NAANTALI

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28.-30.5.2027

BOAT SHOW

Terms of Participation

27.10.2026

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1. Execution

Organiser:	Finnish Marine Industries Federation Finnboat
Venue:	Naantali Marina, Nunnakatu 18, 21100 Naantali, Finland
Period:	28.-30.5.2027
Opening hours for the public:	Friday 13–20, Saturday 10–18, Sunday 10–17

2. General Regulations

The Exhibitor undertakes to comply with these Terms of Participation and the instructions presented at the Exhibition venue or otherwise provided in addition to them.

If the Finnish Marine Industries Federation Finnboat (hereinafter the “Organiser”) is unable to organize the Exhibition during the above-mentioned period due to insurmountable obstacles, it reserves the right to cancel the Exhibition or postpone the date. Force majeure is an event beyond the control of the Organiser, which the Organiser could not reasonably have taken into account at the time of concluding the contract, and the consequences of which the Organiser could not reasonably have avoided or won. Force majeure includes e.g., a disruption of general energy production, a fire or other similar event preventing the use of the exhibition space, a natural disaster, a pandemic, an earthquake, war or insurrection. A strike, lockout, boycott, and other industrial action is considered force majeure even when the Organiser is the target or participant in it. Force majeure encountered by the Organiser's subcontractor shall also be considered as a ground for exemption.

3. Booking Costs and Other Exhibition Fees

The booking costs will be determined based on the booked area in square meters as shown in the adjacent table.

Open land spaces: minimum participation fee €300.00

All prices are subject to the applicable VAT.

Discount per boat:

- Boat No. 2 -20 %
- Boat No. 3 -30 %
- Boat No. 4 -40 %
- Boat No. 5 and subsequent boats -50 %.

Boat No. 1 is always the largest, No. 2 the second largest etc.

STAND SPACE PRICING	EARLY BIRD (-31.3.2027)	PERIOD 2 (1.4.2027-)
Open land space	35 € /m²	37 € /m²
Boat, moorings (boat measuments, L.O.A)	35 € /m²	36 € /m²
Used boat (companies)	500 €/boat	500 €/boat
Used boat (private)	400 €/boat	400 €/boat

TENTS

Exhibition tents ordered from the Organiser include a roof, back walls, and a closable front.

NB! There are no partition walls between individual stands in the tent rows, and thus they ***must be ordered separately.***

A limited number of 3 m x 3 m tents are available. Contact the Organiser for quote.

It is possible to bring your own tent to the open land space.

Please note that all fixed structures must be approved by the Organiser in advance. Tents intented for consumer use are not permitted.

NB! If weather conditions become severe, the public must be directed away from temporary structures, trees, and loose objects. If possible, direct the public indoors (***not into tents!***). In the event of a storm or when wind speed exceeds 15 m/s, tent anchoring will be reinforced or the use of tents will be suspended.

4. Registration and Reservation of Exhibition Space

Exhibitors must register and reserve exhibition space using the registration form at https://ilmoittaudu.finnboat.fi.

NB! Registrations or space reservations are **not** accepted by email, text message, or phone.

The official registration date is determined by the date on which the exhibitor saves their registration in the system at https://ilmoittautu.finnboat.fi.

A reservation confirmed by the Organiser during invoicing constitutes a binding agreement between both parties regarding the exhibition space and rental fee. By registering, the exhibitor commits to complying with the exhibition terms and conditions.

The exhibitor may not sublet of otherwise transfer their stand or any part of it without the Organiser’s written permission. The Organiser has the right to reject a registration. Boats/products may not be removed from the stand during exhibition opening hours.



5. Sub-exhibitor

A sub-exhibitor may be, for example, a dealer of a manufacturer, a partner of a company already registered for the exhibition, or another cooperation partner. If you are unsure whether you qualify as a sub-exhibitor or need more information, please contact: naantali@finnboat.fi.

Sub-exhibitors pay only **a visibility and media fee €200.00**, which guarantees visibility in the exhibition catalogue and one exhibitor pass.

6. Payment of Booking Costs

The stand rental fee must be paid **in full by 14.5.2027**. Payment of the stand rental is a prerequisite for participation in the exhibition.



7. Cancellation of Participation

The exhibitor has the right to cancel participation **in writing**.

1.-31.3.2027

If the exhibitor cancels during this time period, the Organiser has the right to charge **50 %** of the stand rental fee.

1.4.2027-

If the cancellation occurs on 1.4.2027 or later, the Organiser has the right to charge **the full stand rental fee**.

NB!

If the exhibitor has not paid the rental fee by the dates mentioned in this chapter, the Organiser has the right without further notice to allocate the reserved space to others.

