

Japan International Boat Show 2021
Exhibition Outline and Rules

Event Outline

Name: Japan International Boat Show 2021

Organizer: Japan Marine Industry Association (JMIA)

Supporting Organizations (planned):

Ministry of Land, Infrastructure, Transport and Tourism; Japan Coast Guard; Kanagawa Prefecture; Yokohama Port Agency ; U.S. Commercial Service (Tokyo); Port of Yokohama Promotion Association; Yokohama Convention & Visitors Bureau; The Yokohama Chamber of Commerce and Industry; NHK Yokohama Broadcasting Station; Kanagawa Shimbun; Television Kanagawa, Inc.; FM Yokohama

Special Cooperation (planned):

Yokohama Bayside Marina Co., Ltd.; Mitsui Outlet Park Yokohama Bayside; Japan Marine Recreation Association; KMC Corporation

Cooperating Organizations (planned):

Marine Sports Foundation; Japan Sailing Federation; Japan Used Boat Association; Japan Game Fish Association; Marine Journalists Conference; Kanto Boat Safety Association; UMI Conference; Umi-no-eki Network; Japan Sportfishing Foundation; Japan Fishing Tackle Manufacturers Association; Personal Watercraft Safety Association; Seabird Japan; Zushi-Hayama Community Broadcasting Inc.

Dates:

Four days from **April 15 (Thu.) to 18 (Sun.)**, 2021

Exhibitor booth/display installation and setup days: Floating displays (April 13–14), on-land tent booths (April 14)

Exhibitor booth/display removal day: On-land tent booths (April 18, after 17:00), floating displays (April 19)

Open hours:

April 15 (Thu.) 11:00–17:00 (Opening ceremony from 10:00)

April 16 (Fri.) 10:00–17:00

April 17 (Sat.) 10:00–17:00

April 18 (Sun.) 10:00–17:00

Venue:

Special display area at the Yokohama Bayside Marina (on-land and floating displays)

Pier area admission: 1,000 JPY (Free for Junior High School and under)

*However, children without an adult guardian will not be allowed to enter.

Pre-Event Schedule

Yokohama Bayside Marina Venue

Late Nov.	Receipt of exhibitor applications begins
Jan. 20 (Wed.)	Deadline for exhibitor applications (addressed to Boat Show Operation Desk)
Early Feb.	Exhibitor Guide and other documents sent out
Feb. 26 (Fri.)	Deadline for payment of total exhibitor fee

Early Mar.

- Exhibitor acceptance notices sent out
 - Exhibitor acceptance notices will be sent to all exhibitors whose fees have been received.
- Various exhibition tools sent out
 - Boat Show paid invitation tickets consistent with the number of display area units purchased will be sent along with the display setup and removal tools to all exhibitors whose fees have been received.
 - Paid invitation tickets, entrance passes, etc., will be sent to exhibitors.

Mar. 3rd

Japan Marine Industry Association Chairman's press conference

Apr. 13 (Tue.)–14 (Wed.)

- Exhibitor booth/display installation and setup days
 - On-land displays: Apr. 14
 - Floating displays (on-water exhibits): Apr. 13–14 (days/times set separately)

Apr. 15 (Thu.)–18 (Sun.)

Japan International Boat Show 2021 opens

Apr. 18 (Sun.)–19 (Mon.)

- Exhibitor booth/display removal days
 - On-land displays: Apr. 18 (after 17:00)
 - Floating displays (on-water exhibits): Apr. 19 (Mon.) (times set separately)

Yokohama Bayside Marina Venue

On-land and Floating Exhibits

Time on the Water - Where the Heart Runs Free

COVID-19 Countermeasures

The Japan International Boat Show (JIBS) will be held in compliance with the COVID-19 infection prevention guidelines issued by Japan's prefectural/municipal governments with jurisdiction.

