

# Application for the Beviale Pavilion (International Package)

## BevialeMoscow2015

International trade fair for the beverage industry

Crocus Expo, Moscow, Russia | 6 - 8 October 2015

Please return to  
NürnbergMesse GmbH  
International Exhibitions  
Messezentrum  
90471 Nürnberg, Germany  
Fax: +49(0)911.86 06- 12 86 84  
beviale-moscow@nuernbergmesse.de

Please send us the application documents  
once only! (Post, fax or e-mail)

**Date for returning: June 1<sup>st</sup>, 2015**

Company name of exhibitor \_\_\_\_\_  
Proprietor / Manager \_\_\_\_\_  
Street \_\_\_\_\_  
Postcode, town, country \_\_\_\_\_  
Tel. (company) \_\_\_\_\_ Fax (company) \_\_\_\_\_  
E-Mail (company) \_\_\_\_\_  
Internet \_\_\_\_\_

Person to contact \_\_\_\_\_  
Tel. \_\_\_\_\_ Fax \_\_\_\_\_  
E-Mail \_\_\_\_\_  
Correspondence address (only if different) \_\_\_\_\_  
Invoice address / Authorized recipient (only if different)  
(see item 7 of the Special Conditions of Participation – International) \_\_\_\_\_  
\_\_\_\_\_

**The Beviale Pavilion at Beviale Moscow is the ideal All-In-One Service Package for international companies willing to make a first step into the Russian market.**

### 1. We herewith order a stand within the Beviale Pavilion and accept the conditions of participation

*(without legal claim, see item 3 of the General Conditions of Participation – International)*

The stand will include:

- 6 m<sup>2</sup> stand space
- Carpeting
- Wall panels (2,5 m high) at the perimeter
- Fascia panel with company name
- 2 barstools
- 1 reception counter with lockable sliding door
- 1 waste basket
- 1 brochure display
- 2 spotlights
- 1 Electric socket (1 KW)

Furthermore this package enables:

- Technical handling by the organizer
- Attractive overall stand construction
- Prominence inside the exhibition hall
- Access to communal areas within the pavilion (e.g. meeting rooms / lounge)
- Daily booth cleaning
- Uniform stand lettering

The price for this package is EUR 2.600\*.

### 2. Registration fee

The registration fee of EUR 225\* applies on each direct exhibitor as well as on each co-exhibitor. It includes catalogue entry, listing on the website, exhibitor badges and invitation tickets.

### 3. Marketing options:

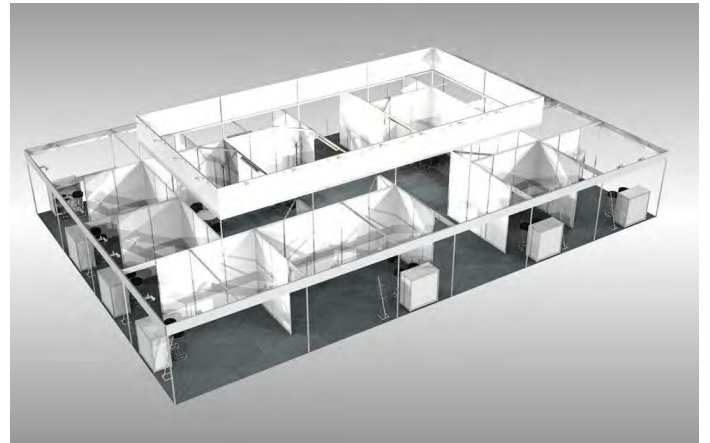
*(Please see the specific options on Form B below.)*

- Yes, we order additional marketing options (e.g. sponsorship, catalogue entries with logo etc.) and therefore fill out Form B.  
 No, we do not want to order additional marketing.

### 4. Product description (maximum 50 characters)

*(Please also specify your product by filling out Forms A.1 to A.3)*

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



*Attention: This picture is only exemplary and can differ from the actual stand construction of the Beviale Pavilion during the trade fair.*

**\*Plus Russian Value Added Tax (VAT) of 18%.** In accordance with Art. 3a Para. 8 Clause 1 of the German Value Added Tax Act (UStG) in conjunction with the provisions of the letter of the German Federal Ministry of Finance dated January 18th, 2012, the place of supply for event services is the country in which the event takes place. The service is thus not VAT taxable in Germany.

We hereby confirm that we have received, taken notice and accept the General Conditions for Participation in Fairs and Exhibitions – International (GCP – International) and the Special Conditions for Participation in Fairs and Exhibitions – International (SCP- International) as binding.

We hereby agree that our transferred data can be stored, processed and used by NürnbergMesse and their partner companies for purposes of performing the event and information (marketing). We have the right to withdraw this permission at any time without incurring costs other than the basic cost of transmitting this message. You can object to us using your data for advertising purposes at any time in writing by post (to NürnbergMesse GmbH, Messezentrum, 90471 Nürnberg) or by e-mail (to [info@nuernbergmesse.de](mailto:info@nuernbergmesse.de)).

Place and Date \_\_\_\_\_

Company stamp and authorized signature \_\_\_\_\_

## List of products (1/3)

Please list your products under the following groups:  
(Please tick as appropriate)

### 1 Raw Materials and Drinks as Raw Materials

#### 1.1 Raw materials for beer production

- 1.1.1 Brewing barley
- 1.1.2 Brewing wheat
- 1.1.3 Hops, hop products
- 1.1.4 Malt, specialty malts
- 1.1.5 Yeast
- 1.1.6 Miscellaneous raw materials for beer production

#### 1.2 Raw materials for the production of non-alcoholic beverages and liquid dairy products

- 1.2.1 Flavorings, essences, raw materials, concentrates and syrups
- 1.2.2 Fruit juices, fruit pulps, fruit extracts
- 1.2.3 Sugar, sweeteners
- 1.2.4 Miscellaneous additives
- 1.2.5 Miscellaneous raw materials for the production of non-alcoholic beverages and liquid dairy products