8. Non-cancellation of Participation

Failure to pay the stand rental fee or failure to arrive the exhibition does not constitute a cancellation.

If the exhibitor has not exercised their right to cancel participation in writing (as mentioned in chapter 7 above) and does not attend the exhibition, the Organiser will charge all costs incurred to the exhibitor in full.

9. Exhibitors and Products

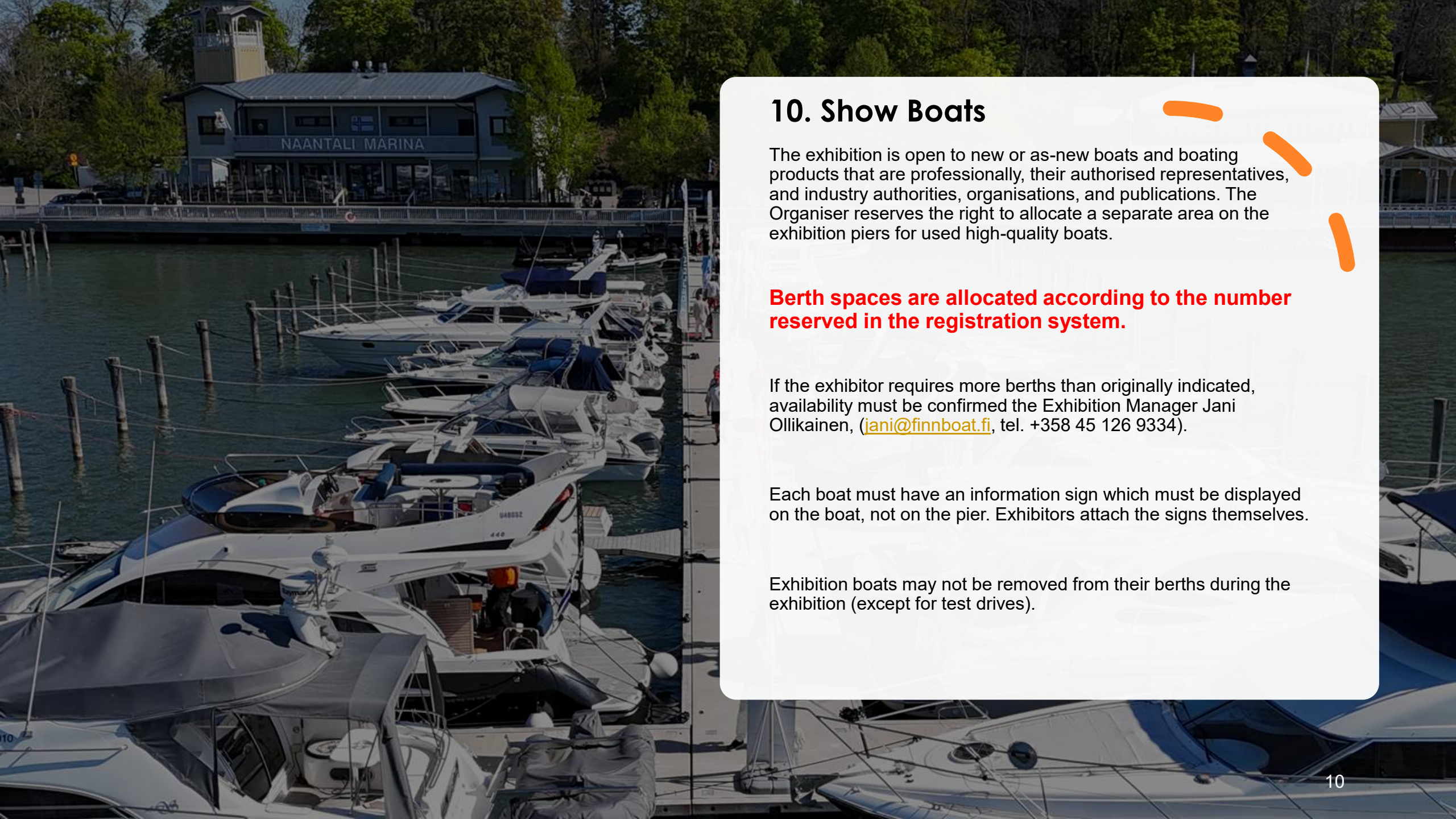
The exhibition is open to new products that are professionally marketed or custom-made, as well as services intended for boaters.

The exhibition is open to manufacturers of boats and other boating products, their authorised representatives, and industry authorities, organisations, and publications.

Only products approved by the Organiser may be exhibited.

