

**Forwarding Instructions for all exhibitions in
Kazakhstan**

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1. General Information

BTG Expo GmbH is an international freight forwarder specialized in exhibition logistics since many years. For events in Kazakhstan we can offer you complete solutions, which include individual professional advice, specified shipping instructions, transport to and from the venues, support on-site, as well as the complete coordination of any necessary services at the individual fairgrounds.

This shipping manual will assist you in your preparations for the correct and timely dispatch of your consignments to Kazakhstan. Please therefore read the guidelines carefully.

Occasionally, customs clearance in Kazakhstan can still be a particularly complicated matter, however if you follow the instructions carefully, it is a fairly straightforward procedure.

In order to ensure trouble free handling of your exhibition goods please kindly do not arrange any transport to Kazakhstan without our prior notification

Under no circumstances can BTG Expo GmbH be made accountable or held responsible for non-delivery of goods, delay in delivery or extra costs due to consignments arriving without previous notice.

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Pre-Notification

When all necessary documents have been completed, please send your pre-notification, along with your handling instructions immediately to:

BTG Expo GmbH
Carl-Benz-Strasse 21
60386 Frankfurt am Main
Germany

Telefax: +49 69 408987-222

E-mail: firstname.lastname@btg.de
(individual project manager of BTG Expo)

Please contact us in advance for the responsible project manager.

2. Documentation

Please make sure that all relevant details (consignee address, values, weight, etc.) are identical in all documents!

Transport Documents

We require the following documents for the transportation of your consignments:

For road freight: CMR + CARNET TIR

For air freight: Master AWB (under no circumstances a house AWB)

Pro Forma Invoices

We request, that you only use BTG Expo's own pro forma invoice forms. For this purpose, we will supply you with the necessary excel-data files. These must be completed and returned to us in the same way. To ensure a timely control and translation of your documents, please send all drafts of invoices to us **at the latest two weeks before the date of shipping.**

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All invoices are required to be translated into Russian, therefore please leave a blank line for the Russian translation. For this purpose, we can offer our translation service.

Separate invoices must be issued for temporary and final import

Final import:

- Printed Matter (brochures)
- Consumable Material (tape, etc.)
- Promotional Material (give-aways)

Temporary import:

- Exhibits/Models
- Stand fitting-material
- Tools

Original stamped and signed pro forma invoices are required to be attached fivefold to the transport documents.

For instructions on how to issue a pro forma invoice correctly, please see our separate sheet - "Pro Forma Invoice - Guidelines". We will supply this form alongside with proforma invoice form.

The minimum value system which is run by the customs authorities in Kazakhstan applies for *final entry* consignments. These minimum values are regularly changed without previous notice. BTG Expo GmbH cannot influence this

Practice which has caused trouble for many exhibitors in recent years. One distinct example is the final import of brochures. At the time of printing this shipping manual, the minimum value of brochures is calculated at 17,00 US\$ per kg, plus 15% customs duties and 12% VAT. Taking this into consideration and in order to save money, we strongly recommend reducing the quantity of printed matter and promotional materials being shipped to accommodate the quantities actually being distributed during the exhibition. As soon as such goods have been declared for final import, then they *cannot* be returned.

Under no circumstances should you send any goods which have not been declared in the pro forma invoice!

Smuggling goods is seen as a serious crime in every country.

Should the customs authorities find any undeclared items during customs inspection, then your whole shipment will be impounded. As a consequence the authorities in Kazakhstan will impose significant penalties and you may well end up without your goods on the exhibition stand. Should undeclared items be found during a customs inspection at the border, then the whole truck will be impounded by the customs authorities and most probably will no longer reach the fairground on time. This will not only affect your shipment, but also the shipments of other exhibitors on the same trailer. In such a case, BTG Expo GmbH *cannot* be held responsible or liable for non-delivery, delays or additional charges incurred. All supplementary charges and fines incurred will have to be settled by the exhibitor responsible.

Under no circumstances should your consignments contain any kind of foodstuff, beverages or tobacco for your own use or catering purposes. A variety of good quality local or imported products is readily available in the supermarkets. We therefore strongly advise that you purchase your consumables locally.

Carnet ATA

Shipping under Carnet ATA is not possible.