- Any judgements concerning the gradual loosening of restrictions will be based on the COVID-19 infection prevention guidelines issued by Japan's prefectural/municipal governments with jurisdiction.
- The holding of the show and its various programs/events will be done in consultation with the prefectural/municipal health authorities in charge of events at the venue location, e.g., measures to hold previous programs/events based on the standards of the "new normal."
- The Boat Show will enforce movements and actions based on the new normal, aka social distancing and avoiding the Three Cs (**C**losed spaces, **C**rowded places and **C**lose-contact settings).

■ Requests of All Exhibitors

In Advance

- All involved persons are to take due care of their personal health in the two weeks leading up to the Boat Show.
- Please draw up and implement display methods and layout plans designed to maintain social distancing and prevent visitor crowding.
- Please inform visitors in advance about the following:
 "Please cooperate with the organizer's requirements of temperature checks and the wearing of face masks."
 (Those with a body temperature exceeding 37.5°C. will not be admitted to the Boat Show)
 "Entry restrictions to prevent visitor crowding in the pier area or on exhibit boats may be put in place."

Exhibitor Booth/Display Setup and Removal

- Please comply with the organizer's proposed staggered work times.
- Please perform work in a way that maintains social distancing and prevents crowding.
- Please wear face masks at all times (masks will be provided at cost to those without any).

During the Show: Display Booths and Boats, etc.

- Ensure that all your company's staff diligently check their temperatures, wear face masks and wash/sterilize their hands.
- Conduct cleaning and sterilization of your company's booth and/or exhibit boats with each circulation of visitors.
- Erect/hang acrylic sheets, etc., to protect against virus infection and person-to-person contact at your visitor reception desks, etc.
- Set out hand sanitizer and require thorough use (at each tent booth, on exhibit boats, etc.).
- At places where lines of visitors can be expected, put standing position markers down with at least 1-meter (preferably 2-meter) intervals (ensure they will not peel off on the floor with use).
- Take out your own company's trash/refuse each day (do not deposit it in the Yokohama Bayside Marina trash cans).
- Be sure to avoid the Three Cs in your tent booths.
- Restrict the number of visitors on your exhibit boats at any one time to around 50% of the boat's passenger limit.

■ Measures/Countermeasures Taken by Japan Marine Industry Association

At Planning Stage

- Guidelines laid out by Kanagawa Prefecture, Yokohama City and venue management officials are to be strictly observed.
- Layout plans must be aimed at avoiding crowding and maintaining social distancing among exhibitors and visitors.
- Prior notification of relevant information to all personnel and visitors must be thoroughly conducted. All exhibitors are asked to ensure compliance and cooperation with all restrictions.
(Checking of temperatures prior to and upon entrance, wearing of face masks, handwashing/sterilization, social distancing of at least 1 meter but preferably 2 meters)

Exhibitor Booth/Display Setup and Removal

- Prior posting of information on the JIBS homepage
- 1) Notification of requirements when arriving at the venue (wearing of face masks, handwashing/sterilization, social distancing and temperature checks)
- 2) Recommend that visitors register their information prior to entering the venue in order to appropriately collect personal information for tracing purposes, etc., should infection occur (not mandatory).
- 3) Provide information for the Kanagawa Prefectural Coronavirus Tracing System (LINE app).

During the Show: Display Booths and Boats, etc.

- Visitor entry restrictions will be in place for the pier (counts taken of visitors entering and leaving the pier area).
- One-way passage via prescribed routes through the pier area will be enforced to prevent face-to-face movement/interactions.
- The number of visitors boarding each exhibit boat at any one time will be restricted to around 50% of the boat's passenger limit.
- Visitor temperature-taking will be conducted at the entrance to the pier area (those with a body temperature exceeding 37.5°C. will not be allowed to enter).
- Visitors will be provided information for the Kanagawa Prefectural Coronavirus Tracing System (LINE app).
- Take away your own company's trash/refuse each day (do not deposit it in the Yokohama Bayside Marina trash cans).

