

FIS CROSS-COUNTRY WORLD CUP

«PLACE»

AGREEMENT

between

THE INTERNATIONAL SKI FEDERATION (FIS)

and

THE NATIONAL SKI ASSOCIATION OF

«NSA_TITELBLATT»

(hereinafter the "NSA")

and

«NAME_OF_ORGANISING_COMMITTEE»

(hereinafter the "Organiser")

regarding

the Organisation of the World Cup
Competitions in «PLACE»

WHEREAS:

- A. The FIS is the international federation governing Cross-Country Skiing, Ski Jumping, Nordic Combined, Alpine Skiing, Freestyle Skiing and Snowboarding;
- B. The FIS Cross-Country World Cup is a series of Cross-Country competitions held each winter season between athletes representing teams of various National Ski Associations and which takes place at various sites around the world, notably in Europe, North America and Asia;
- C. The competitions of the FIS Cross-Country World Cup result in individual results, overall rankings per type of competition (Sprint and Distance) and an overall World Cup ranking.
- D. The organisation of the FIS Cross-Country World Cup competitions is entrusted to National Ski Associations, which are members of the FIS.
- E. The NSA has been appointed by the FIS to organise certain Cross-Country competitions in «PLACE» as part of the 2018/19 FIS Cross-Country World Cup;
- F. The NSA has delegated all or certain tasks, rights and duties related to the organisation of the Event to «NAME_OF_ORGANISING_COMMITTEE» as Organiser.

1. DEFINITIONS

Unless otherwise defined in this Agreement, capitalised terms shall have same meaning as in the FIS Statutes, the International Ski Competition Rules (ICR) and the rules for the FIS Cross-Country World Cup (WCR). In case of discrepancy, the definitions in this Agreement shall prevail over the definitions in the FIS Statutes, then the ICR and finally the WCR.

“**Agreement**” means this agreement regarding the organisation of this Event COOP FIS Cross-Country World Cup.

“**Competition**” or “Competitions” means any competition comprised within the Event where the winner is awarded a prize. A Competition may be comprised of one qualification round, including official training sessions. In the FIS Rules, Competitions are sometimes also referred to as “races”.

“**Course**” or “**Courses**” means the area used for the purpose of a Competition including start and arrival areas (accredited access zones) and areas adjacent to the actual competition courses. It includes the reclaimable air-space above.

“**Event**” means all Competitions plus the official training, the presentation and award ceremonies, official invitations, press conferences and all other activities, e.g. of entertaining or social nature, connected to the Competitions.

“**Event Facilities**” means all locations, offices, reception and meeting room facilities used for official purposes connected to the Event (including award ceremony facilities, race offices, accreditation office, meeting rooms used for official meetings [team captains' meetings, press conference rooms, rooms for announcements or presentations], press centre, service infrastructures).

“Event Programme” means the booklet or brochure which contains the Event Schedule and other useful information related to the Event.

“Event Schedule” means the list of activities related to the Event, including the time and location of their execution.

“Event Venue” means the sites and locations which are used for the purpose of the organisation of the Event including the Course(s) and Event Facilities not included in the Course(s).

“FIS Advertising Rules” means the Rules issued by FIS in regard to advertising at World Cup Competitions.

“FIS Race Director” means the referee appointed by the FIS according to art. 302.1.1 ICR.

“FIS Broadcaster Manual” means the Guidelines issued by FIS in regard to TV coverage of the World Cup Competitions.

“FIS Rules” means all regulations issued by the FIS including specifically but not limited to the FIS Statutes, the ICR, the World Cup Rules, the Advertising Rules, the FIS Medical Guide, the FIS Anti-Doping Rules and the Procedural Guidelines and the Specifications for Competition Equipment and Commercial Markings, Technical Regulations for Timing and Data as well as any precisions or complements thereto as issued from to time by the FIS;

“Force Majeure” means any event which is unforeseen and beyond the reasonable control of either party including but not limited to the following; Act of God, adverse weather, inevitable accident, failure or shortage of power supplies, fire, flood, epidemic, earthquake, explosion, war or armed conflict, embargo, government action or decree, riot or civil disturbance, failure or delay of common carrier or impairment or lack of adequate transportation facilities, inability to obtain, or the condemnation, failure of technical, production or television equipment not under their direct control;

“Organiser” means the person, group or entity that makes the necessary preparations and directly carries out the running and financing of the Competition (see also art. 211.1 ICR). As a principle, the NSA shall be responsible for the proper organisation of the Competitions and may delegate all or certain tasks, rights and obligations related to the Organisation of the Competitions to an affiliated club or another legal entity which then becomes the Organiser and party to this Agreement.

“Organising Committee” is the group of persons or entity which executes the right, duties and obligations related to the organisation of the Competitions (see also art. 211.2 ICR).

“World Cup” means the FIS Cross-Country World Cup 2018/19 abbreviated as WC.

2. APPOINTMENT OF THE ORGANISER

Upon signature of this Agreement by all parties, the FIS definitively confirms the appointment of the NSA to organise the Event as part of the calendar 2018/19 established by the FIS Cross-Country Committee meeting held in Costa Navarino (GRE), 16.05.2018 and confirmed subsequently by the FIS Council on 18.05.2018.

The NSA has delegated the tasks, rights and obligations related to the Organisation of the Event to the Organiser. The NSA and the Organiser shall sign an agreement setting out the respective rights and obligations. A copy of the signed agreement shall be provided to the FIS, or a confirmation to the effect that such an agreement is in place. A checklist defining the elements that should be included in such agreement is attached as Exhibit 1 hereto.

Notwithstanding any specification in this Agreement, the NSA and the Organiser shall be jointly and severally liable for the proper organisation of the Event in accordance with the terms of this Agreement, the ICR and the WCR.

3. GENERAL OBLIGATIONS OF THE ORGANISER

The Event and the Competitions shall be organised in strict compliance with the applicable FIS Rules at present in force or amended by the FIS from time to time, in particular the Statutes, the ICR and the WCR. The Organiser shall follow the reasonable instructions given by the FIS.

No competitions or activities directly associated with the Competitions other than those explicitly confirmed by the FIS shall be carried out in combination with, or during the, Event.

The Organiser shall provide all necessary infrastructures, support and services (including power supply) necessary for the proper organisation of the entire Event.

The Organiser shall establish an Organising Committee to carry out the tasks, rights and obligations defined in the ICR and WCR. The establishment of the Organising Committee shall not affect the liability of the Organiser.

4. THE ORGANISING COMMITTEE

The Organising Committee shall be composed according to art. 302 ICR. It shall include the Jury and the Technical Delegate appointed by the FIS (art. 303 ICR).

All members of the Organising Committee shall have the appropriate competence and experience necessary to carry out their duties.

The Organising Committee shall use at least one of the FIS languages (E/F/D) in all official documents and meetings (official programme, team captains' meetings, jury meetings, OC meetings with international participation, etc.).

The tasks of the members of the Organising Committee are further described by the ICR and the WCR.

5. FURTHER OFFICIALS

The NSA and the Organiser acknowledge that further officials may be delegated by the FIS and the FIS Race Director (e.g. the FIS Equipment Controller, art. 222.6 ICR). The tasks of such further officials are described in the ICR and the WCR and may be specified by instructions of the FIS Race Director.

6. THE COMPETITIONS

The Event shall consist of the following Competitions:

- «Wettkämpfe_1»
- «Wettkämpfe_2»
- «Wettkämpfe_3»

The above dates may be subject to modifications as set forth in this Agreement.

7. THE EVENT SCHEDULE

7.1 Elements of the Event Schedule

The Organiser shall provide to FIS for its approval at the latest 90 days in advance of the scheduled date of the first Competition a detailed Event Schedule.

The Event Schedule shall be established in close consultation with, and agreed by, the FIS Race Director. It must include the following elements:

- The Competitions (including training, inspections, etc.);
- Public Official Presentation and bib number announcement ceremonies;
- Winner and prize-giving ceremonies;
- Team Captains' Meetings.

At the discretion of the Organiser, the Event Schedule may include further related elements such as an official entertainment programme, official invitations, etc.

The FIS may require the Organiser to modify the entertainment part of the Event if there are concerns that they may affect the timely execution of the Competitions.

Once the Event Schedule has been approved by the FIS Race Director, the Organiser shall use its best efforts to implement it without further changes.

The current starting times list is available on the FIS Website:

<https://www.fis-ski.com/en/inside-fis/document-library/marketing>

7.2 Postponement or cancellation of Competitions

According to art. 1.1.3 WCR and in particular due to events of Force Majeure affecting the Competitions or other World Cup competitions, the Event Schedule may be amended or Competitions may be cancelled at any time, as deemed necessary to secure the safe and smooth execution of the Competitions as well as of other World Cup competitions that are part of the 2018/19 calendar.

Subject to compliance with FIS Rules, the Jury may change the times of the Competitions and/or of related training sessions on the same date.

