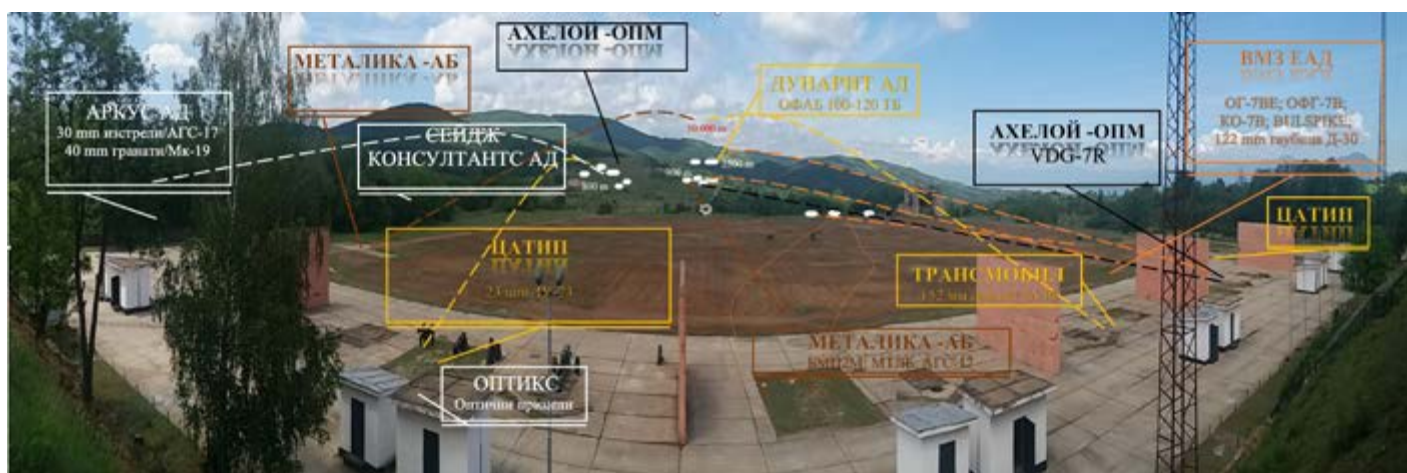
The Live Firings at the Central Artillery Technical Test Range “Zmeyovo” (CATIP) of the Ministry of Defense traditionally accompany the International Exhibition of Defense Products and Services - “Hemus” and provide excellent opportunities for live presentation of the mobility, functionality and fire-power of the offered defense products.

The range is certified to carry out range and laboratory tests of small arms, artillery, tank, aviation, anti-aircraft and naval weapons, portable anti-tank and anti-aircraft guided complexes, their ammunition and their components and engineering ammunition in service with the Bulgarian Army, as well as of those produced by the country’s defense industry, as well as newly developed samples of armaments and ammunition by military-scientific and civilian organizations.

These opportunities will again be made available to exhibitors and visitors during the sixteenth edition of the exhibition – ‘Hemus 2024’.

Nine companies and organizations took part in the Live Firings within the International Exhibition of Defense Equipment ‘Hemus 2022’. During the demonstrations 24 types of new defense products were demonstrated. Tests of ammunition related to the activities of the Central Artillery Technical Test Range “Zmeyovo” were also demonstrated.

The Live Firings aroused wide interest among high-ranking guests and visitors of the exhibition, as well as among exhibitors from the country and abroad. Among those present were the delegations of Rwanda and Iraq, representatives / defense attachés of the embassies of Great Britain, Germany, Israel, Indonesia and Greece in Bulgaria, representatives of the Defense Research Institute, France, Police Service of Northern Ireland, United Kingdom, the VVT Technical Research Center of Finland. At the invitation of Bulgarian companies, guests from Congo, Indonesia, Ukraine and Belgium participated. The shootings were also monitored by representatives of a significant number of Bulgarian and foreign companies.