#### 1.3 Raw materials for the production of wine, sparkling wine and spirits

- 1.3.1 Yeast
- 1.3.2 Enzymes
- 1.3.3 Decantation agents
- 1.3.4 Nutrients, compounds
- 1.3.5 Preservatives
- 1.3.6 Treatment agents
- 1.3.7 Special treatment agents for distilling mash and spirits
- 1.3.8 Miscellaneous raw materials for the production of wine, sparkling wine and spirits

#### 1.4 Drinks as raw materials

- 1.4.1 Beer
- 1.4.2 Mineral, healing and table waters
- 1.4.3 Soft drinks
- 1.4.4 Fruit juices and nectars
- 1.4.5 Wine, sparkling wine
- 1.4.6 Spirits
- 1.4.7 Liquid dairy products

### 2 Machinery and Installations for Beverage Production

#### 2.1 Machinery and installations for the production and processing of malt and raw fruit

- 2.1.1 Acceptance and loading installations, conveyor and transport Systems
- 2.1.2 Silos and accessories
- 2.1.3 Dust extraction and cleaning systems
- 2.1.4 Steeping, germinating and kiln-drying systems
- 2.1.5 Complete systems for malt production
- 2.1.6 Miscellaneous machinery and installations for the production and processing of malt and raw fruit

#### 2.2 Machinery and installations for water treatment

- 2.2.1 Water supply
- 2.2.2 Water treatment
- 2.2.3 Waste water treatment
- 2.2.4 Miscellaneous installations for water and waste water

#### 2.3 Machinery and installations for beer production

- 2.3.1 Silo and other storage installations, crushed malt containers
- 2.3.2 Wet/dry mills, conditioning
- 2.3.3 Brewing room installations
- 2.3.4 Wort treatment and aeration installations, flotation
- 2.3.5 Yeast treatment installations, yeast propagation
- 2.3.6 Fermentation and lagering installations
- 2.3.7 Recovery installations
- 2.3.8 De-alcoholization installations
- 2.3.9 Carbonation installations

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- 2.3.10 Wet spent grain, wet yeast and surplus yeast treatment Installations
- 2.3.11 Pub brewery installations
- 2.3.12 Home brewing installations
- 2.3.13 Miscellaneous machinery and installations for beer production

#### 2.4 Machinery and installations for the production of non-alcoholic beverages and liquid dairy products

- 2.4.1 Containers and tanks
- 2.4.2 Degassing and carbonation equipment
- 2.4.3 Dosing and mixing systems, premixers
- 2.4.4 Cooling and heating systems
- 2.4.5 Homogenization equipment
- 2.4.6 Miscellaneous machinery and installations for the production of non-alcoholic beverages and liquid dairy products

#### 2.5 Machinery and installations for the production of wine, sparkling wine and spirits

- 2.5.1 Containers and tanks
- 2.5.2 Concentration systems
- 2.5.3 Reverse osmosis installations
- 2.5.4 Degassing and carbonation installations
- 2.5.5 Alcohol reduction and de-alcoholization installations
- 2.5.6 Distillation, rectification and extraction installations
- 2.5.7 Miscellaneous installations for the production of wine, sparkling wine and spirits

#### 2.6 Filtration and separation technology

- 2.6.1 Layer filters, screen and cartridge filters
- 2.6.2 Rotary filters
- 2.6.3 Filter presses
- 2.6.4 Microfiltration and membrane filtration
- 2.6.5 Centrifuges, decanters and separators
- 2.6.6 Cross-flow filters
- 2.6.7 Screens and sedimenters
- 2.6.8 Flotation installations
- 2.6.9 Chemical-physical separation processes
- 2.6.10 Filter accessories: dosing and mixing equipment, conveying systems for filtering aids
- 2.6.11 Kieselguhr/diatomaceous earth, stabilization agents and filter Coatings
- 2.6.12 Flocculants, fining agents
- 2.6.13 Ancillary equipment, supplies and carbonation equipment
- 2.6.14 Miscellaneous filtration and separation technology

#### 2.7 Heat exchangers and heat treatment systems

- 2.7.1 Plate and pipe heat exchangers
- 2.7.2 Flash pasteurizing systems
- 2.7.3 Scrape chillers
- 2.7.4 Pasteurizers
- 2.7.5 Evaporators and evaporation systems
- 2.7.6 Miscellaneous heat exchange and heat treatment systems

### 3 Machinery and Installations for Filling and Packaging Beverages

#### 3.1 Filling, cleaning and packaging systems for bottles, cans and other beverage containers

- 3.1.1 Palletizers and depalletizers
- 3.1.2 Discharging equipment
- 3.1.3 Crate stackers, destackers
- 3.1.4 Robots and accessories
- 3.1.5 Crate sorting systems
- 3.1.6 Capping and decapping machines
- 3.1.7 Packing and unpacking machines
- 3.1.8 Bottle sorting systems
- 3.1.9 Bottle cleaning machines

## List of products (2/3)

Please list your products under the following groups:  
(Please tick as appropriate)