The change of a Competition and/or related training session to another date of the Event is subject to proposal of the Jury and the consent of the Organiser.

As a principle, the right to stage a Competition which has been cancelled returns to the FIS. The FIS may re-allocate such Competitions to a date as part of another World Cup event according to Rule 1.1.3 WCR.

The schedule of the Competitions and of the training, as well as any necessary adaptations thereof, shall have priority over all other elements of the Event Schedule.

The order of all other elements of the Event Schedule directly associated with the Competitions may be adapted as appropriate and in close consultation with FIS.

8. EVENT VENUE

8.1 In General

The Event Venue including the Course and all Event Facilities have been inspected by the FIS as part of the application procedure. The inspection report including answers and undertakings given by Organiser is attached hereto as Exhibit 2.

The Event Venue shall include

- appropriate facilities to conduct equipment control.

The Organiser undertakes to maintain or, to the extent required in the inspection report, timely improve the Event Venue. Any material change in any element of the Event Venue or any delay in the installation of the Event Venue shall be immediately notified to the FIS.

Upon request, the FIS Race Director shall have unrestricted access to the Event Venue at any time (including during the preparation period).

8.2 Courses

(a) In General

The Organiser shall regularly report to the FIS Race Director on the state of preparation of the Courses (including the snow conditions in the period prior to the Competitions).

An appropriate preparation and maintenance of the Courses is of the essence of this Agreement. The Organiser shall apply all possible measures requested by the FIS Race Director to ensure that all Courses are ready on time in the best possible conditions to be used for training and the Competitions.

The Organiser shall be responsible for the Courses. Any measures requested by the Jury and/or the FIS Race Director shall be implemented.

The Courses are listed together with their homologation numbers and are available on the FIS Website:

<https://www.fis-ski.com/DB/cross-country/homologations.html>

(b) Reserve Courses

Any use of alternative courses and/or adaptation of the Courses (e.g. use of a shorter Course) must be approved by the FIS Race Director.

(c) Training and warming up/test courses

To the extent possible and subject to restrictions in case of adverse snow conditions, the Organiser shall make available for the teams well prepared and fenced off tracks for training and warming up. At least one such track must be available for one full day between the first official day of arrival until the last day of competition.

9. PARTICIPANTS AND TEAMS PERSONNEL

9.1 Qualification

Registered participants qualified in accordance with the ICR and WCR (in particular art. 203 et seq. ICR and art. 3 WCR) and within the applicable quotas shall be timely entered for the respective Competitions by their National Ski Association.

9.2 Accommodation and board / travel

The Organiser shall comply with the requirements set forth in this respect in art 13 WCR. Accordingly, the Organiser shall

- provide appropriate accommodation and board for participants and officials within the applicable quotas, the defined maximum prices and during the specified periods as set out in more detail in art. art 13 WCR;
- pay a contribution to the travel expenses of the top 15 + season quota athletes as set out in art 10./10.3 WCR;
- provide, free of charge, the service areas necessary for the storage and preparation of skis either in the hotels or in separate facilities (containers);
- provide, free of charge, sufficient parking space to the teams, service and personnel of sporting goods close to the competition areas. Such parking space may be limited because of local situations.

9.2.1 Travel, Accommodation and Board for FIS Officials

The OC is expected to provide free accommodation and full board for the following FIS officials that support the Event in addition to the FIS Technical Delegate(s). The FIS discipline assistant will provide the OC with a list of arrivals and departures in good time prior to the event:

- FIS Race Director (1) Single Room
- FIS Assistant Race Director (ICR, art. 302.1.1) (1) Single Room
- FIS Event Coordinator (1) Single Room
- FIS Media Coordinator (WCR, art. 14.2.3) (1) Single Room

9.3 Prize-money

The Organiser shall pay out the minimum prize-money in connection with each Competition according to art. 8 WCR. The Organiser is however entitled to pay out a higher than the minimum prize-money.

9.4 Failure of the Organiser to comply with its duties

If the Organiser fails to fully comply with its duties (especially its financial duties) under this Section 9, the National Ski Association(s) and/or the participants concerned shall be entitled to claim from the Organiser and/or the NSA repayment of their reasonable expenses.

Under the same circumstances, the National Ski Associations and/or the participants may assign their claims to the FIS which will then be entitled to request the respective payments from the Organiser and/or the NSA. This may be enforced by debiting the amount from the organising NSA's FIS financial support.

9.5 Failure of a National Ski Association to comply with its duties

If a National Ski Association fails to fully comply with its duties (especially its financial duties) directly related to the Event, the FIS shall assist the NSA and/or the Organiser in the enforcement of the respective claims. This may be enforced by debiting the amount from the organising NSA's FIS financial support

10. ACCREDITATION

The Organiser shall establish an accreditation system including the standard access zones or similar set forth in Exhibit 3. The Organiser shall grant corresponding access (i.e. corresponding accreditation) to the bearers of FIS season accreditations (according to special rules for the disciplines respectively ICR art. 220 and following). Further, special access cards issued by the FIS (e.g. restricted area within the finish area) shall be accepted.

The Organiser shall issue accreditation with appropriate access zones for the various groups that include athletes, team officials, service personnel, NSA officials, sponsors, partners, VIPs, special guests, etc. according to the WCR and the accreditation matrix in Exhibit 3.

The Organiser shall also issue accreditation with appropriate access zones to specified personnel of the equipment providers. The names of the persons to be accredited and the required access shall be provided to the Organiser by the FIS. As a matter of principle, service personnel of the equipment providers shall be given the same access rights as the service personnel entered by a National Ski Association. In all cases, access to the Courses is restricted and subject to additional on-course-permits issued under the control of the FIS Technical Delegate and/or Race Director.

The Organiser may also grant accreditation to persons who are not bearers of a FIS season accreditation. The issuance of such an accreditation is however subject to the explicit consent of the recipient to comply with the FIS Rules as well as instructions of the Jury according to art. 211.1.3 ICR and/or the Organising Committee.

No accreditation may be granted to a person that is currently serving a period of ineligibility because of a decision of the FIS or another competent authority.

11. EQUIPMENT

Equipment used on the Courses shall comply with the applicable technical standards. The condition of the equipment shall be checked every year in due course before the Event.

12. TIMING AND DATA

Timing and Data services shall be provided in accordance with the provisions of the global Timing and Data Agreement between the Timing and Data provider and FIS acting on behalf of all National Ski Associations (Exhibit 4).

The Organiser shall make sure that the advertising rights of the Timing and Data providers set forth in the Timing and Data Agreement (in particular on screen inserts/on site banners and markings/ logo/name on lists and publication) are duly respected and implemented.

The Timing and Data generated at the Competitions shall be available to FIS, the Organiser, the National Ski Associations and all participants for use in their own publications, including website/s and app/s. The use of Timing and Data on website/s and app/s is subject to the conditions laid down in the FIS Internet Policies.

13. PRESS AND MEDIA

The Organiser shall provide adequate working facilities and a professional press and media service as set out in the FIS Media Service Guidelines, the latest version of which can be downloaded from the FIS Website:

<https://www.fis-ski.com/en/inside-fis/document-library/communications>

The press and media service shall be established and operated in conformance with the instructions of the FIS PR and Media Committee as well as of the FIS Communications Department. Recommendations of the International Association of Ski Journalists shall be given due consideration.

14. FINANCIAL ASPECTS

Subject to this paragraph, all income related to the Event (e.g. licensing of broadcast rights and all other electronic media rights, income from Event sponsors, ticketing and merchandising, multimedia such as games, Event catering, public subsidies and other sources) shall be retained by the NSA and the Organiser for the organisation of the Event, to be allocated according to their internal agreement, which may deviate from the allocation of the rights as provided in the FIS Advertising and other similar Rules. The FIS is entitled to keep all income from the Title sponsor and Central sponsor(s) of the FIS Ski World Cup and has no financial obligation towards the NSA and/or the Organiser with respect to the Event.

The FIS is entitled to keep all income from the Title sponsor(s) and Central sponsor(s) of the FIS Cross-Country World Cup, which is used for the FIS costs for professional staff and organisation, and has no financial obligation towards the NSA and/or the Organiser with respect to the Event.

All financial obligations related to the Event shall be met by the NSA and the Organiser, subject to exceptions specified in this Agreement.

Payments to the teams and/or athletes for travel money (art 9.2) and/or prize-money (art.9.3) may be transferred by electronic banking means as defined in the WCR.

15. ADVERTISING AND SPONSORSHIP

All advertising and commercial markings and supports used at the Event shall comply with the technical specifications set forth in the applicable FIS Advertising Rules and to the relevant provisions of the FIS Broadcaster Manual.

The Organiser shall respect the rights assigned to the World Cup Title and Central Sponsors as specified in the FIS Marketing Guide, the latest version of which can be downloaded from the FIS Website:

<https://www.fis-ski.com/en/inside-fis/document-library/marketing>

It shall procure an effective enforcement and protection of all World Cup Title and Central Sponsors rights in connection with the Event. Upon request, it shall provide assistance and equipment (transport/tooling) for the purpose of the installation and dismantling and removal of advertising supports and infrastructures.

