



**2024 MYBA Charter Show**

**FEES and TERMS & CONDITIONS**

**EXHIBITORS**

**REGISTRATIONS WILL BE EXCLUSIVELY ONLINE.**

**NO ONSITE REGISTRATIONS WILL BE POSSIBLE.**

Companies and individuals, whose business activity is not yacht charter or management, can only attend the Show as Exhibitors (with a stand) or as sponsors.

It is not permitted for companies to share a stand and Exhibitors cannot market other companies on their stand.

Exhibitors should only be representing the company that has been accepted by the MYBA Charter Show Panel and only perform the activities under which they registered.

**New to 2024:**

The layout of the stands is different to the previous Shows held in Genoa.

**As usual, Exhibitors will have access to the yachts.**

You may visualise the new layout from [this link](#).

**WHICH EXHIBITOR CATEGORY DO YOU BELONG TO?**

**EX1 -** Companies that have attended the last two Shows

**EX2 -** Companies that do not fulfil EX1 criteria



## **REGISTRATION FEES:**

### ➤ **EX1 Category:** Companies that have **attended the last two Shows**

**Euro 3503 + VAT** for a 4 x 4 metre single stand.

The registration fee (per single stand) includes NAMED passes for up to 4 employees.

Extra passes for up to 4 employees (per single stand) can be purchased at Euro 249 + VAT per person.

Rotation of passes is NOT permitted, and proof of employment with exhibiting firm may be requested.

The single stand fee includes 1 invitation to the Show Opening Cocktail and, depending on availability, 1 additional ticket can be purchased online for 147 euros + VAT.

### ➤ **EX2 Category:** Companies that **do not fulfil EX1 criteria**

**Euro 3729 + VAT** for a 4 x 4 metre single stand.

The registration fee (per single stand) includes NAMED passes for up to 4 employees.

Extra passes for up to 4 employees (per single stand) can be purchased at Euro 249 + VAT per person.

Rotation of passes is NOT permitted, and proof of employment with exhibiting firm may be requested.

The single stand fee includes 1 invitation to the Show Opening Cocktail and, depending on availability, 1 additional ticket can be purchased online for 147 euros + VAT.



### **NEW TO 2024: DAY PASSES for exhibitors' GUESTS**

(only available **to be purchased online** in advance of the day of the visit)

Exhibitors' guests will only have access to the exhibition area and seminars. **Please note there will be no access to the quays and yachts.**

Exhibitors' Guests can only be registered as such, if they are not eligible to apply to attend the Show in one of the other attending categories (Brokers, Central Agents, Captains, Press). Exhibitors' guests should have a business link to the exhibiting company and a link to the charter industry but cannot be accepted if belonging to companies involved in yacht chartering, as a main or secondary activity.

Exhibiting companies (from both categories) will be able to purchase **online** 1-day Guest passes (Euro 249 + VAT each) (only VISA and MASTERCARD accepted), which are non-refundable.

Guest passes are not transferable, i.e: payment is mandatory for each and every guest, even if the same host company has more than one guest visiting the Show on the same day.

**Guests' registration is made from the respective Exhibitor's registration form, on the condition it is completed, accepted and fully paid.**

### **FOR BOTH CATEGORIES:**

Before registering, exhibitors should ensure that they are not listing on their website, nor any other website they trade under, yachts for charter from Central Agents without their authorisation. Should this be the case and the MYBA Charter Show Panel is notified, such exhibitors will be refused access to the Show, even if their registration has already been paid and accepted.

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Single stand fees include 120 euros of electricity consumption. Double stands are also available and fees will be charged pro-rata. Requests for triple stands will be put on a waiting list.

The stands are free-standing tented aluminium structures with pagoda roof and white PVC curtains perimeter, carpeted, with spotlights, company signboard and and a 3.3 Kwh electrical outlet. Please note that although a standard colored carpet is included in the stand fee, Exhibitors are free to choose the style and colour of the flooring, which will be at their own expense.