- 3.1.10 Inspection and sorting machines
- 3.1.11 Filling and capping machines
- 3.1.12 Labeling, dating and marking equipment
- 3.1.13 Conveyor systems
- 3.1.14 Crate washing machines
- 3.1.15 Bulk packing machines
- 3.1.16 Storeroom magazine
- 3.1.17 Inspection systems
- 3.1.18 Miscellaneous filling, cleaning and packaging systems for bottles, cans and other beverage containers
- 3.2 Filling and cleaning systems for kegs and barrels**
- 3.2.1 Palletizers and depalletizers
- 3.2.2 Robots and accessories
- 3.2.3 Barrel and keg cleaning systems
- 3.2.4 Barrel and keg filling machines
- 3.2.5 Labeling, dating and marking equipment
- 3.2.6 Inspection systems
- 3.2.7 Miscellaneous filling and cleaning systems for kegs and barrels
- 3.3 Machinery and installations for the production of beverage containers**
- 3.3.1 Machinery for the production of preforms
- 3.3.2 Stretch blow forming machines, combined preform and stretch blow forming machines
- 3.3.3 Blow molding machines
- 3.3.4 Sorting, feeding and alignment systems for plastic bottles
- 3.3.5 Machinery and installations for recycling plastic containers
- 3.3.6 Accessories, miscellaneous machinery and installations for the production of beverage containers
- 4 Packaging Materials and Supplies, Packaging Ancillaries, Closure Systems**
- 4.1 Packaging materials and supplies**
- 4.1.1 Glass bottles
- 4.1.2 Aluminum bottles
- 4.1.3 Cans
- 4.1.4 PET bottles and preforms
- 4.1.5 Granules for preform production
- 4.1.6 Kegs
- 4.1.7 Barrels
- 4.1.8 Bag-in-box systems
- 4.1.9 Miscellaneous packaging materials and supplies
- 4.2 Closure systems**
- 4.2.1 Crown corks
- 4.2.2 Swing tops
- 4.2.3 Screw caps
- 4.2.4 Corks
- 4.2.5 Agrafes
- 4.2.6 Miscellaneous closure systems
- 4.3 Packaging ancillaries**
- 4.3.1 Labels
- 4.3.2 Films, foils, sleeves
- 4.3.3 Adhesives
- 4.3.4 Crates
- 4.3.5 Cartons
- 4.3.6 Multiple packaging
- 4.3.7 Pallets
- 4.3.8 Miscellaneous packaging ancillaries
- 5 Automation and IT**
- 5.1 Process automation, control and control systems**
- 5.1.1 Data logging systems
- 5.1.2 Recording equipment, printers for measurement data

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- 5.1.3 Process automation and control
- 5.1.4 Process visualization and measurement data acquisition for complete water and waste water systems
- 5.1.5 Dosing systems
- 5.1.6 Control cabinets
- 5.1.7 Scales
- 5.1.8 Miscellaneous equipment for process automation, control and control systems
- 5.2 IT solutions**
- 5.2.1 Operating data acquisition, treatment, processing
- 5.2.2 Technical applications
- 5.2.3 Laboratory applications
- 5.2.4 Logistics and distribution applications
- 5.2.5 Commercial applications
- 5.2.6 Miscellaneous IT solutions
- 6 Operating and Laboratory Equipment, Process and Auxiliary Materials, Beer Refinement**
- 6.1 Analysis**
- 6.1.1 Analytical equipment
- 6.1.2 Test and measuring equipment
- 6.1.3 Process analysis equipment
- 6.1.4 Laboratory equipment
- 6.1.5 Laboratory ancillaries
- 6.1.6 Miscellaneous analytical equipment
- 6.1.7 Miscellaneous laboratory equipment
- 6.2 Cleaning equipment**
- 6.2.1 CIP systems
- 6.2.2 Disinfection and cleaning systems
- 6.2.3 Building and floor cleaning equipment
- 6.2.4 Floor cleaning and sweeping machines
- 6.2.5 Personal hygiene systems
- 6.2.6 Storage systems for cleaning equipment
- 6.3 Fittings, bins, containers and pumps**
- 6.3.1 Fittings
- 6.3.2 Bins and containers
- 6.3.3 Pumps
- 6.3.4 Pipe systems and accessories of stainless steel and other materials
- 6.3.5 Hoses and seals
- 6.3.6 Valves and panels
- 6.4 Process and auxiliary materials**
- 6.4.1 Cleaning and disinfection agents
- 6.4.2 Carbon dioxide, nitrogen and other gases
- 6.4.3 Lubricants, lubrication systems
- 6.4.4 Adhesives and glues
- 6.4.5 Miscellaneous process and auxiliary materials
- 6.5 Beer refinement**
- 6.5.1 Wooden barrels for maturing process
- 6.5.2 Wood chips and shavings
- 6.5.3 Sticks and staves
- 6.5.4 Miscellaneous alternative wood products
- 6.5.5 Ancillaries for maturing in wooden barrels
- 6.5.6 Installations and ancillaries for dryhopping
- 7 Installations for Energy, Compressed Air/ Gases, Industrial Safety, Environmental Protection**
- 7.1 Energy management**
- 7.1.1 Power supply
- 7.1.2 Refrigeration
- 7.1.3 Heating
- 7.1.4 Heat recovery

## List of products (3/3)

Please list your products under the following groups:  
(Please tick as appropriate)

- 7.1.5 Air conditioning
- 7.2 Installations for compressed air and gases**
- 7.2.1 Compressed air systems, compressors, condensers
- 7.2.2 Carbon dioxide recovery systems
- 7.2.3 Carbon dioxide and nitrogen systems
- 7.2.4 Gas supply accessories
- 7.3 Environmental protection and industrial safety**
- 7.3.1 Exhaust gas and air cleaning systems
- 7.3.2 General disposal equipment
- 7.3.3 Recycling systems
- 7.3.4 Sound, heat and cold insulation
- 7.3.5 Miscellaneous environmental protection
- 7.3.6 Industrial safety systems
- 7.3.7 Vocational clothing
- 7.3.8 Floor coverings
  
- 8 Logistics**
- 8.1 Industrial trucks and accessories**
- 8.1.1 Forklift trucks
- 8.1.2 Pallet lift trucks
- 8.1.3 Driverless transport vehicles and systems
- 8.1.4 Accessories for industrial trucks
- 8.1.5 Miscellaneous industrial trucks
- 8.2 Vehicles**
- 8.2.1 Refrigerated vehicles
- 8.2.2 Transport vehicles with beverage fittings
- 8.2.3 Tank and container vehicles
- 8.3 Loading equipment, load security**
- 8.3.1 Loading ramps and bridges
- 8.3.2 Lift platforms and adapter ramps
- 8.3.3 Accessories for load security
- 8.3.4 Miscellaneous loading equipment
- 8.4 Transport equipment and accessories**
- 8.4.1 Hand trucks
- 8.4.2 Transport carts
- 8.4.3 Miscellaneous transport equipment and accessories
- 8.5 Material flow and storage systems**
- 8.5.1 Warehouse equipment
- 8.5.2 Warehouse control
- 8.5.3 Order-picking systems
- 8.5.4 Miscellaneous material flow and storage systems
  