	Handwashing /sterilization	Provision of face masks	Temperature checks	Social distancing line marking	Acrylic sheet placement
All reception desks	✓	✓		✓	✓
Information	✓	✓			
Ticket booth	✓			✓	✓
Pier entrance			✓	✓	
Boat rides and instruction reception desk	✓	✓	✓	✓	
On-land exhibits	Exhibitor compliance				
Floating exhibits	Exhibitor compliance				

Yokohama Bayside Marina Venue Layout and Zoning

Venue Layout Image

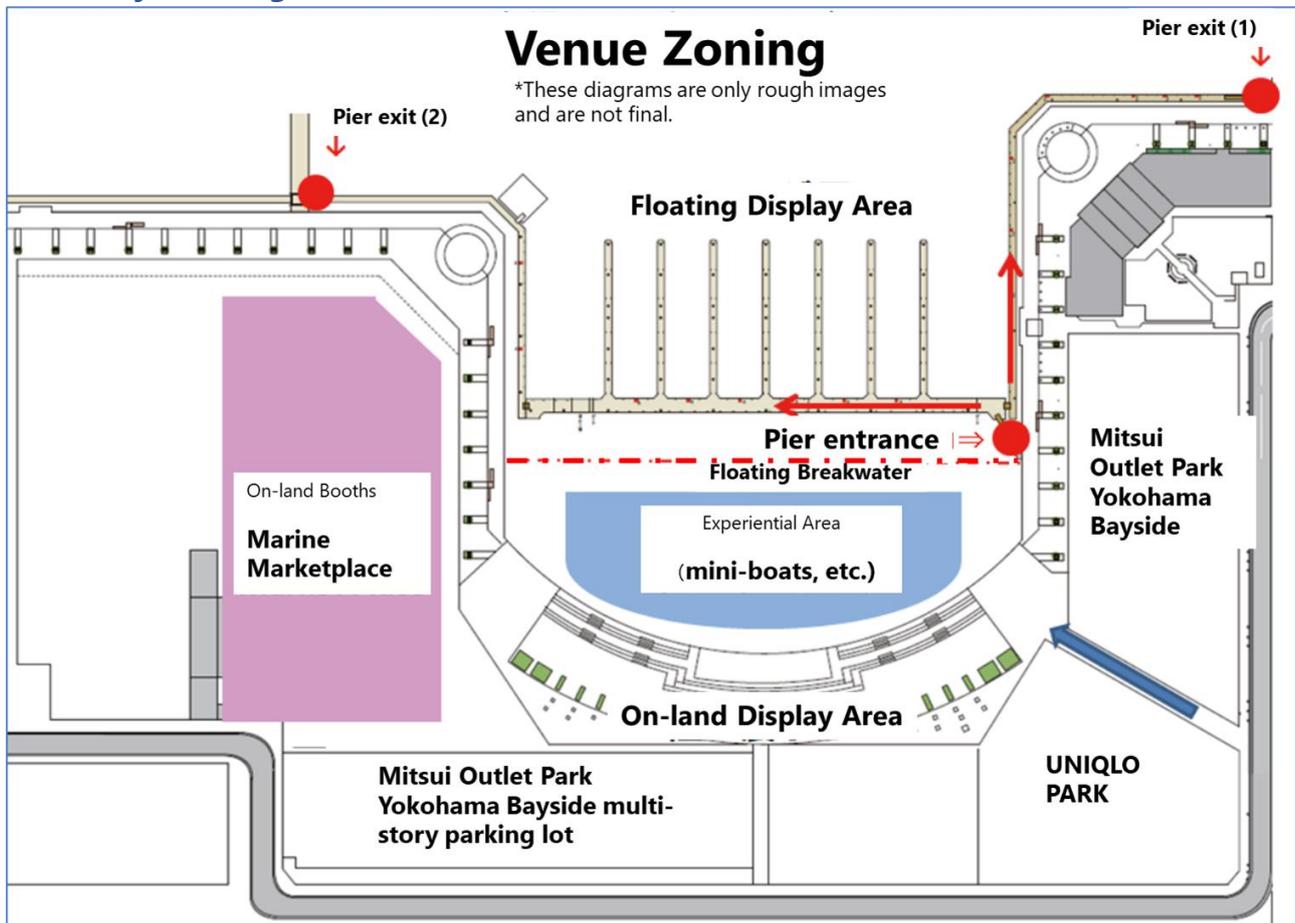


Exhibit Categories and Display Methods

1. On-land Exhibits

Tent booths (sample photos)