16. TV COVERAGE

The NSA shall procure high quality TV coverage of all Competitions and enter into TV production and distribution agreements in accordance with art. 208.1 ICR. When selecting a broadcaster, the NSA shall make sure that the TV broadcast of the Competitions is distributed to the widest audience possible.

The agreement with the host broadcaster shall incorporate the FIS Broadcaster Manual. The agreement shall also include the obligation of the host broadcaster to comply with the requirements set forth in the Timing and Data Requirements (Exhibit 4), in particular the use of standard graphical lay-outs for timing and data information and inserts.

Subject to any applicable superseding legal access right, news access rights within the meaning of art. 208.6 ICR shall apply and be reserved in all TV agreements.

The NSA shall regularly inform and consult the FIS in connection with the negotiation of the agreements for the TV coverage of the Event (art. 208.1 ICR).

17. INTELLECTUAL PROPERTY

17.1 In general

The official name and logo of the World Cup which is "COOP FIS Cross-Country World Cup" as well as the name and logo of the FIS as shown in Exhibit 5 are the sole property of FIS.

The Organiser shall have the right and the obligation to use the above names and logos including the title sponsor's name for the purpose of the organisation of the Event. This shall include the use of the names and logos by sponsors and suppliers of the Event.

17.2 Event Publications

The Organiser shall reproduce the names and logos set out in Exhibit 5 in every communication or promotion related to the Event and the Competitions thereof, such as

- the official website of the Event;
- Event poster(s);

- banners or other supports bearing the name of the Event;
- the printed Event Programme;
- all publications relating to the Event, including press inserts, press releases, start and result lists and any other official publication of the Event.

Event publications may also bear the names and/or logos of other sponsors and/or suppliers. The Organiser shall however procure that the use of the names and logo of the Event by a sponsor or supplier does not create the false impression that such sponsor or supplier is a sponsor or supplier of the overall World Cup or the FIS.

As a general rule, the official name and logo of the World Cup including the name of the Title sponsor and the name and logo of FIS shall appear at the top of the publication, with the other sponsors' and suppliers' names and logos appearing underneath or otherwise separated.

All official publications including Competition data must use the layouts provided by the FIS as set forth in the Timing and Data Technical Requirements (Exhibit 4).

17.3 Use by Event Sponsors

Subject to clause 17.1, the Organiser shall be entitled to grant the right to use the World Cup name and logo always together with designations specific to the Event provided that

- the World Cup name and logo is used only for promotional and not for licensing and merchandising purposes,
- it always include the name of the World Cup Title sponsor, and
- it does not create the impression that the Event Sponsor is also supporting the overall World Cup; and
- it complies with the graphic specifications provided by the FIS.

18. THE EVENT PROGRAMME

The Organiser shall publish a detailed programme of the entire Event and all Competitions as hard copy and on the website of the Event.

The Event Programme shall contain the necessary content according to art. 213 ICR.

The following content shall be published in the Event Programme free of charge at the FIS' request:

- One full colour advertising page in a premium location for use by the World Cup Title sponsor;
- a message to the audience provided by FIS.

The cover page of the Event Programme shall bear the official name and logo of the FIS World Cup as well as the name and logo of the FIS in a prominent position. The proposed lay-out and content of the programme shall be submitted to the FIS for prior approval, such approval not to be unreasonably withheld or delayed.

19. REPRESENTATIONS AND WARRANTIES

19.1 By the FIS

The FIS represents, warrants and undertakes to the NSA and the Organiser as follows:

- that it has and will continue to have throughout the Term full right and title and authority to enter into this Agreement and to accept and perform the obligations imposed on it under this Agreement;
- that it will apply its best efforts to encourage and facilitate the participation of top ranked athletes in the Competitions.

19.2 By the NSA and the Organiser

Both the NSA and the Organiser warrant and represent to the FIS:

- that they have and will continue to have throughout the Term full right and title and authority to enter into this Agreement and to accept and perform the obligations imposed on it under this Agreement;
- that all the answers, statements and representations made towards FIS during the application process were truthful and they warrant that they will respect any undertakings made during the same process on the understanding that these answers, statements, representations and undertakings form the basis of their appointment and of their obligations pursuant to this Agreement in addition and complement to any obligation specifically set forth herein.

20. ENVIRONMENTAL

The Organiser acknowledges and agrees that respect for the environment is an important consideration in the organisation and staging of the Event. The Organiser shall carry out its tasks under this Agreement in a manner which duly considers the concept of sustainable development complies with the applicable environmental legislation and, whenever and wherever possible, serves to promote the protection of the environment.

21. MEDICAL SERVICES

The Organiser is responsible for the provision of medical services according to the latest issue of the FIS Medical Guide which can be downloaded from <https://fisc-web-prod.corebine.com/en/inside-fis/governance/medical-iss>

Such medical services must be available for athletes, officials, spectators and any other person attending, or being affected by, the Competitions. Medical facilities must be appropriately available as determined in article 1.2 of the FIS Medical Guide.

The Event Venue shall include appropriate facilities to conduct Anti-Doping controls according to the FIS Anti-Doping Rules on the FIS Website:

<https://fisc-web-prod.corebine.com/en/inside-fis/governance/fis-anti-doping>

22. INSURANCE

The Organiser shall take care of full insurance coverage of its civil liability in connection with the organisation and staging of the Competition according to art. 212 ICR. Such insurance coverage shall include all members of the Organising Committee and of the Jury, including the FIS representatives. The minimum liability insurance amount shall be CHF 3'000'000.-- (three million Swiss Francs) for each incident.

The FIS will take care of full insurance coverage of the civil liability of the officers and staff members attending the event on behalf of the FIS who are not members of the Organising Committee and of the Jury.

The insurance coverage shall apply from the day before the first training day until (and including) the last day of the Event. The Organiser shall submit a copy of the relevant insurance policy to the Technical Delegate prior to the Event.

23. FIS ASSISTANCE

The FIS undertakes to share its knowledge and expertise related to the organisation of World Cup events and to assist the Organiser in the planning, organisation and staging of the Event.

In particular, FIS shall provide

- support by the Race Director and Assistant Race Director during the preparation phase as well as during the Event;
- the services of an equipment controller for the competitions;
- support from the FIS Marketing and Communications Department regarding the Event entertainment programme
- administrative support by supply of the relevant FIS World Cup documentation, including technical documentation, rules, quotas and info sheets;
- advice and support of timing and data issues by the FIS IT Manager.

24. TERMINATION AND CONSEQUENCES THEREOF

24.1 Regular Term

This Agreement enters into force upon signing of all parties and shall last until 30 days after the last day of the Competitions. The Organiser and the NSA remain fully liable for the fulfilment of their duties (especially the financial duties) as set out in this Agreement also after the termination date.

24.2 Early Termination

Either party may terminate this Agreement immediately by giving written notice to the other if:

- that other party commits a material breach of any of its obligations under this Agreement and shall not remedy such breach (if the same is capable of remedy) within fourteen (14) days of being required by written notice so to do;

- that other party goes into liquidation whether compulsory or voluntary, or if an administrator or receiver is appointed over the whole or any part of that other party's assets, or if that other party enters into any arrangement for the benefit of or compounds with its creditors generally, or threatens to do any of these things, or any judgement is made against that other party, or any similar occurrence under any jurisdiction affects that other party; or
- that other party ceases or threatens to cease to carry on business.

The FIS shall be entitled to suspend or terminate this Agreement immediately upon notice in the event that:

- any of the representations and undertakings given by NSA and/or the Organiser in this Agreement or otherwise prove to be untrue or inaccurate or are not respected and given full force and effect by or on behalf of NSA and/or the Organiser; or
- there are circumstances which, in the reasonable opinion of the FIS may endanger or jeopardize the successful conduct of the Competition and/or the safety of the athletes, the officers, the personnel, the audience or third parties;

24.3 CONSEQUENCES OF TERMINATION

The expiry or termination of this Agreement shall be without prejudice to any rights which have already accrued to either of the parties under this Agreement.

Upon early expiry or termination of this Agreement:

- all of the rights granted to the NSA or the Organiser shall forthwith terminate and automatically revert to FIS;
- the FIS shall be entitled to grant all or any of the rights under this Agreement to any third party; and
- the FIS, the NSA and the Organiser will promptly return to the other all of the property of the other within their possession.

The right to terminate this Agreement shall in any event be without prejudice to any other right or remedy of the parties.

25. INDEMNITY

The NSA and the Organiser agree to protect, indemnify and hold harmless, jointly and severally, the FIS from and against any and all liabilities, damages, costs and expenses (including reasonable legal fees) whatsoever and from any claims, actions or judgements whatsoever (whether brought or threatened) arising directly or indirectly out of or in any way connected with claims linked with the NSA and/or the Organiser's acts or omissions in connection with the organisation and staging of the Event (or any part or aspect thereof) where such acts or omissions are in breach of their obligations and duties pursuant to this Agreement.