- 9 Marketing and Catering Equipment**
- 9.1 Catering equipment and accessories**
- 9.1.1 Pub equipment
- 9.1.2 Bar equipment
- 9.1.3 Glasses, mugs and other drinkware
- 9.1.4 Glass and dishwashing equipment
- 9.1.5 Refrigeration equipment
- 9.1.6 Billing systems
- 9.1.7 Miscellaneous catering furniture
- 9.1.8 Miscellaneous catering accessories
- 9.2 Dispensing systems and vending machines**
- 9.2.1 Dispensing and cooling systems
- 9.2.2 Home dispensing systems
- 9.2.3 Beverage vending machines
- 9.2.4 Empty container return systems
- 9.2.5 Cleaning equipment for dispensing systems
- 9.3 Dispensing and sales vehicles and accessories**
- 9.3.1 Dispensing and sales vehicles
- 9.3.2 Accessories for dispensing and sales vehicles
- 9.4 Marquees and accessories**
- 9.4.1 Pavilions
- 9.4.2 Tent furniture
- 9.4.3 Tent systems

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- 9.4.4 Sunshades and large umbrellas
- 9.4.5 Miscellaneous tent accessories
- 9.5 Advertising**
- 9.5.1 Outdoor advertising
- 9.5.2 Illuminated and other advertising carriers
- 9.5.3 Advertising media
- 9.5.4 Promotional articles
  
- 10 Services, Institutes, Training Institutions and Media**
- 10.1 Consulting**
- 10.1.1 Consulting, planning and project services
- 10.1.2 IT consulting and e-commerce
- 10.1.3 Advertising agencies
- 10.1.4 Logistics consulting services, fleet management
- 10.1.5 Miscellaneous consulting services
- 10.2 Beverage production services**
- 10.2.1 Contract brewing
- 10.2.2 Contract filling
- 10.2.3 Contract packaging
- 10.2.4 Barrel management
- 10.2.5 Miscellaneous beverage production services
- 10.3 Institutes, training institutions and media**
- 10.3.1 Technical colleges, universities, training institutions
- 10.3.2 Scientific institutes, research institutions
- 10.3.3 Associations and other institutions
- 10.3.4 Publishers of trade books and journals
- 10.3.5 Media

## Marketing opportunities

Description	Availability	Price*
<b>Printed &amp; Online</b>		
<input type="checkbox"/> <b>Company or brand logo in the printed Exhibition Catalog</b> 4 colors, with the exhibitor's entry in the Exhibition Catalog	1 per exhibitor	EUR 95
<input type="checkbox"/> <b>Advertisement on cover of the printed Exhibition Catalog</b> 1/1 page, 4 colors	3	EUR 950
<input type="checkbox"/> <b>Advertisement in the printed Exhibition Catalog</b> 1/1 page, 4 colors	unlimited	EUR 850
<input type="checkbox"/> <b>Advertisement in the printed Exhibition Catalog</b> 1/2 page, 4 colors	unlimited	EUR 500
<input type="checkbox"/> <b>Bookmark for the printed Exhibition Catalog</b> Double-sided, laminated, 4 colors	1	EUR 1450
<input type="checkbox"/> <b>Logo on the hall plan</b> Pointing at the stand of the exhibitor.	1 per exhibitor 12 overall	EUR 285
<input type="checkbox"/> <b>Mini banner on www.beviale-moscow.com</b> Banner on home page, linked to the exhibitor's website; Online from the week of delivery to the end of the trade fair.	15	EUR 950
<input type="checkbox"/> <b>Company or brand logo in the online exhibitor list</b> Logo in the exhibitor list together with the exhibitor's entry, linked to the exhibitor's website; Online from the week of delivery to the end of the trade fair.	1 per exhibitor	EUR 150
<b>On-Site</b>		
<input type="checkbox"/> <b>Company banner in the exhibition pavilion</b> Size approx.. 1,0 m x 2,8 m; layout provided by the exhibitor	5	EUR 400
<input type="checkbox"/> <b>Company banner in the registration area</b> size approx.. 1,0 m x 2,8 m; layout provided by the exhibitor	2	EUR 750
<b>Exclusive Sponsorships</b>		
<input type="checkbox"/> <b>Sponsor of the Opening Ceremony</b> <ul style="list-style-type: none"> <li>Mentioning the company's name together with the Opening Ceremony (Opening Ceremony presented by XYZ)</li> <li>Printing the company's name and logo as exclusive sponsor on all advertising media published after signing of the contract.</li> <li>Possibility to arrange two company banners where the Opening Ceremony takes place (layout layout provided by the exhibitor)</li> <li>Mini banner on beviale-moscow.com (layout and production lies with the company)</li> </ul>	1	EUR 3200
<input type="checkbox"/> <b>Sponsor of the Exhibitor Reception</b> <ul style="list-style-type: none"> <li>Mentioning the company's name together with the Exhibitor Reception (exhibitor reception presented by XYZ)</li> <li>Printing the company's name and logo as exclusive sponsor on all advertising media published after signing of the contract.</li> <li>Possibility to arrange three company banners where the Exhibitor Reception takes place (layout provided by the exhibitor)</li> <li>Possibility to distribute give-aways during the Exhibitor Reception (production lies with the company)</li> <li>Mini banner on beviale-moscow.com (layout and production lies with the company)</li> </ul>	1	EUR 4200
<input type="checkbox"/> <b>Sponsor of the Registration</b> <ul style="list-style-type: none"> <li>Printing the company's logo on the lanyards for the visitor badges (production lies with the organizer)</li> <li>Printing the company's name and logo as exclusive sponsor on all advertising media published after signing of the contract.</li> <li>Possibility to arrange three company banners where the Registration is located (layout provided by the exhibitor)</li> <li>Mini banner on beviale-moscow.com (layout and production lies with the company)</li> </ul>	1	EUR 2700

\*Plus Russian Value Added Tax (VAT) of 18%.