6 m x 6 m tent

4 m x 4 m tent



- Tent (large): 36 m² (L: 6 m × W: 6 m); Tent (medium): 16 m² (L: 4 m × W: 4 m)
- For tents placed in the Marine Marketplace, a flat wood plate paved with boards will be laid inside the tent to cure the soil surface.
- Zoning will be conducted based on exhibit category and tent size.

*There is a limit to display area space and if there are a lot of exhibitor applicants, some exhibitors may have to be turned down. In this case, acceptance will be based on the order of received applications.

Zone	Exhibit Category	Exhibit Unit	Exhibit Type
A	Motorboats, sailboats (up to 25 ft.)	1 boat up to 20 m ² (L x W)	On-land exhibit
B	personal watercraft	1 space 4 m ² (2 m×2 m)	On-land exhibit
C	Marine engines	1 tent	Tent booth exhibit
D	Boat equipment, parts, and accessories	1 tent	Tent booth exhibit
E	Marinas, rental services, club membership solicitations, schools, tourism, resorts	1 tent	Tent booth exhibit
F	Government agencies, marine organizations, research organizations, marine NPOs and NGOs	1 tent	Tent booth exhibit
G	Marine sports, marine leisure, wear, goods, books, etc.	1 tent	Tent booth exhibit
H	Outdoors, canoes, kayaks	1 tent	Tent booth exhibit
I	General products, others	1 tent	Tent booth exhibit
J	Vehicle exhibits (Japanese, imports)	1 vehicle	On-land exhibit

2. Floating Exhibits

- Motorboats and sailboats 25 ft. or longer can only be docked and cannot go in and out of berth for test rides.
- The Boat Show organizer will decide the docking location based on information on boat type and the like indicated in the exhibitor application, etc.
- While their exhibit boats are docked, exhibitors will be fully responsible for the safety of the craft, contingency plans for emergencies and ensuring the safety of visitors throughout the show's duration.
- If exhibitors would like to use electricity, the organizer will provide equipment for shore power usage for a fee.
- Due to the limitations for display space and electricity service, and if there are a lot of exhibitor applicants, some exhibitors may have to be turned down. In this case, acceptance will be based on the order of received applications.

Zone	Exhibit Area	Exhibit Unit	Exhibit Type
K	Floating exhibits	By no. of boats	Docking at pier
L	On-land tent booths for exhibitors with floating exhibits	1 tent	Tent booth exhibit