The exhibitor must ensure the suitability of their products for the exhibition in advance by obtaining written confirmation from the Organiser before submitting the registration form.





10. Show Boats

The exhibition is open to new or as-new boats and boating products that are professionally, their authorised representatives, and industry authorities, organisations, and publications. The Organiser reserves the right to allocate a separate area on the exhibition piers for used high-quality boats.

Berth spaces are allocated according to the number reserved in the registration system.

If the exhibitor requires more berths than originally indicated, availability must be confirmed the Exhibition Manager Jani Ollikainen, (jani@finnboat.fi, tel. +358 45 126 9334).

Each boat must have an information sign which must be displayed on the boat, not on the pier. Exhibitors attach the signs themselves.

Exhibition boats may not be removed from their berths during the exhibition (except for test drives).

11. Advertisements and Distribution of Brochures

Distribution of advertising leaflets, brochures, flyers etc. anywhere in the exhibition area other than the company's own stand is strictly prohibited.

Large outdoor advertisements, roll-ups, and flags/banners may be placed on the exhibitor's own stand, bust they must not be attached to the fixed pier structures, tent structures, or concrete weights.

Exhibitor must ensure fire safety, weather resistance, and proper fastening of all outdoor advertising materials used at their stand.

The Organiser has the right to remove advertisements or materials deemed dangerous or disruptive.

12. Placement of Exhibition Stands and Boats

Placement planning beings on **1.3.2027** and **stand space confirmations** will be sent during **April**.

The Organiser aims to accommodate exhibitor's preferences regarding location, stand size, time of registration, long-term customer relationship, and combability of the stand and products with the exhibition area.

The Organiser determines the final placement of boats and stands, taking exhibitor preferences into account as much as possible. Due to potential space limitations, the Organiser may restrict the number and size of boats of the size of tent and open land stands. The Organiser reserves the right to modify stand sizes.

The Organiser determines the final locations of boats, stands, and sales areas.

13. Exhibiting, Set-up and Dismantling of Stands

The exhibitor is responsible for constructing their stand.

Stand locations are marked on the area map and on-site.

Boats must be moored only at the location corresponding to the assigned space number.

The Organiser has the right to inspect structures and require necessary changes.

Construction and dismantling must comply with the following instructions, as well as any additional instructions provided later:

Thursday 27.5.2027

- Construction of land stands may begin at 8:00.
- Boating may be brought to the marina from 8:00 onward.
- Early or late delivery of boats must be agreed separately with Naantali Marina.

Friday 28.5.2027

- Access to the exhibition tents and sales tables provided by the Organiser is available from 8:00 onward.
- **All stands must be completed by 12:30.**

Please note:

- All boats with a total weight exceeding 600 kg must use mooring compensators on their mooring lines.
- Attaching structures to the piers is prohibited for safety reasons.
- Access along the piers must remain unobstructed, and the piers must be kept free of any obstacles that could impede the movement of people.
- Exhibitors may not attach any additional structures, objects, extensions or reception areas (aka hospitality decking) to the piers without providing prior written notification to the Organiser.
- Neither the permanent fixtures nor movable property at the exhibition venue may be damaged. The exhibitor is liable for all damage they cause to the piers or the surrounding environment.
- All permanent structures must be approved by the Organiser in advance.

- Each individual stand may not have its own electrical socket. Instead, a mobile power distribution unit may be provided (see page 12), from which each exhibitor must obtain electricity using their own extension lead. **NB!** Only one socket has been allocated to each stand from the power distribution unit, unless the exhibitor has ordered additional sockets.
- Only CE-marked extension leads and adaptors suitable for outdoor use may be used at exhibition stands. Each exhibitor is responsible for obtaining suitable extension leads and adaptors, ensuring that they comply with the applicable requirements, and protecting them appropriately against the weather. Each exhibitor must bring an extension lead of at least 10 metres that meets the above requirements for their own use.
- Transport and packing crates and materials must be removed from the exhibition stands at the end of the set-up day and every day before the exhibition opens to visitors. The Organiser may remove, dispose of or place in a waste container, at the exhibitor's expense, any materials left at exhibition stands or elsewhere within the exhibition area.

Sunday 30.5.2027

- Dismantling of stands may begin after 17:00.
- Land stands must be dismantled by Monday 31.5.2027, 18:00.
- Boats must be removed by Tuesday 1.6.2027, 12:00.
- Dismantling work must be suspended between 22:00-7:00.

14. Electricity for the Stand, Electrical Work, Open Fire and Smoking

Electrical installations and supply are handled by an electrician appointed by the Finnish Marine Industries Finnboat; ***exhibitors may not use their own electricians, and making independent electrical connections is strictly prohibited.***

NB! Exhibitors may not modify any electrical installations made by the official electrician.