## General Conditions for Participation in Fairs and Exhibitions - International

(hereinafter referred to as „GCP-INTERNATIONAL“)

In case of disagreement, the Special Conditions for Participation in Fairs and Exhibitions shall have priority over the GCP  
As per December 2012

### 1. Application

In order to take part at a fair or exhibition (hereinafter referred to as "EVENT"), an applicant (hereinafter referred to as "EXHIBITOR") must fill out the official printed application form, provided by NürnbergMesse GmbH (hereinafter referred to as "NM"), complete it accurately, sign it in legally effective manner and return it to NM. The EXHIBITOR thereby accepts these GCP-INTERNATIONAL and the Special Conditions for Participation (hereinafter referred to as "SCP-INTERNATIONAL") as binding. In addition the specific on-site regulations related to the trade show and venue - stipulated in the exhibitor manual - become also integral part of the contract. The EXHIBITOR is also responsible and liable for adherence to the said conditions by persons employed by him at the EVENT. The application constitutes just a contractual offer to NM and cannot be endorsed with conditions and restrictions, particularly with respect to desired stand positions, which do not represent a condition for participation.

### 2. Admission / Stand space confirmation

The contract comes into force with the written admission by NM. This is mechanically printed and signed and valid without written signature. The admission of EXHIBITORS and listed exhibits is in any case at the sole discretion of NM, especially, but not limited to, in accordance with the GCP and SCP and with the theme, aim and purpose of the EVENT. NM may exclude such EXHIBITORS from admission that haven't fulfilled their financial obligations towards NM regarding previous EVENTS. Reservations or conditions stipulated in the application are invalid without the written confirmation of the organizer.

In the event of significant divergence between the content of the admission and the content of the application, the contract comes into force in accordance with the content of the admission, if the EXHIBITOR does not object in writing within two (2) weeks of receipt. EXHIBITORS do not have a legal claim to admission, except that legal provisions provides for such a claim.

For materially justifiable reasons, especially, but not limited to, in the event of non-availability of sufficient stand space, NM may exclude individual EXHIBITORS from participation and/or restrict the EVENT to specific groups of EXHIBITORS if deemed necessary for attaining the aim and purpose of the EVENT. NM may also restrict the listed exhibits and effect alterations to the stand space requested by the EXHIBITOR. Admission applies only to the listed exhibits, the EXHIBITORS that are specified in the application and to the space stated therein. Other items than those listed and admitted cannot be exhibited. An EXHIBITOR who has previously failed to settle his financial obligations to the NM or settle them punctually may be excluded from admission.

### 3. Allotment of space

Allotment of space will be made by NM in accordance with the theme and arrangement of the EVENT concerned and subject to the space available. Siting requests made in the application form will be considered as far as possible. Order of receipt of applications will not be the sole deciding factor for allotment of space. NM is entitled, if necessary, to alter the size, shape and position of the allotted space. NM will notify EXHIBITORS about the necessity for such alteration immediately and, if possible, offer a comparable space elsewhere in the exhibition. In case this entails an alteration in the stand rental, reimbursement or additional payment shall result correspondingly. EXHIBITORS may withdraw their application within two weeks of receipt of such notification; regarding this neither party may claim any compensation. Any alterations of the location of other stands at the beginning of the EVENT since the admission do not constitute a legal claim of the EXHIBITORS. Those may not exchange the allotted space among with another or transfer it to a third party, even if only in part, without the prior written consent of NM.

### 4. Joint exhibitors

Stand spaces are hired only as complete spaces and only to one contractual partner. Exceptions in individual cases are subject to the sole discretion of NM. In the event several EXHIBITORS wish to share a stand space, they must name a representative in their application form who is authorized to act on their behalf in negotiations with NM.

### 5. Co-exhibitors

The use of the stand space by another company with its own products and personnel (hereinafter referred to as „CO-EXHIBITOR“) requires a separate application and admission by NM. Admission of one or more CO-EXHIBITORS is subject to a special fee and the prior written consent of NM. Responsibility for ensuring, that CO-EXHIBITORS fulfill the same terms and conditions as the principal EXHIBITOR shall rest with the principal EXHIBITOR, if applicable, in addition to the CO-EXHIBITOR.

### 6. Stand rental fee, lien

Stand rental fees/participation fees and terms of payment are set out in the SCP and the application form. Payment of the stand rental must be made in accordance with the dates laid down before the allotted space may be occupied. The allotted space may be occupied after full payment in due time. Complaints about the invoice can only be considered if they are submitted within 14 days of invoicing. NM is entitled to exercise its right of lien and sell any distrained property on the open market after written notice of intention. No liability will be accepted for damage to seized items unless deliberate or caused by gross negligence.

### 7. Withdrawal of application, cancellation of part of stand space

In case the EXHIBITOR withdraws his application, cancels part of the stand space or does not participate in the EVENT, NM is entitled to use the hired stand space

or the cancelled part of the space for other purposes and relet to third parties. The EXHIBITOR shall remain obliged to pay the following cancellation fees based on the value of the ordered stand rental fee as set out in clause 6 as a flat-rate compensation for expenses incurred by NM on cancellation or partial cancellation after admission has been confirmed:

- up to 90 days before the start of the event 50% of the stand rental fee
- up to 30 days before the start of the event 80% of the stand rental fee and
- less than 30 days before the start of the event the full amount of the stand rental fee.

This shall not apply if the EXHIBITOR withdraw his application or cancel part of the stand space because of mandatory law. In case the EXHIBITOR does not participate in the event because of absence and the rented stand space can not relet to third parties, the EXHIBITOR is obliged to pay the full amount of the stand rental fee as set out in clause 6. In case the EXHIBITOR does not participate in the EVENT because of absence and the rented stand space can be relet to third parties, the EXHIBITOR retains the right to prove that NM has saved costs not considered in the deduction and has benefited as a result of the cancellation or not-participation. NM reserves the right in any case to claim further damages. The withdraw from the contract and/or the cancellation of part of the stand space by the EXHIBITOR becomes effective with NM's receipt of the written notice.