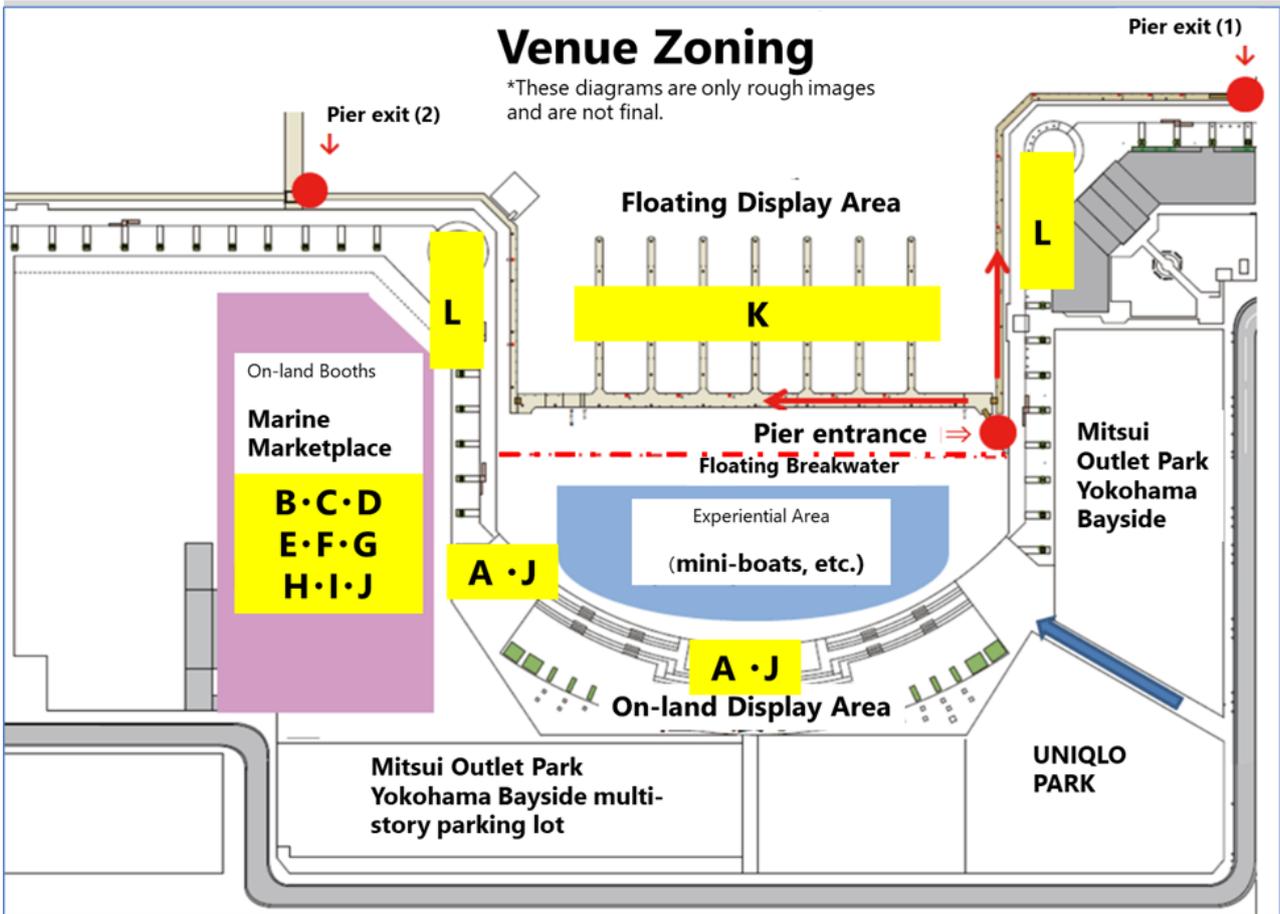


Exhibit Spaces and Other Details

1. Fees for Tent Booth Display Spaces on Land (tax included)

- Tent (large): 36 m² (L: 6 m × W: 6 m); Tent (medium): 16 m² (L: 4 m × W: 4 m)
- Fees shown are for one tent space unit and include consumption tax.
- Each tent comes with a set of 30 paid invitation tickets (sent later by post).
- There is a limit to display area space and if there are a lot of exhibitor applicants, some exhibitors may have to be turned down. In this case, acceptance will be based on the order of received applications.
- Special Supporting Members are as follows: Recycle Support Members, Mini-boat Support Members, Local Support Members.

Tent (large)	Fee
1 space unit	550,000 JPY

*1 space unit: 36 m² (L: 6 m × W: 6 m) with tent *Can only be set up in the Marine Marketplace.

Tent (medium)	Fee
1 space unit	285,000 JPY

*1 space unit: 16 m² (L: 4 m × W: 4 m) with tent

2. Fees for Motorboat, Sailboat, and Vehicle Display Spaces on Land (tax included)

- 1 boat (vehicle) is limited to an area up to 20 m².
- Fees shown are for one boat (vehicle) and include consumption tax.
- Each boat (vehicle) space comes with a set of 30 paid invitation tickets (sent later by post).
- There is a limit to display area space and if there are a lot of exhibitor applicants, some exhibitors may have to be turned down. In this case, acceptance will be based on the order of received applications.
- Special Supporting Members are: Recycle Support Members, Mini-Boat Support Members and Local Support Members.

