



FORUM D'ALLIANCES D'AFFAIRES
NATURALLIA

Naturallia 2021 is a unique and results-based business networking event for SMEs, designed to enable businesses to effectively identify business partners and quickly establish productive communication in the natural resource and advanced technologies sectors such as:

- Mining supply and services
- Value-added wood products and processes
- Smart energy development, supply and services
- Advanced manufacturing

This event provides the perfect opportunity for all sectoral delegations to increase their visibility at local, regional, national and international levels.

Naturallia's core concept is a series of pre-planned, one-on-one meetings where business representatives can quickly build relationships and find common ground for their projects and interests. During three intense days, Naturallia 2021 participants will be able to take advantage of every minute to obtain concrete and interesting results.

When: September 2021

Where: Val d'Or, (Quebec), Canada

For more information on this event, visit our website at naturallia.com

Why become head of delegation?

Trade experts from across Canada and around the world will select the best companies in their region based on their business development potential and the added value they can bring to the business. As Head of Delegation, you will have the opportunity:

- Allow members of your delegation to participate in a "Business Alliance Forum" where they will discover new opportunities to help them grow;
- Take advantage of unique opportunities to open new doors to international trade and investment in North America and beyond;
- Promote your market or region to the Canadian and international business community;
- Identify business opportunities for companies operating in your market;
- Expand your customer base and enrich your network of companies engaged in international trade;
- Establish valuable relationships with trade specialists from around the world and from Canada.

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PARTNERSHIP AGREEMENT – HEAD OF DELEGATION - NATURALLIA

- Partner with a leading business-to-business event in the global arena, which will strengthen your organization's leadership role in trade promotion, investment research and economic development;
- Promote your own events, conferences and forums to a select audience of national and international business people.

1. COMMITMENTS OF THE PARTIES

Naturallia 2021 and the Head of Delegation mentioned below are committed to active collaboration that will be essential to the success of the Naturallia 2021 event.

2

1.1 NATURALLIA 2021'S COMMITMENTS.

Upon receipt of the sum of \$ 1,300 CAD * for a person paid by each participant, Naturallia agrees to:

- Register the company that is part of your delegation and provide one (1) passport entitling you to the following activities and services:

| Name | Description | Price |
|----------------|---|---|
| 3-day Passport | <ul style="list-style-type: none"> • Three (3) matchmaking sessions (up to fourteen scheduled interviews) • One (1) invitation to the opening cocktail party • Two (2) conference breakfasts • Two (2) conference lunches • One (1) invitation to the Gala Dinner • One (1) invitation to the international evening • One (1) registration for industrial activities and visits • Three (3) sectoral round tables • Four (4) health breaks | <p>Presale - Early birds: \$ 1100 CDN before May 15, 2021</p> <p>Regular price: \$ 1,300 CAD per participant</p> <p>The price for a second participant (business companion of the same company or sharing the same appointment calendar) is 600 \$ CAD.</p> |

- Publish, in the multilingual catalog of Naturallia 2021, a half-page describing each of the companies, members of your delegation.
- For each participating company, orchestrate up to fourteen (14) interviews with Naturallia repertoire companies. A calendar of meetings will be generated by a software of mesh, based on the wishes of meeting of the participating companies.
- Provide the Head of Delegation signing a delegation with a minimum of 5 SMEs, a free exhibition space (based on the concept of first come, first served). The space will include a fascia, a table and chairs, and access to the internet (worth \$ 3,000 CAD). The Head of Delegation will inform the organizers of Naturallia 2021 of any special need: projector, TV or other (fees will be charged at regular rates).

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- Ensure the presence, throughout the event, of a team of interpreters offering services in English and French (and in other languages, if the request to this effect is presented to the organizers of Naturallia 2021).
- Make available to the Head of Delegation one (1) complete directory for each company member of the delegation.
- Make available to the Head of Delegation the support services of the Naturallia 2021 team on request.
- Throughout the launch phase, offer the support services of a Naturallia representative to support your business recruitment efforts in accordance with the Naturallia 2021 agreement (through the organization of webinars, our presence for training sessions). information or workshops on business alliances, press conferences, etc.)
- Negotiate special rates with certain hotels, for your room reservations (accommodation fees are to be paid by each participant).
- Pay a **\$ 200 commission** for each private company in your delegation that will participate in the Naturallia 2021 event. Receive **incentive bonuses** if you register eight (8) or more companies:
The commission increases to \$ 250 per registered business (8 businesses x \$ 250 = \$ 2,000).
 The commission will be paid on condition that 75% of the companies, members of your delegation answer the survey that will be conducted after the event.
- The organizers of Naturallia 2021 reserve the right to refuse the participation request of a company, if valid reasons justify it.
- Naturallia 2021 organizers will provide you with a letter of invitation to facilitate visa applications when they are required to obtain entry visas.

1.2 HEAD OF DELEGATION'S COMMITMENTS

- Promote Naturallia 2021 to prequalified companies within the sphere of influence of the institution, with the aim of recruiting them within your delegation.
- Orient participants throughout the registration process, encourage your companies to adhere to the scheduled interview schedule, and facilitate logistics associated with attending an international business forum. If your mandate so requires, once the Naturallia 2021 event is over, you will continue to work with the companies in your delegation to support follow-up activities and help transform new business leads into sustainable business relationships.
- Send by the set date, to define, the definitive list of persons or companies members of the delegation, for the publication of Naturallia directory.
- Use the services of a Naturallia 2021 representative to promote the Naturallia event in your area, (sharing cost and if possible, at our expenses).