If an exhibitor makes, or permits a third party to make, changes to the installations, the Organiser may, at its discretion, request the exhibition's official electrician to immediately disconnect the electricity supply to that exhibitor.

The exhibitor is responsible for any misuse.

The use of portable generators to produce electricity within exhibition stands is prohibited. Exhibition stands may not be equipped with electric or gas heating.

Open fire in the exhibition area is prohibited.

Smoking is not allowed in the exhibition area.

MOORINGS

Electricity is included in berth spaces.

STANDS ON LAND

For stands on land, electricity (16A) can be purchased for €100.00 / 3 days (no charge based on consumption).

Exhibitors must reserve a grounded extension cable of at least 10 metres. Any high-voltage power requirements must be agreed upon and priced separately.

Only CE-marked extension cables and adapters approved for outdoor use may be used at exhibition stands. Each exhibitor is responsible for procuring and ensuring the correctness of their own extension cables and adapters. Exhibitors must also ensure weather-appropriate protection for their cables (e.g., rain protection).

15. Transport of Goods and Cleaning Up

Exhibitors transport their goods at their own expense. The Organiser is not responsible for receiving, unloading, storing, or shipping goods.

Exhibitors must sort waste, flatten cardboard boxes, and use the provided waste and recycling containers. Waste must not be left outside containers. Full containers must be reported to the Organiser.

Each exhibitor must clean their stand before opening and after the exhibition. Exhibitors are responsible for cleaning their own stands.

16. Getting Around in the Exhibition Area, Loading and Unloading of Goods

Vehicle access for deliveries during the exhibition opening hours is strictly prohibited. Deliveries during opening hours must be carried by hand.

NB! Vehicle access for loading/unloading is allowed only before and after opening hours. Vehicles must leave the area **at least 30 minutes before opening each day**.

When driving in the area, the instructions of traffic controllers and safe driving speeds must be followed. Speed limit is always 20 km/h.

Overnight stays on boats require prior written permission. All other overnight stays are strictly prohibited.

17. Security, First Aid and Insurance

The Organiser is responsible for security and order but is not liable for damage or loss of boats, products, or structures. Night security is provided but stands should be cleared outside exhibition hours.

The area is not closed at night. The Organiser’s liability insurance covers damage caused by its own personnel or equipment to third parties.

The insurance does not cover damage incurred by exhibitors. Exhibitors must arrange their own insurance.

Night guarding is provided on Friday-Saturday and Saturday-Sunday nights.

Suspicious activity, packages, theft, or damage must be reported immediately to the Organiser.

Each exhibitor shall ensure that their own conduct does not pose a danger to themselves or others, and shall take responsibility for their own safety and the safety of others, particularly during the construction and dismantling of stands.

First aid services during the exhibition are provided by an external service provider. A mobile foot patrol will be circulating within the exhibition area. In the event of any personal injury or damage to property, the Organizer must be notified immediately at the exhibition office.

Call emergency number 112 when you encounter an emergency or urgently need official assistance on site, or when you know or suspect that life, health, property or the environment are threatened or in danger.

18. Exhibition Safety

In cooperation with the authorities, a rescue and first-aid plan suitable for an outdoor event has been prepared for the exhibition. These plans are available for review at the exhibition office.

The Organiser shall ensure that the exhibition's general entrances and exits are easily accessible and meet, at a minimum, the requirements set out in the rescue plan. Exhibitors must keep the passageways designated in the rescue plan clear within the area of their own exhibition stand. The Organiser reserves the right to inspect the exhibition area and stands, to mandate any changes deemed necessary, and to remove any obstacles considered dangerous or detrimental.

During the exhibition, the Organiser will monitor weather conditions and any changes therein by observing the environment, tracking weather reports and forecasts, and keeping an eye on official warnings. In the event of severe weather or other extreme meteorological conditions, the event may transition into an emergency mode if necessary.

In an emergency or crisis, all persons present in the area must follow the instructions, orders, and guidance provided by the Organiser, security personnel, and other authorities. The Organiser is prepared to provide direction to people using tools such as megaphones and the public address systems installed in the pier areas. In the event of an evacuation, the exhibition's security personnel and other staff will guide the public away from danger, directing them toward the nearest exit routes.

The Organiser has the discretionary right to close the exhibition area at any time during the exhibition's opening hours to ensure safety.

PIERS AND BOATS

Access along the piers must remain unobstructed, and the piers must be kept free of any obstacles that could impede the movement of people. Strollers are not permitted on the piers.