FIS agree to protect, indemnify and hold harmless NSA and/or the Organiser from and against any and all liabilities, damages, costs and expenses (including reasonable legal fees) whatsoever and from any claims, actions or judgements whatsoever (whether brought or threatened) arising directly or indirectly out of or in any way connected with claims linked with the acts or omissions of FIS in connection with the organisation and staging of the Event (or any part or aspect thereof) where such acts or omissions are in breach of FIS obligations and duties pursuant to this Agreement.

26. WAIVER

No delay or failure by either party to exercise any of its rights or remedies under this Agreement shall operate as a waiver by that party of any such rights or remedies and such rights and remedies may be exercised at any time and as often as the party entitled to such rights or remedies deems fit.

27. ASSIGNMENT

This Agreement is personal to the parties and, except as provided otherwise in this Agreement, neither party may assign, transfer or sub-licence any of its rights or obligations hereunder without the prior written consent of the other party.

28. NO JOINT VENTURE

Nothing in this Agreement shall be understood as constituting a joint venture between the NSA and/or the Organiser and the FIS.

29. AMENDMENT

Any amendment to this agreement shall be in writing.

30. LANGUAGE

The original of this Agreement has been issued in English language. In any case of discrepancy between the English version of the Agreement and the version in another language, the English version shall prevail.

31. NOTICES

All notices to be served under this agreement shall be in writing and shall be served either by registered delivery or personal delivery to the addresses below or to such other address as a party may notify in writing. Notices shall be deemed to have been received on delivery if delivered by hand and, in the case of registered delivery, forty eight (48) hours after registration.

The NSA and the Organiser acknowledge and agree that service by the FIS of any notice hereunder on any one of them shall be deemed to be valid service of that notice by FIS on both of them.

Notices to FIS shall be served at the following address:

FIS, INTERNATIONAL SKI FEDERATION
Blochstrasse 2, CH-3653 OBERHOFEN
Attn: Sarah Lewis, Secretary General
Phone: + 41 33 244 61 61
email: lewis@fisski.com

Notices to NSA shall be served at the following address:

«NATIONAL_SKI_ASSOCIATION»
«Address_NSA»
Attn: «Contact_person_NSA»
Phone: «Phone_NSA»
email: «Email_NSA»

Notices to the Organiser shall be served at the following address:

«NAME_OF_ORGANISING_COMMITTEE»
«Address_LOC»
Attn: «Contact_person_LOC»
Phone: «Phone_LOC»
email: «Email_LOC»

32. SEVERABILITY

In the event of any provision of this agreement shall be void or unenforceable by reason of any provision of applicable law, it shall be deleted and the remaining provisions hereof shall continue in full force and effect and, if necessary, be so amended as shall be necessary to give effect to the spirit of this agreement so far as possible.

33. APPLICABLE LAW AND ARBITRATION

This Agreement shall be subject to Swiss Law.

Any dispute which cannot be solved amicably shall be exclusively settled by an arbitral panel of the Court of Arbitration for Sport in Lausanne (Switzerland) in accordance with the provisions of the Code of Sports-related arbitration.

Oberhofen, 15.08.2018

INTERNATIONAL SKI FEDERATION

Gian Franco Kasper
President

Sarah Lewis
Secretary General

«Place_NSA»,

NATIONAL SKI ASSOCIATION OF «NSA_TITELBLATT»

«NSA_Firstname__Surname_Person0»
«NSA_Title__Person0»

«NSA_Firstname__Surname_Person1»
«NSA_Title__Person1»

«Place_OC»,

«NAME_OF_ORGANISING_COMMITTEE»

«LOC_Firstname__Surname_Person0»
«LOC_Title__Person0»

«LOC_Firstname__Surname_Person1»
«LOC_Title__Person1»

Table of Exhibits

These documents are available on the FIS Website:

<https://www.fis-ski.com/en/inside-fis/document-library/cross-country-documents#990895a9da1beb8891682169>

1. Checklist for an Agreement between the NSA and the Organiser
2. Checklist Inspection
3. Accreditation System
4. FIS World Cup Timing and Data Requirements
5. Names and Logos of FIS and the World Cup Title sponsor

Another important Link:

FIS Marketing Guide & FIS Broadcast Manual:

<https://www.fis-ski.com/en/inside-fis/document-library/marketing>

EXHIBIT 1 TO THE AGREEMENT BETWEEN THE FIS, THE NATIONAL SKI ASSOCIATION AND THE ORGANISER

Check List

for issues to be regulated between the National Ski Association and the Organiser.

The FIS, the NSA and the Organiser have signed a binding and enforceable Organiser Agreement. This checklist shall indicate to the NSA and the Organiser certain issues which need to be regulated internally. The content of such internal regulation may depend on the local circumstances, the specific allocation of tasks between the NSA and the Organiser and the applicable national law. This checklist is not designed to replace already existing agreements between NSAs and Organizers but may serve as a guideline for those NSAs and Organisers who have not such a document in place or who want to review their co-operation.

	Issues	Possible Solution
1	The Courses	The Courses for the Competitions, the media centre and further locations for the other activities of the Event are set out in a plan attached as a separate schedule.
2	Obligations to the Organiser	
2.1	Allocation of tasks between the Organiser and the NSA	The Organiser shall execute all obligations relating to the proper organisation of the Competitions as set out in the FIS Organiser Agreement (including site inspections, preparation of the Courses, providing all necessary executing and supporting personnel, infrastructure, doping control facilities. The following additional tasks shall be executed by the NSA: _____ _____ _____
2.2	Establishment of an Organising Committee	The Organiser shall establish an Organising Committee according to art. 302 ICR and Clause 4 of the FIS Organiser Agreement. It shall include the Jury, the Technical Delegate appointed by the FIS (art. 303 ICR) and one or more representatives of the NSA in the Organising Committee. The Organising Committee shall establish written minutes of all its meetings and a final report of the Event. These minutes and the final report shall be made available to all members of the Organising Committee.
2.3	Promotion of the Event	The Organiser shall be responsible for the effective promotion of the Event.
2.4	Accommodation of officials of the NSA	The Organiser and the NSA shall agree on the number of rooms required for the NSA use in addition to the officially entered team and technical officials, as well as the terms for the rooms (e.g. free of charge, payment).

2.5	Accommodation of officials of the FIS	The Organiser is required to provide accommodation with full board free of charge for the FIS appointed members of the Jury, the equipment controller(s) and press coordinator(s). Furthermore, the Organiser is at liberty to invite other persons from the FIS management to attend the Event. Other members of FIS staff also wishing to attend the Event shall make a timely reservation for accommodation with the Organising Committee through the FIS discipline assistant.
2.6	Accommodation of Participants and Teams Personnel	<p>The Organiser shall</p> <ul style="list-style-type: none"> - provide appropriate accommodation and board for participants and officials within the applicable quotas, the defined maximum prices and during the specified periods as set out in more detail in art. 8 WCR; - pay a contribution to the travel expenses of the top 30 athletes as set out in art. 8.1-8.2 WCR; - provide, free of charge, the service areas necessary for the storage and preparation of skis either in the hotels or in separate facilities (containers); - provide, free of charge, sufficient parking space to the teams, service and personnel of sporting goods close to the competition areas.
2.7	Prize-giving ceremony	The Organiser shall allow one or more representative(s) of the NSA who are nominated by the NSA to participate in the prize giving ceremony.
2.8	Activities before and after the Competitions	The Organiser shall set up an attractive programme of entertaining activities related to the Competitions. The details of the entertainment programme shall be communicated to the NSA timely before the opening of the Event.
3	Obligations of the NSA	
3.1	General Support	The NSA undertakes to share its knowledge and expertise related to the organisation of World Cup events and to assist the Organiser in the planning, organisation and staging of the Event. In particular, the NSA shall forward in a timely manner all information related to the Cross-Country World Cup and the Event from the FIS, the marketing partners, sponsors, media and broadcasters to the Organiser, and vice versa.
3.2	Ambitious ski team	The NSA undertakes to prepare an ambitious ski team with the goal of a successful participation in the FIS World Cup and the Competitions to help to attract supporters and audience to the Event.