Space (1 boat, 1 vehicle unit)	Fee
Motorboats/sailboats	285,000 JPY
Vehicles	285,000 JPY

*Restricted to motorboats and sailboats of up to 25 ft. (transported via flatbed truck with crane)

*Please prepare a movable (wheeled) boat berth or trailer for each motorboat or sailboat.

3. Fees for Small Boat, PWC or Dinghy Display Spaces on Land (tax included)

- This is for on-land exhibit spaces for small boats, PWCs and dinghies only.
- The spaces are in a vacant lot area with a dirt surface and the fee includes consumption tax. Please apply for space units sufficient for the exhibit product size (projected area).
- Each space comes with a set of 30 paid invitation tickets (sent later by post).
- There is a limit to display area space and if there are a lot of exhibitor applicants, some exhibitors may have to be turned down. In this case, acceptance will be based on the order of received applications.
- Special Supporting Members are: Recycle Support Members, Mini-Boat Support Members and Local Support Members.

Tent (medium)	Fee
1 space unit: 4 m ² (2 m × 2 m)	57,000 JPY

4. Fee for Electricity for Tent Booth Display Spaces on Land (tax included)

- Special Supporting Members are: Recycle Support Members, Mini-Boat Support Members and Local Support Members.

On-land Electricity	Fee
For on-land tents	21,000 JPY

*Electricity supply for on-land tents comes with a single 100V 15A outlet.

Exhibit Spaces and Other Details

5. Fees for Floating Exhibit Spaces (tax included)

- Fees shown are for one boat (vehicle) and include consumption tax.
- Each space comes with a set of 30 paid invitation tickets (sent later by post).
- Special Supporting Members are: Recycle Support Members, Mini-Boat Support Members and Local Support Members
- There is a limit to display area space and if there are a lot of exhibitor applicants, some exhibitors may have to be turned down. In this case, acceptance will be based on the order of received applications.

Boat length	Fee
From 25 to less than 30 ft.	270,000 JPY
From 30 to less than 35 ft.	305,000 JPY
From 35 to less than 40 ft.	329,000 JPY
From 40 to less than 45 ft.	352,000 JPY
From 45 to less than 50 ft.	388,000 JPY
From 50 to less than 55 ft.	435,000 JPY
From 55 to less than 60 ft.	481,000 JPY
From 60 to less than 65 ft.	528,000 JPY
From 65 to less than 70 ft.	587,000 JPY

Boat length	Fee
From 70 to less than 75 ft.	646,000 JPY
From 75 to less than 80 ft.	704,000 JPY
From 80 to less than 85 ft.	730,000 JPY
From 85 to less than 90 ft.	780,000 JPY
From 90 to less than 95 ft.	850,000 JPY
From 95 to less than 100 ft.	920,000 JPY
From 100 to less than 105 ft.	1,000,000 JPY
From 105 to less than 110 ft.	1,100,000 JPY

*Fee for a multi-hull craft is 1.5 times higher.

*For multiple boat displays, the cost for a 2nd boat will be discounted by 10%, 15% for the 3rd and a maximum of 20% for the fourth and up.

6. Fees for On-land Tent Booths for Floating Exhibitors (tax included)

- The area of one tent for floating exhibitors is 16 m² (4 m × 4 m).
- Fees shown are for one tent space and include consumption tax.
- Each space comes with a set of 30 paid invitation tickets (sent later by post).
- There is a limit to display area space and if there are a lot of exhibitor applicants, some exhibitors may have to be turned down. In this case, acceptance will be based on the order of received applications.
- Special Supporting Members are: Recycle Support Members, Mini-Boat Support Members and Local Support Members

Tent (medium)	Fee
Fee for 1 tent space	285,000 JPY

*One 16 m² (4 m × 4 m) space with tent.