### 8. Cancellation of admission

NM may cancel confirmation of admission and relet the space elsewhere in the following cases:

- The stand is obviously not occupied by the EXHIBITOR in good time, i.e. at least 24 hours before the official opening of the EVENT.
- The EXHIBITOR fails to pay the stand rental fee at the agreed time in accordance with clause 6 and a period of grace granted by NM lapsed without result.
- An application to commence insolvency proceedings against the EXHIBITOR's assets is lodged or rejected for lack of assets, or insolvency proceedings have already been commenced.
- The conditions for stand space confirmation are no longer fulfilled by the registered EXHIBITOR or NM receives knowledge of reasons which would have justified exclusion if they had been disclosed earlier.
- The EXHIBITOR breaches NM's site regulations.
- The admission is based on incorrect or incomplete statements by the EXHIBITOR.

NM reserves the right to assert claims for damages in such cases. The EXHIBITOR has no entitlement to claim damages.

### 9. Cancellation of rental exhibition stands and other services

Once admission has been confirmed, the EXHIBITOR must pay charges if he withdraws from the contract regarding rental exhibition stand and/or other services ordered by the EXHIBITOR or does not exhibit. NM also reserves the right to assert claims for damages. If the EXHIBITOR cancels the order for rental exhibition stands and/or other services, the following cancellation fee is payable based on the value of the order.

- 90 days to 15 days before the start of the event 25%
- 14 days to 1 day before start of assembly (see SCP) of the EVENT 80%
- The full amount is payable upon the start of the assembly period.

The EXHIBITOR retains the right to prove that the requested compensation for costs incurred is too high or that NM has sustained no loss. The withdrawal from the contract by the EXHIBITOR becomes effective with NM's receipt of the written notice.

### 10. Exclusion of exhibits

Items not included in the admission document cannot be exhibited. NM has the right to demand to remove exhibits that are not approved in the admission document and also such exhibits, that or prove to be dangerous, a cause of annoyance or otherwise unsuitable, or which can be proved to be a violation of industrial property rights. In case the EXHIBITOR does not comply with such demand, the said items may be removed by NM at the expense of the EXHIBITOR. In case a violation of industrial property rights by an EXHIBITOR is proved (e.g. based on a valid court ruling against the EXHIBITOR), NM may exclude the EXHIBITOR from participating in subsequent EVENTS.

### 11. Stand assembly, equipment and design

Stands must conform to the overall layout of the EVENT. NM reserves the right to forbid the erection of stands which are in this respect unsuitable or inadequate or to alter them at the EXHIBITOR's expense. Stands must be properly equipped and manned by qualified personnel at the specified times for the entire duration of the EVENT. Stand fitting must be completed at the latest by the end of the period allowed for stand assembly and stands cleared of any packing materials. Removal of exhibits or dismantling of stands before the end of the EVENT is not permitted. Names and addresses of EXHIBITORS must be clearly displayed on the stands. In case of discrepancies, the SCP-INTERNATIONAL prevail over the GCP-INTERNATIONAL. The prior approval of NM is needed if stand constructions exceed the specified height limits for stands. Prior consent is also needed for particularly heavy exhibits. Fixing to the hall floor is not permitted. After the official closing of the EVENT, basic items, insofar as these have been provided by NM, must be returned undamaged and in their original condition. Damage caused through negligence or not immediately notified at the time of occurrence must be

indemnified by the EXHIBITOR. Exhibits which still remain on the stands after the end of the period allowed for dismantling may be removed and stored at the EXHIBITOR's own expense.

## 12. Force majeure, cancellation of event

In case NM is prevented from holding the EVENT for reasons of force majeure or other circumstances beyond its control, a immediately notification of the applicants is required by NM. Basically the claim to stand rental is voided, but NM may charge the EXHIBITOR for work carried out to his order to the extent of the costs incurred, insofar as the result of such work may still be of interest to the EXHIBITOR. Should NM be in a position to carry out the EVENT at a later date, it is likewise required to notify the EXHIBITORS to this effect without delay. EXHIBITORS are entitled to cancel their participation in the EVENT at the new time within two weeks of receiving such notification, in which case they are entitled to refund or cancellation of the stand rental. In case NM is compelled to curtail or cancel an EVENT for reasons of force majeure or other circumstances beyond its control after it has commenced, the EXHIBITOR has no claim to any refund or cancellation of the stand rental.

## 13. Assembly and dismantling passes, exhibitor passes

Passes for EXHIBITORS and workmen employed during the period of stand construction and dismantling will be issued to the EXHIBITOR, if applicable. The validity of these passes is limited solely to the assembly and dismantling periods and does not cover admission during the EVENT. A limited number of free EXHIBITOR passes will be issued to EXHIBITORS and their employees for the period of the EVENT. These passes will be made out in the name of the persons concerned and must be signed. They are not transferable and only valid in conjunction with an identity card. Misuse of the passes will lead to their being withdrawn. The number of passes issued is not increased by the inclusion of CO-EXHIBITORS. Additional passes are obtainable against payment.

## 14. Advertising

Advertising of all kinds is allowed only within the stand space rented by the EXHIBITOR for his own firm and only for products and/or services produced or distributed by him, insofar as these have been listed in the admission document. The use of apparatus and equipment to achieve an increased advertising effect by optical and/or acoustic means requires the prior written consent of NM. Advertising outside the stand space rented by the EXHIBITOR is only possible as part of the advertising and sponsoring measures offered by NM. Advertising of a political nature is forbidden. NM shall be entitled to prohibit and remove advertising that does not comply with this clause at the expense of the EXHIBITOR.

## 15. Photographs, drawings, films

NM may have photographs, drawings and films made of the EVENT, exhibits and exhibition constructions and stands, each for use in advertisement, publicity and press releases or purposes. The right of the EXHIBITOR to object is excluded for any reason. This also applies to photographs produced directly by the press or television with the consent of NM. For photographs of stands against payment, EXHIBITORS shall solely employ photographers with relevant permission authorized by NM. Only these service contractors may be commissioned before or after the official daily opening hours. Other service contractors are not admitted during these hours. EXHIBITORS are not permitted to produce photographs, drawings and films of the stands and exhibits of other EXHIBITORS.