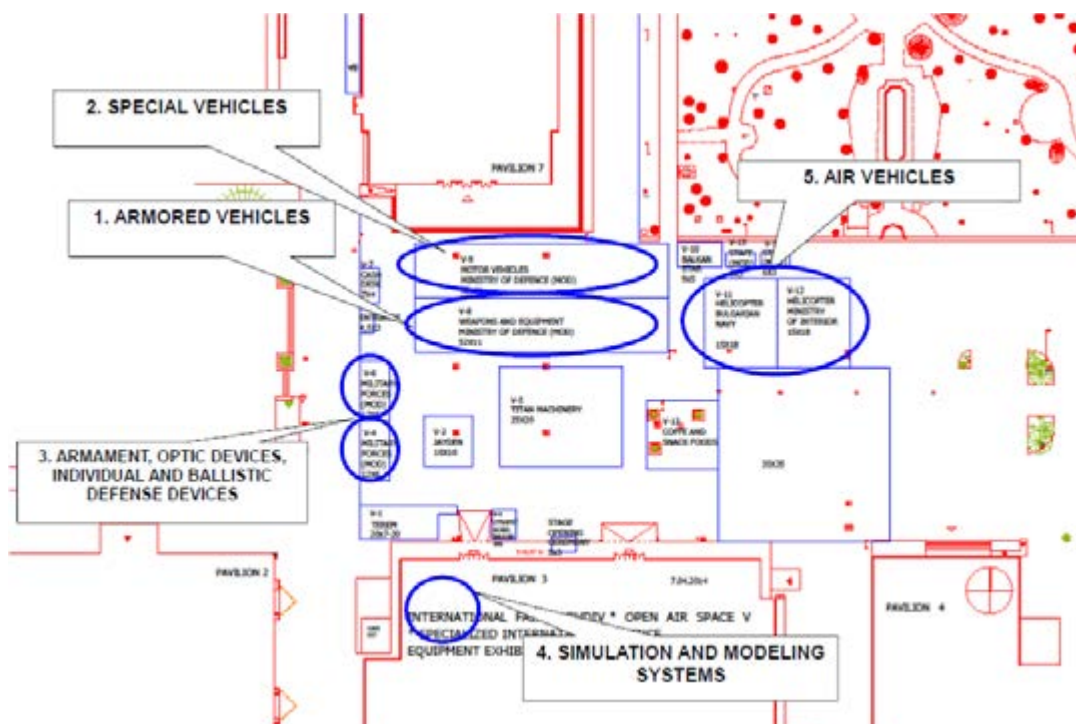
LIVE DEMONSTRATIONS AND STATIC DISPLAY

This accompanying the International Defense Products and Services Exhibition - Hemus event provides opportunities to display in statics and dynamically demonstrate key features of the defense products and services exhibited. These opportunities will be provided again to exhibitors and participants during the sixteenth edition of the exhibition – 'Hemus 2024'.

It is expected that in the Static Display, armaments and equipment of the Bulgarian Army, specialized equipment and equipment of the Ministry of Internal Affairs and armaments and equipment of armies of allied countries will be exhibited.

During the 2022 edition of 'Hemus' the exhibits in the static display of armaments and equipment of the Armed Forces of the Republic of Bulgaria, the Ministry of Interior and the European Command of the United States Armed Forces were exhibited in 10 centers: Armored vehicles; Armament optical instruments and special equipment; Individual and ballistic protection; Special equipment and laboratory equipment; Modeling and simulation systems; Air Force field communication system and aviation equipment; MP specialized vehicles; Military hospital Specialized Medical Vehicle; Center for Equipment of the Ministry of Interior; Center for military equipment of the European Command of the US Armed Forces.

The opening ceremony of the exhibition was accompanied by a dynamic display in which a Mi-17 helicopter with the Bulgarian flag and two MiG-29 aircraft from the Bulgarian Air Force took part.



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