7. Electricity Supply Cost for Floating Exhibit Boats (tax included)

- Fees shown are for one electricity outlet and include consumption tax.
- The electricity supply for floating exhibit boats is one 200V outlet only, so please prepare your own extension cables.
- As there are limitations for electricity service and some locations without access to shore power, if there are a lot of exhibitor applicants, some exhibitors may be required to forego use of shore power.

Land electricity use	Fee
For on-water (floating exhibits)	53,000 JPY

Exhibit Conditions

■ Exhibit Products

Only products approved by the organizer can be exhibited. Exhibitors who wish to display items other than marine-related products, accessories or services must apply and receive prior approval from the organizer.

■ Display of Exhibit Product Prices

There are no particular rules or limitations for how prices must be shown for products on display. However, multiple prices and the like are prohibited by the Fair Trade Act cannot be shown or disclosed. As a general rule, all prices shown should include consumption tax. If it is difficult to express the price with consumption tax included, the price card, etc., must clearly state that the posted price does not include consumption tax.

■ Display of Used Boats, Prototype Boats, etc.

Display of used boats in on-land exhibit areas is prohibited (except for used products that classify as accessories). However, this does not apply to: prototype boats being displayed solely for reference purposes; boats already registered and being put on display as reference toward the launch of a new boat model; products similar to these and have not been released for sale; or boats that have received approval from the organizer following an application in advance. The display of used boats in the floating exhibit area is permitted.

■ Exhibits of the Same Model by Multiple Companies

Motorboats, sailboats, PWCs or standalone engines of the same manufacturer may not be displayed by more than two exhibiting companies. However, this does not apply if an application has been made in advance and approved by either the Boat Show organizer or the manufacturer in question.

■ Display of 'SOLD' Notices on Display Models Forbidden

Exhibitors must not stick 'SOLD' signs or signs showing the name of the purchaser or contract signer on displayed items. However, if a product with limited stock has been sold out, please place 'SOLD OUT' notices and the like to indicate this fact.

■ Display of Dangerous Materials Forbidden

No explosives or other dangerous flammable materials may be displayed. Display items that contain volatile substances such as paint must be reported to the organizer in advance.

■ Joint Display Booths

Joint display booths for entities in the same organization or group are acceptable. However, there are restrictions that apply, such as how to indicate the names of the exhibitors, so please consult in advance with the Boat Show organizer.

■ Prohibition of Anti-societal Groups

If an exhibitor is determined to be, have connections with or is part of anti-social forces, such as organized crime groups, members or persons related to said groups, permission to exhibit will be withdrawn immediately.

Exhibition Regulation

(Regarding Exhibitor Applications)

(1) Application and Exhibitor Fees

1. Application deadline

January 20, (Wed.), 2021

2. Application method and fee

To apply, applicants must complete their Exhibitor Application Form, Display Item Checklist and Display Item Notification, transfer the total exhibition fee (including consumption tax & transfer fee) to the bank account specified below, and send everything by E-mail to the Boat Show Operation Desk. .

We will send you the Invoice as soon as the Application arrive.

■ Bank for exhibitor fee transfer

Bank name: Mizuho Bank, Ltd. Ginza-Chuo Branch, Tokyo (Swift Code No. MHCBJPJT)

Account No.: General account 1138202

Account name: Japan Marine Industry Association Boat Show Yokohama

3. Bank transfer charge

Any bank transfer charges incurred by the applicant's bank and our bank shall be paid by the applicants.

4. Issuance of payment invoice

Upon on your applications , payment invoices will be issued and send to you by E-mail by the Boat Show Operation Desk.

5. Display space applications

Although the application fee covers some of the exhibition expenses, receipt of an application does not necessarily imply that the display space units will be granted as requested. Please be aware that even if your application is duly in line with exhibition guidelines, etc., space limitations at the venue and display areas, unavoidable circumstances and other factors may result in being unable to exhibit certain items at the show or not being able to grant all the display space as desired.

6. Conditional applications

When applying, designating a display location, unit space dimensions and/or presenting other specific conditions will not be accepted.

(2) Exhibit Items from Overseas

For smoother processing, applications from abroad should be made through local distributors, embassies in Japan, etc. Overseas applicants wishing to make their applications directly, please contact the Boat Show Operation Desk for assistance.