## 16. Direct selling

Direct selling is not allowed unless expressly permitted by the exhibitor manual, in which case objects for sale must be marked clearly with their prices. EXHIBITORS are responsible for ensuring that they obtain the necessary permits from the relevant trade and health authorities and comply with regulations.

## 17. Cleaning

NM is responsible for general cleaning of the grounds and hall passages. Stand cleaning is the responsibility of EXHIBITORS and must be completed daily before the opening of the EVENT. EXHIBITORS have to use the service contractor engaged by NM for stand cleaning.

## 18. Supervision

NM will arrange general supervision in the exhibition center. This shall not affect the liability provisions of clause 19. EXHIBITORS are strongly recommended to make their own arrangements for the security of their stands and exhibition items and to effect appropriate insurance cover. Valuable items which can be easily removed should be locked away out of the opening hours. Additional stand supervision is available at the EXHIBITOR's own expense by using the service contractor engaged by NM.

## 19. Liability, insurance, accident prevention

The EXHIBITOR is also solely responsible and liable for compliance with the GCP-INTERNATIONAL and SCP-INTERNATIONAL of assistants or persons employed by him at the EVENT. NM bears unlimited liability only in cases of intent or gross negligence and for damages due to loss of life, bodily injury or damage to health. In all other cases NM shall be liable only

- in the event of a breach of cardinal obligations. Cardinal obligations are obligations of fundamental importance for the proper execution of the contract and which the EXHIBITOR can expect to be regularly fulfilled;
- if NM is legally obliged to take out liability insurance cover or this is usually the case;
- if NM has claimed a special degree of trust or occupies a qualified position of trust.

In these cases, however, NM is only liable for typical foreseeable damage (hence not usually liable for consequential damage) and then only up to a limit of EUR 100.000,00 for each case of damage. The liability limitation applies only to an entrepreneur in terms of § 14 of the German Civil Code, juristic persons under public law and special public assets. Moreover, liability due to slight or ordinary

negligence is excluded. This liability limitation also applies to the conduct of NM's performing and vicarious agents.

The principal EXHIBITOR is liable for any debts and negligence of his CO-EXHIBITORS and their employees or assistants as well as for his own debts and negligence and those of his employees or assistants. Referring to this both, the principal EXHIBITOR and the CO-EXHIBITOR, shall be jointly and severally liable debtors of NM.

The principal EXHIBITOR/CO-EXHIBITOR or joint EXHIBITOR is liable for any damage to persons or objects caused culpably by himself, his employees, his representatives or his exhibits and equipment. The EXHIBITOR is obliged to fit the exhibited machinery and equipment with safety devices complying with the accident prevention rules of the appropriate professional associations. NM is entitled to prohibit the EVENT or operation of machinery and/or equipment at its discretion.

## 20. Protection of industrial property rights

Protection of copyright or other patent rights of exhibits is the responsibility of the EXHIBITOR. A six-months period of protection from the beginning of an EVENT by reason of the law relating to the protection of inventions, samples and trade marks of 18 March 1904 (RGBl. page 141) only takes effect if the Federal Minister of Justice has published a relevant announcement in the Bundesgesetzblatt (Federal Law Gazette) for the event concerned (see Special Conditions for Participation, Exhibition priority).

## 21. Site regulations, contraventions

EXHIBITORS agree to accept the site regulations during the EVENT in all parts of the exhibition center. The instructions of NM's employees, who possess official identity cards, must be complied with. Contraventions of the GCP-INTERNATIONAL and SCP-INTERNATIONAL or instructions within the framework of the site regulations shall entitle NM, if such contraventions continue after warning, to immediate closure of the stand at the EXHIBITOR's own risk and expense and without claim to compensation.

## 22. Place of fulfilment and jurisdiction

The place of fulfilment is Nuremberg, Germany. The same applies to the place of jurisdiction when the EXHIBITOR is an entrepreneur in terms of § 14 of the German Civil Code or a juristic person under public law or does not have a general inland place of jurisdiction. NM is also entitled to take legal proceedings against the applicant at the applicant's general place of jurisdiction.

## 23. Data protection

Personal data are collected, processed and used by NM and, if applicable, by service partners in accordance with the provisions of the German Federal Data Protection Act and other relevant data protection regulations for the purpose of providing support and information for customers and potential customers and for handling the services offered.

## 24. Consent to the use of data

The EXHIBITOR consents to the storage, processing and use of his data transferred with the application form (company name, address, telephone/fax number and e-mail address) by NM and, if applicable, by service partners for events and information purposes (advertising). This consent may be cancelled by notifying NM at any time without incurring additional costs other than the usual transmission costs at the basic rates.

## 25. Severability clause

If any provisions of these GCP-INTERNATIONAL are partially void or incomplete, this shall not affect the validity of the remaining provisions and the contract. In such cases, the parties agree to replace the void or missing provision by a provision that most closely relates to the business purpose intended by the parties.

As per March 2014

### 1. Contract Partner

NürnbergMesse GmbH  
Messezentrum  
90471 Nuremberg (Germany)  
Tel: +49 (911) 8606-0  
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[www.nuernbergmesse.de](http://www.nuernbergmesse.de)  
CEOs: Dr. Roland Fleck, Peter Ottmann  
Registration Number HRB 761 Nürnberg  
Chairman of the Supervisory Board: Dr. Markus Söder, MdL  
Bavarian State Minister of Finance, Regional Development and Regional Identity  
(hereinafter referred to as "NM")

NM acts either as the organizer or the co-organizer of the trade shows or exhibitions (hereinafter referred to as "EVENT") that are held outside of the Federal Republic of Germany. Companies intending to participate in the EVENT are hereinafter referred to as "EXHIBITOR".

### 2. Contractual terms

The terms for participation in any EVENT consist of the General Conditions for Participation in Fairs and Exhibitions-INTERNATIONAL (hereinafter referred to as "GCP-INTERNATIONAL"), the SCP-INTERNATIONAL, the exhibitor manual provided by NM and all technical conditions notified to the EXHIBITOR before the EVENT begins. If NM provides additional exhibition services through service partners, the general terms of business of the respective partner shall prevail over these SCP-INTERNATIONAL in case of discrepancies.