3. Transport

- Consignments must be transported "freight prepaid".
For deadlines and Address of Consignee, please contact us
Directly

Road freight

We and/or our agents can offer a consolidated service for the majority of exhibitions – for further details, please contact us or our agents directly. When transporting goods to an exhibition, we use solely designated vehicles. Should you wish to make your own transport arrangements for your consignments, then we would urge you **not to use** a consolidated service, where your goods will be loaded with regular cargo. If, despite our warning, you still choose to use such a service, then please ensure that the trailer is booked with a separate drop (if possible, the first stop) directly at the exhibition site. All consignments going per road freight must arrive directly at the exhibition site. If your goods arrive first at a different terminal, then this will most probably result in delays and incur extra charges.

Air freight

Your shipment should be sent as IATA direct airfreight only. We can only deal with consignments, which arrive on a single MAWB. Please do not issue any HAWB's and do not use any consolidated services for your air freight consignments. Consignments sent with a consolidated air freight service may well arrive addressed to a different air freight agent. In such a case, we are unable to customs clear and release such consignments.

Courier services

Please refrain from sending your consignments via courier or express companies (e.g. FedEx, UPS, DHL, etc.). These companies normally offer a door-to-door-service; however they are not authorised to put your exhibition consignment through customs clearance, especially where a temporary import is concerned. Our possibilities for clearing courier consignments are very restricted. On more than one occasion in the past, we have experienced that exhibition consignments have failed to reach the exhibition stand, due to the fact that courier services were used.

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For the benefit and the success of your exhibition please use only air or road freight as a means of transport for your exhibition consignments.

BTG Expo GmbH cannot be held responsible or liable for any delays, non-delivery of consignments or supplementary charges incurred if your shipment is transported via courier service.

4. Packaging and case markings

We must stress the importance of the need for packaging of the highest standard. All packaging should be built to withstand extensive handling and, wherever required, repacking. For this reason, we would not recommend using cardboard cartons as packaging and would rather advise that a bolted and re-usable variety of cases are used. Obviously, these will primarily be expensive, however we know from experience that this type of packaging will be worth it in the long run.

If you lock your cases, then please do ensure that we are given a set of spare keys (or key code where relevant) together with your relevant documents, when we load your shipment. This will enable us to effect customs clearance without your presence being necessary. Also remember to ensure that your own exhibition staff has a set of keys with them.

All packages have to be clearly marked on at least two sides with the following details:

Exhibition name:

Hall no. / Stand no.:

Exhibitor / Company's Name:

Case no.: (e.g.: 1/4; 2/4; 3/4; etc.)

Dimensions:

Gross and net weight:

Heavy and bulky cases must show lifting points and centre of gravity.

5. Storage of Empty Packages during the show

Apart from the official on-site forwarder, no one is allowed to handle your empty packaging during the exhibition. You will receive “BTG empties labels” from our BTG Expo office at the fairground. Please ensure that these labels are attached to the empty packaging, which you need to have stored during the exhibition. Empty packaging without labels will be regarded as waste material and will be removed by the on-site cleaning companies. It is in your best interest not to store any items, such as tools, valuables, unused equipment or material inside your empties. BTG Expo GmbH cannot be held responsible for loss of or damages to items left inside your empty packaging. If you have surplus material or tools, etc. which have to be stored somewhere during the exhibition, then please contact our BTG Expo office on site. Your empty packaging will be returned to your exhibition stand as quickly as possible after the exhibition ends.

6. Restrictions / Licences

There is a range of products, which is subject to import restrictions, licensing or certification by the Kazakhstan government authorities. These restrictions not only apply to final imported consignments, but also to temporarily imported items. The following items belong to the products under special scrutiny:

- Fridge and freezer units
- Alcohol (wine and spirits)
- Foodstuff (fresh fish and meat)
- Food ingredients
- Tobacco commodities
- Cosmetics and beauty aids
- Medical equipment and pharmaceutical products
- Observation and close circuit surveillance equipment
- Telecommunication equipment

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- Data Media (CD ROMs, DVDs, etc.)
- Military equipment (dual use)
- Wooden products and wood in general

Identification of temporary exhibition goods

Please note that temporary exhibition goods are liable to a customs identification once arrived in Kazakhstan.

7. During the exhibition

You will be contacted by BTG Expo staff members or representatives of our on-site agents during the exhibition, in order to collect your individual forwarding/disposal instructions in writing and to give advice on all the necessary formalities for the return transport.

8. Selling of exhibition goods

It is strictly prohibited to sell temporarily imported items direct from the exhibition stand. This is regarded as a serious abuse of Kazakhstan law and will bring about heavy fines. Goods which have a temporary import status can only be sold under an official sales contract between the seller and the buyer. Selling goods to a private person is not possible. The buyer of the goods must be a registered legal entity with foreign trade permission.