3.3	Representation of the Organiser's interest	<p>The NSA undertakes to the best of its capabilities to represent and secure the interests of the Organiser related to the Event in the FIS Committees and bodies. The NSA shall include a representative of the Organiser in the respective delegations to FIS Congresses and official FIS meetings at the Organiser's expenses.</p> <p>The NSA shall represent the interests of the Organiser towards governmental or local institutions, National Olympic Committees and towards the media.</p>
3.4	Promotion	<p>In addition to Clause 2.3, the NSA shall promote the Event through its usual communication channels and in the context of its regular NSA campaigns.</p>
4	Financials	<p>The FIS is entitled to keep all income from the title sponsor(s) of the FIS Ski World Cup and has no financial obligation towards the NSA and/or the Organiser with respect to the Event.</p> <p>All further income such as income from ticketing, licensing of broadcasting rights, merchandising, event sponsoring, catering, public subsidies and others related to the Event shall be retained by the NSA and the Organiser, to be allocated according to a separate table which may be attached as an Exhibit.</p>
5	Marketing Rights	
5.1	Principle	<p>Subject to any legal restrictions to sports-related advertising and in accordance with the FIS Advertising Guidelines and the advertising restrictions of the host broadcaster, the Organiser shall be entitled to grant all marketing rights related to the Event to sponsors and suppliers of its own choice.</p>
5.2	FIS World Cup Title Sponsors	<p>The Organiser shall fully respect the advertising and marketing rights granted to the FIS World Cup Title Sponsor(s) and the Data & Timing Sponsor(s).</p>
5.3	Restrictions on Product Categories	<p>The Organiser and the NSA shall mutually respect the following restrictions regarding the product categories and exclusivity rights already granted or reserved to sponsors of the other party or to the FIS World Cup Title Sponsor(s) and the Data & Timing Sponsor(s):</p> <p>_____</p> <p>_____</p>
5.4	Marketing Rights for NSA sponsors	<p>The Organiser shall grant or reserve the following advertising opportunities and visibility positions to NSA sponsors:</p> <p>_____</p> <p>_____</p>

6	TV Coverage	If the Organiser is not itself a party to the broadcast agreement or agency agreement regulating the broadcast of the Event, it shall still support the broadcaster in preparing the technical facilities and data which are required by the broadcaster, and to assist the broadcaster to the best of its capabilities to facilitate a high quality TV-transmission of the Competitions. The terms and details of the Organiser's support and the compensation of the Organiser's services shall be regulated separately.
7	Representations and Warranties	
7.1	By the Organiser	<p>The Organiser warrants and represents to the NSA</p> <ul style="list-style-type: none"> - that it has and will continue to have throughout the Term full right and title and authority to enter into this Agreement and to accept and perform the obligations imposed on it under this Agreement; - that all the answers, statements and representations made towards the NSA and/or FIS during the application process were truthful and it warrants that it will respect any undertakings made during the same process on the understanding that these answers, statements, representations and undertakings form the basis of its appointment and of its obligations pursuant to this Agreement in addition and complement to any obligation specifically set forth herein.
7.2	By the NSA	The NSA warrants and represents to the Organiser that it has and will continue to have throughout the Term full right and title and authority to enter into this Agreement and to accept and perform the obligations imposed on it under this Agreement.
8	Termination and Consequences thereof	
8.1	Regular Term	This Agreement enters into force upon signing of all parties and shall last until _____ (date to be agreed between the NSA and Organiser). The Organiser and the NSA remain fully liable for the fulfilment of their duties (especially the financial duties) as set out in this Agreement also after the termination date.
8.2	Early Termination	<p>Either party may terminate this Agreement immediately by giving written notice to the other if</p> <ul style="list-style-type: none"> - that other party commits a material breach of any of its obligations under this Agreement and shall not remedy such breach (if the same is capable of remedy) within fourteen (14) days of being required by written notice so to do; - that other party goes into liquidation whether compulsory or voluntary or if an administrator or receiver is appointed over the whole or any part of that other party's assets or if that other party enters into any arrangement for the benefit of or compounds

		<p>with its creditors generally or threatens to do any of these things or any judgement is made against that other party or any similar occurrence under any jurisdiction affects that other party; or</p> <ul style="list-style-type: none"> - that other party ceases or threatens to cease to carry on business; - the FIS Organiser Agreement has been validly cancelled. <p>The NSA shall be entitled to suspend or terminate this Agreement immediately upon notice in the event that</p> <ul style="list-style-type: none"> - any of the representations and undertakings given by the Organiser in this Agreement or otherwise prove to be untrue or inaccurate or are not respected and given full force and effect by or on behalf of NSA and/or the Organiser; or - there are circumstances which, in the reasonable opinion of the NSA may endanger or jeopardize the successful conduct of the Competition and/or the safety of the athletes, the officers, the personnel, the audience or third parties.
9	Indemnity	<p>The Parties agree to protect, indemnify and hold harmless, jointly and severally, each other from and against any and all liabilities, damages, costs and expenses (including reasonable legal fees) whatsoever and from any claims, actions or judgements whatsoever (whether brought or threatened) arising directly or indirectly out of or in any way connected with claims linked with the acts or omissions of the other party in connection with the organisation and staging of the Event (or any part or aspect thereof) where such acts or omissions are in breach of their obligations and duties pursuant to this Agreement.</p>
10	Notices	<p>Notices to the NSA shall be served at the following address:</p> <p>NATIONAL SKI ASSOCIATION OF XXXX</p> <p>Attn : Mr./Mrs. Phone: + Fax:+ email:.....</p> <p>Notices to the Organiser shall be served at the following address:</p> <p>XXXX Attn : Mr./Mrs. Phone: + Fax: + Email:.....</p>
11	Applicable Law and Arbitration	<p>This Agreement shall be subject to [Country] Law.</p> <p>Any dispute which cannot be solved amicably shall be exclusively settled by the [ordinary courts at the site of the Event].</p>

EXHIBIT 2: CHECKLIST INSPECTION

Organisation of Cross-Country World Cup Competitions

SPORT

1. Preparations for Competitions

- 1.1 Team Info booklet
- 1.2 Unofficial and official training / starting time
- 1.3 Preparations of tracks for training
- 1.4 Entries - checking of FIS codes and quotas according the World Cup rules
- 1.5 Team captains' meeting - time, location, seating arrangements (identification of teams), procedure, templates, agenda, setting of the start list or presentation of groups, draw method, general information to the teams (weather forecast in writing), all presentation sheets or at least a summary of it should be given as handout to the team leaders
- 1.6 Refreshments
- 1.7 Handing out of starting list and bib numbers
- 1.8 Anti-doping control and blood control (optimal layout is attached)
- 1.9 Waxing cabins and Team facilities (follow the WC rules)
- 1.10 Facilities and location for snow production
- 1.11 Emergency plans, all cases have to be taken in consideration in a written form
- 1.12 All contacts (name, phone numbers) and maps for the teams
- 1.13 Accreditation zones, FIS Season accreditations
- 1.14 Structure of the OC: mail to FIS Cross-Country staff at least 30 days before the competition
- 1.15 Snow report to FIS Office
- 1.16 Summary of the summer activities from the OC to FIS Cross-Country Team (constructions, minutes of the meetings etc.) until 60 days before the competition.

2. Tracks (Jury)

- 2.1. Specifications - compare with homologation
- 2.2. Grooming, summary of the machines which are available
 - 2.2.1. Estimate the knowledge and experience of the chief of the course
 - 2.2.2. Estimate the machine and equipment ability
 - 2.2.3. Check the last weather report
 - 2.2.4. Decide together with the chief of course about the time and the way of preparation that will be made for training and for the competition
 - 2.2.5. In difficult weather conditions take part of the course preparation (even during the night)
 - 2.2.6. When conditions change take immediate decisions if necessary
 - 2.2.7. On the competition day finish the course inspection one hour before the competition start
 - 2.2.8. Give the final course preparation, marking and fencing instructions
- 2.3. Marking, signaling
- 2.4. Barricading and fencing
- 2.5. Controllers (technique) - localization and recording
- 2.6. Ski testing area and warm-up course near athletes cabins/stadium/course (early and good preparation is important) – clear rules and handouts for teams, ski depots
- 2.7. Places for coaches and/or definition of the no coaches zones or coaches zones
- 2.8. Places for intermediate time (cables according ST SPORTSERVICE service catalogue)

- 2.9. First aid posts
- 2.10. Medical evacuation from tracks - method, routes
- 2.11. Access control (FIS accreditations, training bibs, armbands of OC)
- 2.12. Official temperature measurement and providing weather service from a local weather expert
- 2.13. Camera positions
- 2.14. Places for banners for the FIS World Cup Sponsors
- 2.15. How to get "clean" TV coverage?