For any enquiries regarding stand upgrades, please contact [mybashow.stands@stand-innovation.it](mailto:mybashow.stands@stand-innovation.it) no later than 15 March (see Exhibitors' Manual for detailed info).

Attendance at the Show is subject to the MYBA Charter Show Panel's final approval.

Companies that have been refused access to YACHTFOLIO are not allowed to hire a stand at the Show.

If demand for stands is very high, the MYBA Charter Show Panel reserves the right to restrict the number of stands per exhibitor.

Stands must be manned at all times during Show hours by at least one person.

Please note that the Exhibitor fee is non-refundable.

A 1000-EURO break-down deposit (per single stand size) must be paid with each stand registration. It will be refunded at the end of the Show, only if dismantling of the stand has not begun before 17h on Thursday 25 April 2024 (please provide precise bank details for the wire transfer refund).

Stands must remain manned until that time.

Please note that the cost of damage to the stand or expenses incurred if the stand is not completely dismantled may be deducted from the break-down deposit. An official tour will be conducted in order to verify the condition of the stands.

Should rubbish be left on a stand, please note that 300 euros will be taken out of the 1000-euro break-down deposit.

Exhibitors' attendance cannot be confirmed unless the form and full payment including VAT (if applicable) has been received. Stands will not be confirmed and allocated until full payment has been made. Please ensure you provide full invoice details, together with your VAT number, otherwise your registration will not be considered complete.

Stand allocation will be dealt with once all available stands have been taken. The Show managers, Pesto Sea Group will advise Exhibitors of their stand location as soon as possible.

#### Technical assistance to Exhibitors

For exhibitors that need additional equipment (furniture, electronic equipment or bespoke stand design), please send your request to [mybashow.stands@stand-innovation.it](mailto:mybashow.stands@stand-innovation.it).

All requests will be dealt with directly by the supplier, Stand Innovation, and must arrive no later than 18h00 GMT on 22 March 2024. A quote will be provided directly by the supplier.



### **Stand Set Up/Breakdown and Show timetable**

Stands are available for set up from 9h30 to 18h00 on Sunday 21 April 2024 and must be fully set up by 18h00 on the same day. Stands must not be dismantled before 17h00 Thursday 25 April 2024 and must remain manned until that time. A 1000-euro deposit will be paid with each (single) stand registration and will be refunded by bank transfer after the end of the Show on condition that the stand was not dismantled before 17h00 on Thursday 25 April 2024 or rubbish was not left on the premises or any damage done, the official stand breakdown time, and subject to satisfactory inspection of the stand by Pesto Sea Group.

Please note:

#### **ATTENDEES MUST PRINT THEIR OWN PASSES IN ADVANCE**

**IN DUE COURSE AND FOR EXHIBITORS' REGISTRATIONS THAT ARE COMPLETED, ACCEPTED AND FULLY PAID, PASSES WILL BE SENT TO ATTENDEES BY EMAIL BEFORE THE START OF THE SHOW.**

**According to allowance and availability, it will then be possible to confirm attendance at the Show Opening Cocktail or purchase a ticket online.**

**ON THE FIRST DAY OF THEIR VISIT, ATTENDEES WILL NEED TO PRESENT THEIR SELF-PRINTED PASS AT THE ENTRANCE OF THE SHOW IN ORDER TO BE GIVEN A POUCH AND LANYARD TO DISPLAY THEIR PASS.**

**EACH EXHIBITOR WILL NEED TO PERSONALLY COLLECT A BRACELET EVERY DAY FROM RECEPTION DESK WHEN ARRIVING AT THE SHOW. EXHIBITORS' GUESTS WILL NOT HAVE ACCESS TO THE YACHTS AND THEREFORE DO NOT REQUIRE A BRACELET.**

**PASSES AND DAILY BRACELETS SHOULD BE WORN AT ALL TIMES ON THE SHOW PREMISES (ALSO FOR EVENING EVENTS WITHIN THE SHOW AREA).**

**REGULAR RANDOM CHECKS WILL BE CARRIED OUT THROUGHOUT THE SHOW.**

The Exhibition area will be open from 9h30 to 18h30 from Monday to Wednesday; and from 9h30 to 17h00 on Thursday.