It is the responsibility of the buyer to complete final customs clearance (transfer from temporary customs declaration to permanent customs declaration).

For legal reasons BTG Expo GmbH is **not** a party in these procedures. After the exhibition has finished, the goods must be transferred to a bonded warehouse awaiting final customs clearance.

Should a buyer fail to complete customs procedures and to pay the applicable import duties along with the VAT, then all goods must be returned to origin at the seller's expense. It is not

possible to dispose of items in Kazakhstan. As it is impossible to foresee just how long the customs clearance procedures will take, the charges incurred (i.e. handling in and out of storage, storage, extension of customs declaration, additional customs fees, etc.) can indeed turnout to be very expensive.

For this reason we strongly recommend you not to sell any exhibits during the exhibition.

9. End of exhibition / Return transport of goods

Even when BTG Expo GmbH provides extra labour for re-packing exhibition goods, the exhibitor still remains responsible for ensuring that all items are re-packed into the same cases as for the inbound transport. For this reason, it is advisable for the exhibitor to keep a copy of the original pro forma invoice with him at all times.

Goods which were declared for consumption (brochures, giveaways and consumable goods) *must not* be re-packed. All of these items must remain in Kazakhstan. These items cannot be re-exported.

All exhibitors, who intend to leave the exhibition site before the closing of the show and who leave their exhibits on the exhibition stand, do so at their own risk. BTG Expo GmbH will arrange for workers to re-pack the cases – the costs incurred will be charged to the exhibitor. Responsibility or liability for subsequent loss of or damage to such consignments cannot be accepted by BTG Expo GmbH.

BTG Expo GmbH can arrange security storage for exhibits from the end of the exhibition until re-loading commences. Should an exhibitor require such storage, then he should give written order to BTG Expo GmbH.

Our BTG Expo office at the fairground will supply you with BTG return labels. To allow us to identify your cargo, all cases must be clearly marked with these labels.

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Please coordinate your arrangements for return trailers with BTG Expo GmbH in order to avoid any unnecessary demurrage charges being incurred.

10. Handling charges at the fairground

All our on-site handling charges will be calculated in accordance with our on-site handling-tariff.

We reserve the right to request an advance payment for all our on-site services including VAT, Kazakhstan customs duties and freight charges. In addition BTG Expo GmbH reserves the right to request a deposit as a guarantee in order to avoid violation of the relevant Kazakhstan customs regulations. After the exhibition has ended, both amounts will be deducted from the final invoice, including possible unforeseen expenses and fines. Any excess amounts will of course be refunded.

11. Specialised information

- Textiles
- Fur
- Cosmetics
- Wine and spirits
- Food and drink
- Telecommunications

Should you intent to exhibit any of the above mentioned items, please contact us directly in order to obtain special information.

12. Liability and insurance coverage

Our liability ends when the goods have been delivered to the exhibition booth (or as close to the booth as possible) – even if the exhibitor or his chosen representative is not present at the time of delivery.

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Our liability is valid again after the exhibition ends and the goods (repacked) are collected at the booth for the return transport. This is also valid, even if the transport documents for the return transport were handed over to the forwarder at an earlier date. For the period between delivery and collection at the booth, the exhibitor takes full responsibility for the exhibits.

We undertake all services at the owner's risk. We also cannot be held responsible for rented labour and technical equipment. It is the responsibility of each exhibitor to arrange a fully comprehensive insurance policy covering the exhibits for transport to the exhibition, during the exhibition and the return of the exhibits to his works, including the period the goods are handled by us. The exhibitor must also ensure that transport insurance is arranged for exhibits sold locally.

If you would like us to arrange for this insurance, we require a written order prior to the goods being despatched. Rates and premiums are available on request.

In the case of any damages or losses an immediate written claim must be given to the our on-site office or responsible BTG branch office, specifying the damage or loss.

BTG Expo GmbH operates exclusively in accordance with the latest version of the Allgemeine Deutsche Spediteurbedingungen – ADSp – (German Forwarders' General Terms and Conditions of Trading).

In paragraph 23 ADSp these conditions limit the legal liability for damage to goods in the case of damage to goods whilst in the care of a forwarder to € 5/kg, in accordance with § 431 of the German Commercial Code (HGB); in the case of multimodal transports, including sea transport to 2 SDR (special drawing rights)/kg and in addition, per damage or event to € 1 Million or €2 Million respectively, or 2 SDR/kg whichever is the greater.

Court of Jurisdiction: Augsburg, Germany
This manual is subject to short term alterations.