3. Stadium

- 3.1 General lay-out
- 3.2 Traffic flow - athletes, officials, media, VIPs, public – clear fencing and marking
- 3.3 Team huts and facilities for ski waxing, clear marking (where is the handout of the keys for the cabins, depot for the key)
- 3.4 Jury room, set up all connections (LAN and/or W-less), video, internet station
- 3.5 FIS room
- 3.6 ST SPORTSERVICE Time keeping location/cabins (all connections according the service catalogue (telephone line, ISDN/ADSL)
- 3.7 Competition office, clear marking
- 3.8 Power, water, heat (responsible person has to be on side all the time)
- 3.9 Toilets (ladies/gentlemen), rest rooms for teams with fresh water for hand washing
- 3.10 Parking – teams (in consideration of the FIS Parking sticker concept), officials, media, VIPs, public
- 3.11 Official information board, clear position and markings
- 3.12 Media/broadcast booths, phones, connections, faxes (name of the responsible person)
- 3.13 Public announcing, quality of announcer has to be approved
- 3.14 Side programme in a written form
- 3.15 Information / scoreboard
- 3.16 Video screen
- 3.17 Communication (which channels will be used?)
- 3.18 Areas for competitors, media, VIPs, spectators (clear marking)
- 3.19 Ski testing tracks
- 3.20 Start, finish, relay start, handover zone, equipment control, ski marking, warm-up tracks (responsible persons)
- 3.21 Athlete clothing storage/tent or cabin for Ladies close to the finish line
- 3.22 Warm drink area
- 3.23 Access control (FIS accreditations, armbands of OC, FIS Coop bibs)
- 3.24 Places for banners for the FIS World Cup sponsors and for FIS data-partners

4. Competition Control (Jury)

- 4.1 Start method
- 4.2 Equipment control (competition equipment rules)
- 4.3 timing methods and systems, manual backup system
- 4.4 start times
- 4.5 monitoring, recording and results information
- 4.6 calculation / checking
- 4.7 Forerunners, prepared for all conditions
- 4.8 Information from guards on track to the Race Office/Jury/ST SPORTSERVICE staff f.e. DNF
- 4.9 Procedures after last racer
- 4.10 Result lists formats and distribution
- 4.11 Protest procedures
- 4.12 Control of the course

- 4.13 Safety
- 4.14 Injuries, first aid and evacuation
- 4.15 TD location
- 4.16 Jury meeting times and locations
- 4.17 Unofficial awards ceremony
- 4.18 Doping control
- 4.19 TDs remarks and critique

ORGANISATION

5. Accommodation

- 5.1 Enough rooms ordered and available
- 5.2 Quality of accommodations available
- 5.3 Costs for board and lodging
 - Standard category *** CHF 125.-/day, max. 2 persons in one room (according World Cup Rules)
- 5.4 Male/female - consider special needs (1 single room per team and gender)
- 5.5 Ski storage and waxing areas
- 5.6 Accommodation for FIS officials and Jury members.
- 5.7 Accommodation ST SPORTSERVICE staff
- 5.8 Accommodation FIS Marketing AG staff

6. Reception of the Teams

- 6.1 Transport from airport:
 - Calculate that each participant brings along an average of 120 kg of goods
- 6.2 Competition office open to meet arrival teams
- 6.3 Registration with FIS Online Registration System
- 6.4 Eligibility - how will the right to compete be checked? WC - rules
- 6.5 information documents must be available at the competition office
- 6.6 Attachés, interpreters
- 6.7 Clear offers for further transport(s) and prices, than the basic transport according to the World Cup rules

7. Internal Transportation

- 7.1 Quantity required - number of teams
- 7.2 Check with teams when and where transport is required (transport office, telephone number)
- 7.3 Places for pick-up and drop-off - make a bus schedule is mandatory
- 7.4 Parking places for teams with own vehicles (incl. service companies)
- 7.5 Clear information for all the teams (FIS Season parking stickers and local parking cards, special accreditations needed?)
- 7.6 Transport for officials, parking for private vehicles (special accreditations needed, stickers)

8. Awards and Social Program

- 8.1 Winner presentation takes place right after competition in coordination with TV – to clarify who is presenting it, photo positions: communication between announcer, HBC, mixed zone manager, FIS
- 8.2 Official and unofficial award ceremonies - when, where, who is presenting, photo and TV possibilities
- 8.3 Clear definition of the podium, positions of photographers, control guards, responsible person
- 8.4 Responsible persons for taking care about the three bests in the individual competitions and three bests in the relay and team sprint

- 8.5 Winner press conference - place/direction/time, who is leading the press conference, translator, quotes service for top three athletes, fruits and sealed beverages for top three (coke, mineral water, etc.), results and standings
- 8.6 Opening and closing ceremonies
- 8.7 Receptions, cultural events
- 8.8 Hosting of VIPs (quality)
- 8.9 Athletes presentation (room, timetable)

MARKETING

9. Rights of the FIS World Cup Sponsor - Marketing

- 9.1 All publications must be approved by FIS Marketing AG
- 9.2 Local sponsors to Swiss Timing for implementation in the list
- 9.3 Wooden frames for banners must be build according the bannering plan send by FIS Marketing AG.
- 9.4 The Podium and background will be brought by FIS Marketing AG.
- 9.5 Follow the FIS Marketing guide

Please be aware of the LOC_FISMAG Checklist!

10. TV - Media

- 10.1 Place for / and equipment in the press-center
- 10.2 Equipment for press conferences (microphones, loudspeakers)
- 10.3 Press organisation / chief of press
- 10.4 Media and Photo Accreditation – distribution of Photo big bibs (provided by FIS)
- 10.5 Time and place for press conferences
- 10.6 TV hostbroadcaster, present TV networks, TV-production and transmission
- 10.7 TV Rights (all filming rights!) national and international
- 10.8 Promotion, main sponsors, data and timing service
- 10.9 TV monitor in the press area if there is no video wall
- 10.10 Activities marketing
- 10.11 Photo Coordinator . Connections for photographers and journalists (approved by Media coordinator)
- 10.12 Communication after the event and exchange of the media output to the Media Coordinator would be appreciated
- 10.13 Plans/maps of the mixed zones (approved by media coordinator after the inspection)
- 10.14 Live Streaming from the press conferences – send embedded code to FIS Media Coordinator

EXHIBIT 3: FIS SEASON ACCREDITATION SYSTEM 2018/19 - CROSS-COUNTRY

The concept of the FIS Season Accreditation system is based on the application of a set of standard access zones (1-16) designed to enable consistency and optimise working efficiency across the Coop FIS Cross-Country World Cup.

The Accreditation Matrix illustrates the method for authorisation and distribution of the FIS Season Accreditations for the Categories/Functions currently in use. The general definitions for each Standard Access Zone and Category provide guidance for the recommended access for each function.

STANDARD ACCESS ZONES

- | | |
|--------------------------------|-------------------------------|
| 1 <i>Team Areas</i> | 9 <i>Print Media Areas</i> |
| 2 <i>Coach Areas</i> | 10 <i>Photographer Areas</i> |
| 3 <i>Sports Areas</i> | 11 <i>Special Media Areas</i> |
| 4 <i>Service Areas</i> | 12 <i>Press Centre</i> |
| 5 <i>Officials Areas</i> | 13 <i>Sub Press Centre</i> |
| 6 <i>TV/Radio Areas</i> | 14 <i>Data/Timing</i> |
| 7 <i>TV/Radio Commentators</i> | 15 <i>Ceremony</i> |
| 8 <i>IBC/TV Compound</i> | 16 <i>Special Guests</i> |

ACCREDITATION MATRIX

FIS Season Accreditation

Accreditation Categories/Functions and Access Zones

Category-Function	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
FIS Council/Honorary Member	X	X	X	X	X	X	X	X	X	X	X	X			X	X
FIS Professional	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
FIS World Cup Sponsor/Partner																X
FIS World Cup Service Provider	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
NSA Council member	X		X	X								X				X
NSA Professional	X	X	X	X								X				
NSA Team Coach/Trainer	X	X	X	X	X							X	X			
NSA Team Medical Support	X	X	X	X								X	X			
NSA Team Press Attaché	X	X	X	X		X			X			X	X			
NSA Team Service Staff	X	X	X	X												
Industry Management	X	X	X	X	X							X	X			
Industry Marketing/Communication	X	X	X	X	X							X	X			
Industry Service Staff	X	X	X	X								X	X			
Journalist									X			X	X			
Photographer										X		X	X			
Media Agency									X	X		X	X			
Athlete Management	X			X								X				

FIS reserves the right to approve or deny access to certain areas.