Where necessary, stewards will limit the number of visitors permitted on the piers at any one time to ensure that the piers' load-bearing capacity is not exceeded.

Access to boats must be safe at all times. Exhibition visitors must be instructed on how to board boats safely and, where necessary, assisted when boarding. Exhibitors are responsible for the health and safety of all their visitors and personnel while they are on boats or in the surrounding pier area. Particular care must be taken where access to a boat is via a gangway.

Fire-fighting equipment must always be readily accessible on board the boats. In an emergency, exhibition boats may also be used as evacuation routes where necessary.

Without the Organiser's prior permission, exhibitors may not extend their exhibition stands by adding structures, extensions or reception areas to the piers, also known as hospitality decking, or place any heavy exhibition materials on them.

If an exhibitor has constructed a platform or raised viewing area around boats displayed on an outdoor stand, it must be stable and installed on a level surface. Any railings fitted to the platform or raised viewing area must be secured with particular care. Exhibitors are responsible for the safe use of any platforms, raised viewing areas and steps they provide. Exhibition visitors must be instructed on how to step onto the platform or raised viewing area safely and, where necessary, assisted in accessing it.

For safety reasons, individual movable ladders, step platforms and/or steps are prohibited.

LIFE JACKETS

The exhibitor shall ensure that the boat is equipped with a sufficient number of life jackets for the adults participating in the test run and, if necessary, provide guidance on how to put them on correctly. All individuals participating in a test run must wear appropriate personal life jackets, regardless of the size of the boat.

TENTS

The fabric used in the tent units provided by the Organizer is made of flame-retardant material. These units have been securely anchored to the ground by the tent supplier, using concrete weights in accordance with the manufacturer’s instructions. Exhibitors are not permitted to modify the tent structures, nor may they anchor or support any other structures against them.

Any tents brought by exhibitors must also be made of flame-retardant material and be structurally resistant to storm-force winds. In the event of extreme weather conditions, the use of tents will be suspended; the Organizer will direct people away from the vicinity of the tents and, if necessary, guide them off the exhibition grounds via the nearest exit route.







19. Exhibitor Passes

After paying the stand rental, the exhibitor will receive personal exhibitor ID passes for use during the exhibition.

The registration system automatically calculates the passes included in the reservation.

Exhibitors order only **the additional passes they need** in the registration system.

Passes are issued to the stands on piers as follows:

- 1 boat = 2 passes
- For every subsequent boat 1 pass/boat

Passes are issues to the stands on land as follows:

- Stand under 14 m2 = 2 passes
- 15 - 24 m2 stand = 4 passes
- 25 - 50 m2 stand = 6 passes
- Stands over 50 m2 = 10 passes
- Sub-exhibitor = 1 pass.

20. Test Drives

Test drives with exhibition boats are allowed during exhibition hours.

If there is reason to suspect that the test drive driver is not fit to drive, company representatives/captains may, if necessary, request event security personnel, who may conduct a Breathalyzer test.

Company representatives/captains may also, at their own discretion, prevent test drive guests from boarding the boat or departing for a test drive if they assess that they cannot, for any reason, guarantee the safety of all persons on board during the test drive.

During test drives, other water traffic must be taken into account; boats departing from and arriving at piers. Give other test drivers space and try to avoid departing from piers during peak times if possible.

The main purpose of test drives is controlled testing of boats; speed limits and wave-generation prohibitions must be strictly observed.



21. Retail Sales

Retail sales of boating accessories are permitted at the exhibition.

22. Market Surveillance at the Exhibition

The Finnish Transport and Communications Agency (Traficom) will conduct random spot checks of boats, products, and equipment on display at boat exhibitions. The exhibitor must be prepared for a possible inspection by bringing documentation for boats, products, and equipment. When marketing or selling a boat, product, or equipment covered by the Recreational Craft Directive 2013/53/EU, the following documents and markings in accordance with the Act on the Safety and Emission Requirements of Recreational Craft 1712/2015 must be available:

1. **Declaration of conformity** and the related
2. **List of standards** in Finnish and Swedish
3. **Owner's Manual** in Finnish and Swedish and
4. **CE marking**

If an exhibited boat does not have a CE marking, a notice must be placed in a visible location on the boat.

If an exhibited piece of equipment does not have a CE marking, a notice must be placed in a visible location next to the equipment.

If other exhibited products falling within the scope of the Recreational Craft Directive do not meet its requirements, a notice must be placed in a visible location next to the product.

All the above-mentioned notice forms can be found in the exhibitor database at https://ilmoittaudu.finnboat.fi. Each exhibitor prints the required number of notice forms.