Yacht Viewing will be open from 9h30 to 17h30 from Monday to Wednesday, and from 9h30 to 17h00 on Thursday. It will be interrupted Monday to Thursday from 13h00 to 14h30 for Brokers' onboard lunches and Monday to Wednesday from 17h30 to 18h30 to allow for Captain and Crew visits to the Exhibition area.



## **EXHIBITORS PARTY EVENING**

There will be an Exhibitors Party Evening on the first day of the Show, Monday 22 April 2024 from 17h30.

Exhibitors are encouraged to stay open and participate.

## **TERMS & CONDITIONS FOR HOSTING A PARTY AT STANDS**

Except for the Exhibitors Party Evening, parties at stands will only be allowed on the sole condition that they end by 19h30 every day of the Show. The security service will be extended until 19h30 and Show entrances will remain closed to the public.

For safety reasons, only electrical induction systems will be authorised for cooking or heating food.

**All events to be organised during and around the MYBA Charter Show should be submitted to [mybашow.desk@pestoseagroup.com](mailto:mybашow.desk@pestoseagroup.com) for pre-approval from the MYBA Charter Show Panel, or they will not be permitted to run.**

## **MAILING SERVICES/ DELIVERIES**

**Please remember that inbound/outbound shipments from/to non-EU destination are submitted to customs clearance.**

For mailing services and deliveries please contact Express Global Srl at [mybашow@expressglobal.com](mailto:mybашow@expressglobal.com)

DELIVERIES and SUPPLIES TO THE STANDS during the Show must be arranged outside of the Show hours and therefore before 9h00 in the morning and after 19h00 (until 19h30).

## **STAND INSURANCE**

Although we have 24-hour security during the Show dates, we recommend that you contact your insurer for any additional coverage needed for your valuables and equipment if displaying costly goods.

## **SIGNBOARD**

The signboard is included in the exhibition fee. Exhibitors must provide the official wording and company logo for their signboard to [mybашow.stands@stand-innovation.it](mailto:mybашow.stands@stand-innovation.it).

Please be aware that abbreviations may have to be used, according to space limitations.



### **SHOW WEBSITE AND ATTENDING LISTS**

A brief description of the activity of the exhibiting company – **maximum 400 characters including spaces** – will be required as part of the registration. Upon acceptance of the attendance, the company description will be displayed on the Show website.

### **ADVERTISING**

Advertising space in the official Show publications may be purchased prior to 18h00 GMT 4 March 2024. For more information please contact Raffaella Valenti at [mybashow.desk@pestoseagroup.com](mailto:mybashow.desk@pestoseagroup.com).

**THE MYBA CHARTER SHOW PANEL RESERVES THE RIGHT TO REVIEW ALL APPLICATIONS ACCORDING TO ITS PUBLISHED CRITERIA AND TO ACCEPT OR REJECT THEM AT ITS DISCRETION.**



**All contacts for:**

- Technical assistance:  
Claudio Spigno [mybashow.stands@stand-innovation.it](mailto:mybashow.stands@stand-innovation.it)
  
- Any event to be organised at stands:  
[mybashow.desk@pestoseagroup.com](mailto:mybashow.desk@pestoseagroup.com)
  
- Mailing services/Deliveries:  
Express Global Srl at [mybashow@expressglobal.com](mailto:mybashow@expressglobal.com)
  
- Signboards:  
Claudio Spigno [mybashow.stands@stand-innovation.it](mailto:mybashow.stands@stand-innovation.it)
  
- Advertising in Show online catalogue:
- [mybashow.desk@pestoseagroup.com](mailto:mybashow.desk@pestoseagroup.com)
  
- Queries regarding website (technical or registrations):  
Armelle Dunphy [armelle@aysas.com](mailto:armelle@aysas.com) with [info@myba.net](mailto:info@myba.net) on copy