Definition of FIS Season Accreditation Categories / Functions

1. FIS Council Member / FIS Honorary Member = current members of the FIS Council or FIS Honorary Members as appointed by the FIS Congress
2. FIS Professional = FIS employees working on the FIS World Cup on a permanent basis
3. FIS World Cup Sponsor / Partner = employees / representatives of FIS sponsor or partner companies, e.g. the World Cup title or presenting sponsors
4. FIS World Cup Service Provider = staff of FIS World Cup suppliers or service providers who are delivering a permanent service to the World Cup tour (such as FIS MAG and Swiss Timing)
5. NSA Council Member = members of the Board or Council of a FIS member NSA
6. NSA Professional = professionals working for a FIS member NSA in an administrative or management role, rather than in a sports-technical capacity, e.g. Marketing Director, Sports Director, Director, etc.
7. NSA Team Coach / Trainer = Head Coach, Coaches of a NSA World Cup team
8. NSA Team Medical support = Medical doctors or physiotherapists assigned to a NSA World Cup team
9. NSA Team Press Attaché = NSA World Cup team staff member responsible for media relations
10. NSA Team Service Staff = Ski service professionals working for a NSA World Cup team
11. Industry Management or Industry Marketing/Communication = professional staff of a SRS member company or a recognised industry equipment provider working in a management or administrative role
12. Industry Service Staff = Ski service professionals working for a SRS member company
13. Journalist = representatives of the media typically generating textual content, working for a broadcaster including the commentators, publisher or as freelancer
14. Photographer = representatives of the media typically generating images, working for a broadcaster, publisher or as freelancer
15. Media agency = professionals (journalists or photographers) working for a media organisation delivering content (text or images) to other media outlets from FIS World Cup series
16. Athlete Management = agents or other professionals managing FIS World Cup athletes

Definition of FIS Season Accreditation Standard Access Zones

1. Team Areas = Areas specifically intended for the athletes and accredited coaches such as team hospitality, team area in the mixed zone, and training and warm-up areas
2. Coach Areas = Areas specifically provided for the coaches for working purposes, e.g. coaching zones
3. Sports Areas = Field of play (Courses). Generally requires additional credentials distributed by the OC/FIS
4. Service Areas = Container or other defined area specifically intended for athlete services, e.g. wax cabins
5. Officials Areas = Technical areas reserved for the competition management and jury work, e.g. jury room
6. TV/Radio Areas = Working areas reserved for TV/Radio professionals typically requiring additional credentials approved by the TV rights holder including mixed zone, field of play (courses) areas
7. TV/Radio Commentators = Working areas specifically intended for TV/Radio commentators typically requiring additional credentials provided by the TV rights holder
8. IBC/TV Compound = Main working area for TV/Radio professionals typically requiring additional credentials provided by the TV rights holder
9. Print Media Areas = Working areas, typically in the mixed zone or finish area, specifically intended for representatives of the media typically generating textual content
10. Photographer Areas = Working areas, typically in the mixed zone or finish area, specifically intended for representatives of the media typically generating images
11. Special Media Areas = Restricted areas reserved for the media with limited space or access, typically requiring additional credentials provided by the Organising Committee
12. Press Centre = Main media centre
13. Sub Press Centre = Supplementary media centre typically located close to the finish area or mixed zone often with limited space or access
14. Data / Timing = Areas specifically reserved for data and timing professionals, limited access only
15. Ceremony = Area near the finish line / mixed zone reserved for those involved in the organisation of the winner presentation or other ceremonies
16. Special Guests = Area reserved for guests of the Local Organising Committee and FIS typically near the finish area, generally without seating, may require additional credentials provided by the LOC

SWISS TIMING Service catalogue

FIS World Cup Cross Country 2018/19

EXHIBIT 4

1. Equipment

Timing System Cross Country

- 4 start time displays
- 6 start gates (sprint)
- 1 electronic start gun (eGUN) for Sprint Finals and Mass Start Races
- 1 start gate (single start)
- Timing equipment for below mentioned intermediate times and pre-timings
Following features are available for each intermediate timing point
 - transponder-based timing system
 - transmission electronics unit
 - Intercom speaker connection

The setup is as follows

Individual races

- 4 intermediate timing points and 4 pre-timing points
- 1 finish timing point and 1 backup finish incl. pre-timing point

Mass start / relay

- 8 intermediate timing points
- 1 finish timing point and 1 backup finish

Sprint Qualification /
Sprint Finals

- 1 intermediate timing point or 1 speed measurement

- 220 pairs of active transponders
- Double light beams and two independently and parallel working timing units for the finish time record
- HD video replay system for the finish
- 2 photo finish cameras (resolution: 1/1000sec)
- Online interface to the data distributor

Data Service Cross Country

- Data distributor
Online interfaces to timing system, scoreboard, TV graphics system and commentator information system
- Real time interface to live results of the FIS homepage (XML interface)
- Results PC with laser printer to produce all lists required by the FIS (in English)
- Video wall control PC
 - displays the result of an athlete including current ranking and time behind the leading athlete
 - Start list and total results lists
- Draw software incl. notebook, printer
- HD Replay system with notebook to record the TV program and start camera as well as finish camera simultaneously
- FIS Jury Tool to add jury decisions in the OVR / data system

SWISS TIMING Service catalogue

FIS World Cup Cross Country 2018/19

HD/SD TV Graphics System

For the production of online TV graphics for the world feed (in English)

- Start lists, intermediate and final results
- FIS World Cup ranking, special results (i.e. different scoring)
- Intermediate times, time behind and rankings at intermediate timing points
- Current athlete in comparison to reference athlete
- Other languages upon request
- Track profiles (if FIS provides necessary data files)
- GPS Information if additionally requested by FIS

Media Information System (MIS) with 16 terminals

(Tour de Ski additional 10 MIS)

Following information is displayed:

- General competition information (delays, rescheduling, cancellations)
- Start lists, intermediate results, final results
- World Cup standings, biographies
- Historical data of current season
- Intermediate times, time behind and rankings at intermediate timing points
- GPS Information if additionally requested by FIS

Locations:

- 1 terminal at the Competition Management / Jury
- 1 terminal for the announcer
- 2 terminals at the OB van location
- 3 terminals at the finish / coaches area
- 9 terminals for commentators (Tour des Ski about 10 additional (MIS))

All MIS terminals are assigned only to above locations. Please contact us if you wish to use them at different locations.

2. Staff

- Up to 8 sports experts for Cross Country World Cup

3. Obligations of the organizer

The organizer shall provide the following:

Board, Lodging, Transport, Accreditation

The accommodation of the FIS service team has to be arranged in the same hotel as the FIS Jury / Competition Management. Accommodation in a different hotel has to be confirmed by SWISS TIMING.

- Accommodation (single rooms, international standard) with full board for all staff members. If required, lunch has to be provided at the venue.
- Accommodation for a separate pre installation team (5 persons), if the FIS calendar (Tour de Ski) requires this (SWISS TIMING will inform the organizers on time)
- On site shuttle service for all staff members on request
- 3 parking permits close to SWISS TIMING working space in the Cross Country stadium

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Volunteers

4 volunteers are required for transport purposes, setup and dismantling and 15 volunteers are required to support the backup timing. Date and time of their availability will be submitted by SWISS TIMING prior to the event. If not informed otherwise, the following items need to be considered:

- Support by 4 volunteers for 3 hours each on the first installation day (2 days before the first race) and the dismantling day (about 1 hour after the last competitor).
- Up to 15 volunteers to support the timing. They should have some computer knowledge (1 starter, 2 for the transponder distribution, 2 for the transponder return, up to 10 for the manual backup – depending on the number of intermediate timing points).

Skidoos/Equipment Transportation to the intermediates

- Daily provision of transportation (including driver or permission to drive) for the setup of the intermediate timing points on setup days and competitions days
- The transportation vehicle needs to be available at least 2 hours prior to the event start
- Permission to access the course on competition days in coordination with the FIS

Modem and telephone connection

The FIS World Cup organizer shall provide a separate and wired DSL connection (or LAN) in the data centre Cross Country and in the requested container. The internet needs to be available from the arrival day on.

In addition to that, an internet connection (DSL or LAN) has to be available on the working table at the location of the team captain's meeting in order to be able to email start lists.

Radio Frequencies

The FIS World Cup organizer shall provide exclusive radio frequencies for the duration of the world cup event.

- For the competition week: valid permission for the use of wireless frequencies for on-site transmission -> tuning range (833 MHz - 928 MHz); requested frequency (874.0000, 879.0000); bandwidth (1 MHz); output power ERP (0.5W); antenna (2dBi); antenna over ground (2m); reason: collecting real time wind data; connection: ground - ground; number of devices: 10; Manufacturer: ANSolution ANY900 STIN
- For the competition week: valid permission for the use of radio frequencies: 160,090 MHz; 160,110 MHz; 160,130 MHz
- Following frequencies are used to do the transponder timing. The LOC needs to take care of an interference free use of these frequencies: 7kHz @125kHz, ERP <-30 (<0dBm/m @10m), Power <100 mW
- Following frequencies are used to do the transponder timing. The LOC needs to take care of an interference free use of these frequencies: 420 kHz @6.78MHz, <-30 (<0dBm/m @10m), Power <100 mW

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4. Technical Requirements

We advise the organizer to provide the required installations in conformity with international working safety standards. This includes access paths by stairs, climbing ropes, mountings etc.