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- Inform the individuals or companies that are members of the delegation that they will have to cover the costs they incur, including travel expenses to travel to Val d'Or (Quebec, Canada), accommodation costs, and the cost of travel. hotel, personal expenses and telephone communication costs. The deadline for reimbursement of registration fees by Naturallia 2021 is July 1, 2021.
- Ensure that the member companies of the delegation participate in the evaluation and monitoring survey. Two separate survey forms will have to be completed and provided to the organizers of Naturallia 2021. They will be used to evaluate the impact of the Naturallia 2021 event, to measure participant satisfaction and to identify business agreements and business alliances resulting from the event. The transcription of the information thus obtained will allow the organizers to write a final report on Naturallia 2021 and to inform the financial partners of the event.
- The Head of Delegation will ensure that each member of his delegation pays the registration fee, in accordance with the agreement with the organizers of Naturallia 2021. Once payment is made online, each participant will receive a user code and a password that he or she will have to use to complete his or her profile.
- Heads of delegation will ensure that participants' visas are obtained when necessary.

Canada

Québec



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2. IDENTIFICATION

2.1 HEAD OF DELEGATION

Name of the representative: _____

Address: _____

City: _____ **Province :** _____

Country : _____

Postal or zip code: _____

Phone: _____

Fax: _____

E-mail : _____

The Head of Delegation confirms that he intends to participate in the Naturallia 2021 event and that he accepts the following responsibilities and regulations, as described in this partnership agreement.

TERMS AND CONDITIONS

Evaluation of the event

- In order to claim commissions and other benefits, the Head of Delegation will have to complete a survey questionnaire after the Naturallia 2021 event. He will also have to ensure that at least 75% of the members of his/her delegation complete and submit this same questionnaire.

Commissions

- All amounts are in Canadian dollars. Regardless of the country of origin, commissions will be paid in Canadian dollars. The organizers of Naturallia 2021 will not be responsible for exchange rate fees. All commissions and incentives will be paid after the Naturallia event.
- The calculation of any commission is based on the number of companies with a dating schedule and not the number of attendees (e.g., 2 registrants from the same company with the same dating schedule are eligible one (1) commission of \$ 200, 2

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PARTNERSHIP AGREEMENT – HEAD OF DELEGATION - NATURALLIA

persons from the same company with 2 paid meeting calendars = \$ 400 commission).

- For the Head of Delegation to be eligible for the commission associated with a company member of the delegation, it is necessary for this company to pay its full registration fee and participate in the event Naturallia 2021.
- Only recruitment of private sector companies gives the right to commissions. Although a Head of Delegation may invite public sector organizations to attend the Naturallia event, the recruitment of participants from the public sector does not entitle him to any commission. Naturallia 2021 is first and foremost a business event.
- If the number of companies recruited is greater than or equal to eight (8), the commission paid will increase to \$ 250 per company (for example: for 7 companies the commission is \$ 200 per business or \$ 1400; for 8 companies, it goes up to \$ $8 \times 250 = \$ 2000$).
- If the number of companies recruited is greater than or equal to ten (10), the registration fees of the Head of Delegation are reimbursed after the event, at the time of payment of commissions. The Head of Delegation will be entitled to one free registration for each ten (10) companies in the delegation. For example:
 - 10 recruited companies = 1 free registration pass;
 - 17 recruited companies = 1 free registration pass;
 - 20 recruited companies = 2 free registration passes.

The free registration granted for each ten (10) companies does not confer any advantage on accommodation costs at the hotel.

Once payments are received, if the delegation has five (5) or more companies, the Head of Delegation will be entitled to one (1) free exhibitor booth space (on a first-come, first-served basis) until availability lasts.

To take advantage of this privilege, the Head of Delegation will have to reserve the space for the kiosk with the organizers of Naturallia 2021. Contact the organizers to book. Heads of delegation who apply for this will have to set up their booth and exhibit for the duration of the event.

Registration and Payment Procedure

At the time of registration, the Head of Delegation must choose between a Participant Package with a calendar of meetings or an Exhibitor Package (if the delegation is made up of 5 SMEs minimum).

To be entitled to incentive bonuses, the Head of Delegation must pay his registration fee at least two (2) months before the event Naturallia 2021. The rates are identical to those required for any participant: pre-registration until the deadline which will be communicated to you and full price after.

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In order to obtain the guarantee of an exhibitor kiosk space, the Head of Delegation will have to choose the Exhibitor package (condition of the 5 SMEs). Booth spaces will be allocated on a first-come, first-served basis and subject to availability.

Since the showroom can only accommodate a limited number of booths, booth space will first be allocated to exhibitors who have paid their reservation fees.

The remaining space will then be allocated to Heads of Delegation with a delegation of five (5) or more companies, on a first come, first served basis (based on the date on the Head of Delegation's signed partnership agreement form).

It would be possible to buy a kiosk for some or your companies. In case of cancellation, the kiosks booking fee will not be refunded.

3. Signature of the parties

This Partnership Agreement comes into force on the date the parties sign it. The agreement may be terminated by either party upon presentation of a letter.

Signature _____

Name of the Head of Delegation (block letters)

Date : _____

Alain Thivierge, Director, **for Naturallia 2021**

Date : _____