(3) Exhibitor Contract

1. Issuance of exhibitor acceptance notices

Upon on the completion of your payment, we will send you the The Exhibitor Acceptance Notice to the applicant by E-mail .

2. Refund of exhibitor fees

After the exhibition contract is in effect, should an exhibitor make a request to cancel participation in the show, regardless of the reason, no refunds will be issued nor will any damage claims be accepted.

(4) Exhibit Location Decisions

1. Zoning by exhibit category

As a general rule, the location of exhibits will be decided based on the zones allotted to each exhibit category/type. The organizer will decide exhibit positions based on the priority of items indicated in each exhibitor's Display Item Checklist, so ensure that the priority of items to be displayed is clearly indicated in the Checklist. Regarding zone positioning and locations not available for requests, the organizer will decide both with due consideration for the layout of the overall venue and available space.

2. Positioning of exhibit boats and on-land booths

The positioning of exhibit boats and on-land booths will be decided by the organizer with consideration for exhibit category, receipt order of application, receipt order of fee payment, number of applications and other factors.

3. Objections to exhibit location

Exhibitors cannot object to or demand any changes to the exhibit spaces allocated by the organizer.

4. Changes in exhibit locations after allotment of spaces

After exhibitor locations have been decided, spaces vacated due to cancellations, etc., may be reallocated to other applicants without notice to nearby exhibitors. Also, the organizer may change exhibitor locations due to venue or space conditions. In such cases, cancellations or demand for compensation by exhibitors will not be accepted.

5. Priority treatment for Full Members

Full Members of the Japan Marine Industry Association will be given priority in exhibition space locations.

(5) Exhibitor Briefing Session

For the 2021 show, no Exhibitor Briefing Session will be held due to the COVID-19 pandemic. Exhibitors that have successfully applied will be sent an Exhibitor Guide and other materials, so please go over its content carefully. Should any points be unclear, please direct inquiries to the Boat Show Operation Desk.

(6) Points of Caution

1. Exhibits must not exceed the boundaries of the allotted exhibit space

It is prohibited to allow any portion of an exhibit item or the display booth to extend beyond the boundaries of the allotted exhibit space. Any such boundary violations may inconvenience neighboring exhibitors and/or obstruct the passageways for visitors, so take due care.

2. Cautionary measures for the safety of show visitors

For the safety of show visitors, always take appropriate preventative measures for exhibit items that may cause physical harm to visitors if contacted, such as protective covers for propellers, anchors and fishing gear.

3. Surveillance and warnings

During booth/display installation and setup, the show organizer and Boat Show Operation Desk staff will be on hand for inspection, and if deemed necessary, will ask exhibitors to make corrective changes to exhibits. Please promptly respond to these requests, for if the requested corrections are not made, the exhibitor may be denied the right to participate in the show.

(7) Show Cancellation

The Boat Show may be discontinued due to natural disasters, fire, accidents, political unrest and/or other unfortunate circumstances. Note that in the case of cancellation, regardless of the cause or reason, the organizer will not be held responsible in any way and no form of compensation whatsoever will be given for whatever

damages (including exhibitor fees, etc.) or lost profits that may result from the cancellation of the event.

However, as a special condition for 2021, if the show must be cancelled prior to opening due to the COVID-19

pandemic, exhibitor fees and other fees that have already been received will be refunded fairly in a manner consistent with exhibitor booth size, etc., after deducting expenses incurred at the time of cancellation (Yokohama Bayside Marina expenses).

(8) Show Management

In order to facilitate the operation of the event, the organizer may make new arrangements and various additions and changes to matters not included in this exhibition regulation.

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The Exhibition Guide, Exhibition Outline and Rules and Exhibition Application Forms can be downloaded from the URL below.

<https://www.marine-jbia.or.jp/english/>

Japan International Boat Show 2021

Please direct any inquiries to:

Boat Show Operation Desk

Japan Marine Industry Association (JMIA)

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