The local organizer shall be responsible for the provision of the following:

Container

- Office container in the TV Compound on request, max. distance to the OB Van 20m
- Heated/air-conditioned and even with ground
- Minimum Dimensions: Length x Width x Height - 6m x 2.4m x 2.5m
- Main power supply (3x 220V, 16 A, separately fused); official technical power which is used by TV
- 6 meters of table working space and a minimum of 5 chairs

Location of the team captains meeting

- Working space of 2x1m including table and chair as well as power supply and internet

Timing Centre Cross Country

- Main power supply (220V, 16 A, separately fused)
- Heated room (at least 9 x 3 m or standard office container 9 x 3 m) with three desks each of 4 x 1 m in order to place the timing equipment. Facility needs to have view to the finish
- Provision of 3x2 wire twisted pair shielded cable to all intermediate timing points outside the stadium. Alternatively 3 pairs single mode fibre cable/ multimode fibre cable; the line needs to be operational upon arrival of the SWISS TIMING service team.
- For pre-timing and sprint qualification intermediates SIM cards with data balance could be provided instead of twisted cable connection – SWISS TIMING Project Management needs to be informed 2 weeks in advance

If no twisted cable is available to the above mentioned locations alternatively data transmission from pre-timing to the Timing room will be realized with LTE Cellphone network. Therefore the above mentioned SIM cards are needed Following service needs to be activated local mobile data SIM cards with gprs data transfer enabled (around 30Mbit/s Data transfer)
This solution is working under GPRS (*General Packet Radio Service*) the total amount of data wouldn't exceed 300MB.

Equipment storage room

- Power supply (220 V, 16 A, separately fused)
- Heated room (at least 8 x 3 m or standard Euro container)
- Close to the timing centre

Miscellaneous Requirements

- The organizer is responsible for the print distribution service.
- Provision of commentator cabins with power supply (220 V, 16 A)
- The organizer shall ensure that no cables such as high voltage current lines, power supply lines, telephone lines, TV cables, motors of rail-mounted cameras and transformers for TV lights, etc. are laid out or installed out within 7 meters of the finish line and other timing points
- The finishing-line must not be made of metal or contain metal parts
- No TV antennas within 7m of the data centre and the finish line

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- If the event is run in the evening, the finish line needs to be lighted appropriately (at least 1000 Lux)
- No loudspeakers should be installed in the immediate proximity of the timing centre
- Barrier or protection fence for timing equipment at the finish line/area; no finish area entrance at the finish line
- For events the timing equipment has to be shipped by flight, provision of 2 chain saws
- Provision of a 32" TV Screen in the Jury room – Screen needs to be equipped with a plug for HDMI or Display Port connection
- The organizer shall provide a separate power circuit (power supply (220V, 16A), at both sides of the finish, the mixed zone, Heat Selection area (Sprint) and start area *
- TV Screen (min. 42inch and HDMI Input) at the finish area for the Sprint Heat Selection; the organizer shall also provide power at this position to connect the TV Screen at these power line
- The following ports must be unblocked at the provided internet connection before arriving of the Team:
 - 1750 livewc.fissski.com / live.fissski.com live upload to FIS CC → INBOUND and OUTBOUND
 - 1643 live upload to FIS NC SJ → INBOUND and OUTBOUND
 - 1753 live upload to FIS NC CC → INBOUND and OUTBOUND
 - UPD 500 (IKE) Connection VPN → INBOUND and OUTBOUND
 - UDP 4500 (IPSEC) VPN encryption → INBOUND and OUTBOUND
 - 3306 db.fissski.com connection to FIS Database → INBOUND and OUTBOUND
 - 11195 connection for MIS → INBOUND and OUTBOUND
 - 80 http / MIS → INBOUND and OUTBOUND
 - 443 https → INBOUND and OUTBOUND
 - 587 secured Mail → OUTBOUND
 - 143 secured Mail → INBOUND
 - UDP 1139 VPN → INBOUND and OUTBOUND

5. Host Broadcaster Requirements

The local organizer is requested to inform the Host broadcaster about:

- SWISS TIMING graphics working place is located in the SWISS TIMING container in the TV compound close to the OB van or in the timing room at the finish line
- Main power supply for the SWISS TIMING graphics (220V, 16 A, separately fused); same power circuit as the OB van
- Provision of a black burst signal from the OB van to the graphics location
- Provision of 8 HD BNC cables between OB Van and graphics location
- Provision of a broadcast feed and the necessary camera pictures to the graphics location
- Installation of an Intercom connection between OB van and the graphics operator in the graphics location
- 3 BNC connections from the OB van required to the Jury room for recording and reviewing purposes of the FIS Jury (HD SDI program output + 2 additional cameras)
- undelayed HD SDI program including monitor shall be available in the Cross Country timing room
- Power grounding at rail cams to avoid problems as we had during the last seasons

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6. Optional SWISS TIMING Services

Media Information System (MIS)

- Additional MIS terminals are available.
- Additional MIS terminals need to be ordered in writing 1 month prior to the event.
- If more than 10 MIS terminals are ordered, an additional SWISS TIMING technician is necessary.
- **Price:** upon request

World Wide (Internet) Media Information System (wwMIS)

- Additional SWISS TIMING wwMIS logins are available
- Additional wwMIS logins need to be ordered in writing 2 weeks prior to the event
- **Price:** upon request

Display Rental Service

SWISS TIMING provides an optional service for scoreboards of different sizes

- Full-colour LED video board
- **Price:** upon request

Intermediate Timing Points

- Additional intermediate timing points need to be ordered in writing 1 month prior to the event
- If more than 3 additional intermediate timing points are ordered, an additional SWISS TIMING technician is necessary.
- **Price:** upon request

Speed measurement

- Speed measurement points need to be ordered in writing 1 month prior to the event
- If more than 2 speed measurement points are ordered, an additional SWISS TIMING technician is necessary.
- **Price:** upon request

Additional TV graphics feeds

- Additional graphics systems need to be ordered in writing 1 month prior to the event, an additional SWISS TIMING technician is necessary.
- **Price:** upon request

Additional events (school or mass events etc.)

- SWISS TIMING can provide the service for any such events, if the scheduling of the World Cup Calendar allows
- Exact requirements, request for proposal and order have to be communicated to SWISS TIMING at least one month prior to the event.
- **Price:** upon request

7. Annex

Frequencies transponder technology
Drawings of finish setup and intermediate timing points
Graphics Room drawing
Setup overview
OC checklist

EXHIBIT 5: FIS CORPORATE IDENTITY AND WORLD CUP TITLE SPONSOR

1. INTRODUCTION

The FIS World Cup represents a “world-programme” and therefore it is necessary to have an international appearance with internationally equal elements. Many FIS World Cup Organising Committees have made great efforts in this regard.

- 1.1. These specifications form the base document for everyone working on the designing. FIS is at your disposal for complementary information, logos, etc.
- 1.2. The FIS Corporate Identity (CI) has to be taken into consideration precisely and corresponding to the specifications for the overall-appearance. This applies for the official title of the FIS World Cup, the FIS logo as well as for the design of all advertising and information means and other print materials e.g. start- and ranking list, accreditation, etc.

2. COMMENTARY TO THE SPECIFIC ITEMS

- 2.1 Title of the event
“FIS” always has to be used in connection with the title “World Cup”, e.g.
 - FIS World Cup
 - FIS Cross-Country World Cup
 - **Coop FIS Cross-Country World Cup**
- 2.2 Official FIS Logo / FIS World Cup Logo
As it is all about the FIS World Cup, the FIS logo and the FIS World Cup logo should be assimilated much better. In addition to the World Cup logo it is certainly possible to create a „FIS World Cup Design“ for the particular site, which can be used for example as background for the accreditation pass or for posters, etc.

3. EVENT SITES / COMPETITION AREA

Attractive presentation elements, which comply with the FIS CI principles should be used in the proven way at the Event sites as well as in the competition area.

The FIS logo, the FIS World Cup logo and the official title have to be taken into consideration on the following elements (in addition to the sport-specific elements):

- flags
- signage for the FIS World Cup at the site entry
- large entry-gate at the competition area
- other signage boards in the competition area and around the town

5. ADVERTISING AND INFORMATION MEDIUM

The FIS logo and the FIS World Cup logo as well as the indication to the FIS World Cup have to be placed on all advertising and information medium.

The FIS logo, the FIS World Cup logo and the official title have to appear in an attractive way on the following:

- Bulletin
- Invitation
- Posters
- Stickers / Car labels
- Start / Intermediate / Result lists and analyses
- Accreditation
- Sign-boards, Info-overview

Besides an attractive design of the poster through a photo or graphic, the following "logo groups" are to be included:

Official logos (according to FIS Marketing Guide)

- FIS logo
- logo of the NSA
- logo of the Ski Club

FIS World Cup (according to FIS Marketing Guide)

- FIS World Cup logo with the title sponsor
- Site and region

Sponsors / partners (according to FIS Marketing Guide)

- Event sponsors
- FIS World Cup logo with the title sponsor
- FIS World Cup Main partners
- Data & Timing Partner
- Advertising Agency

5. FIS LOGO / FIS WORLD CUP LOGO

The detailed information on the correct use of FIS Logo, the FIS World Cup logo etc. is available in the following documents on the FIS Website:

FIS Marketing Guide

<https://www.fis-ski.com/en/inside-fis/document-library/marketing>

FIS CI Documents

<https://www.fis-ski.com/en/inside-fis/document-library/communications>