### 3. Venue, duration, opening hours

The exact address of the venue, EVENT dates and opening hours as well as move-in, assembly and dismantling period will be communicated to the EXHIBITOR in the exhibitor manual.

### 4. EXHIBITORS and approved exhibition goods

Admissible as EXHIBITORS are: manufacturers, importers, wholesalers, representatives and publishers, domestic and foreign, offering only those products and services that can be assigned to the product groups provided. All exhibition goods must be described in detail in the application. Products (copies, counterfeits, etc.) that violate the regulations for the protection of industrial property rights in Germany are not admitted.

### 5. Fees

The participation fees for rental of exhibition space (stand rental fees) are binding as stipulated on the application form. NM reserves the right to charge prime locations, surcharges for open sides of the stands, registration fees or charges per registered co-exhibiting company. In these cases these charge are clearly stipulated on the application form. NM reserves the right to apply a minimum of net space to be ordered by each exhibiting company. Participation Fees and other charges may be invoiced EUR or locally applied currency. All net charges are subject to governmental, regional or local taxes or duties as in effect in the country of exhibition venue.

### 6. Complete rental stand

For the trade shows NM can offer complete rental stands as specified in the application form. NM is responsible for assembling and dismantling these complete rental stands. The complete rental stand, its fittings and included furniture may not be pasted over, nailed, painted or damaged in any way. The EXHIBITOR is liable for damage done during the rental period and will be charged with the costs. All pictures shown in the application form or the exhibitor manual are exemplary pictures.

### 7. Payment conditions

Invoices are payable in full according to dates for payment as mentioned in the invoice. All payments are to be made in the currency shown in the invoice, without charges, quoting invoice number.

If the EXHIBITOR enters a different invoice address on the application form, he authorizes the stated person/company to receive the invoice and other payment requests. This does not exempt the EXHIBITOR from his obligation to pay. For subsequent changes to the invoice address for which the EXHIBITOR is responsible, NM may charge a processing fee of EUR 50 plus VAT at the statutory rate.

The EXHIBITOR is not entitled to convert at his own initiative the invoiced amount into any other currency for bank transfer. If for any reason, a conversion into another currency becomes necessary, the EXHIBITOR shall contact NM who will then advise the applicable exchange rate. An entitlement to occupy the allocated stand space exists only after payment of invoices in full. The EXHIBITOR is to provide proof of payment.

### 8. Insurance

EXHIBITORS are obliged to make their own adequate insurance arrangements. Insurance for EXHIBITORS (transport and duration of event) is advisable and can be arranged through a collective insurance contract taken out by NM

### 9. Exhibitor Manual

NM may provide to the EXHIBITOR an exhibitor manual with all technical, organisational and venue information as well as order forms for obligatory and optional services. The manual and the service forms may be provided in hard copy, electronic version or download from the internet. The EXHIBITOR must carefully read the manual. Rules, regulations and deadlines mentioned in the exhibitor manual are binding for all EXHIBITORS.

### 10. Stand design

The EXHIBITOR is responsible for stand equipment and decoration. The EXHIBITOR agrees to erect a minimum of 2.50 metres high stand partition walls on all closed sides of the stand space and to lay floor carpeting. The hall walls or backsides of neighbouring stands are not to be used.

**As a general guideline stands exceeding the height of 3.50 m require the approval of NM. The maximum stand height has to be observed according to the specification of the venue. Details given in the exhibitor manual are binding.**

If the rental exhibition stand is not used, a fascia (0.30 m high) must be fitted on all open sides of the exhibition stand. The fascia is not required, if the necessary stand appearance is provided in some other way. NM reserves the right to give further instructions concerning the design of stands.

Only water-soluble adhesive may be used on the fiber board stand partition walls and these may not be painted unless they have first been covered with wallpaper.

After the EVENT, wallpaper or other finishing material must be removed by the EXHIBITORS, otherwise EXHIBITORS will be charged with the costs. All other stand partition walls, floors, hall walls, pillars, installations, fire-fighting equipment and other permanent hall fixtures must not be pasted over, nailed, painted or damaged in any way.

The EXHIBITOR is liable for damage done and will be charged with the costs. Pillars, installations and fire-fighting equipment within the stand are part of the allotted stand space and must be accessible at all times.

Floor coverings in the stands are only to be fixed with double-sided adhesive tape (tapes shall be equivalent to tesafix no. 4964).

**The EXHIBITOR agrees to comply with these conditions. Non-compliance may result in claims for damages by NM or the neighbouring EXHIBITORS affected.**

### 11. Co-exhibitors

Co-exhibitors are companies who appear on the EXHIBITOR's (= direct exhibitor's) stand and present their own products with their own personnel. All products of co-exhibitors must fulfil the admission criteria of the trade fair and be in line with the exhibition concept. Co-exhibitors are only admissible if they fulfil the conditions for participation in the event and the information requested on the application form for co-exhibitors has been entered in full. Co-exhibitors are subject to the same conditions as the EXHIBITOR. Co-exhibitors will only be fully listed in the official show directory when full payment of co-exhibitors fees / catalogue registration fees has been fully paid. If a co-exhibitor fee / catalogue registration fee applies for the EVENT, NM will invoice these to the direct exhibitor. NM reserves the right to limit the number of co-exhibitors per booked stand.

### 12. Represented companies

A company displaying products on a stand which is booked by another company and not being present with their own personnel is called a represented company. The direct EXHIBITOR is obliged to notify NM of all company names and countries of represented companies on the stand. All products of represented companies must fulfil the admission criteria of the trade fair and be in line with the exhibition concept. Company details of represented company are not fully listed in the show directory.

NM reserves the right to limit the number of represented companies per booked stand.

### 13. Country entry regulations

All EXHIBITORS and their staff are solely responsible to make themselves familiar with the latest entry and visa regulations of the host country of the EVENT.

The refusal of entry or refusal of visa does not constitute a reason for an extraordinary notice of cancellation. Cancellation thereof are governed by clauses 7 and 9 of the GCP-INTERNATIONAL.

### 14. Exhibitor claims, written form, place of fulfillment, jurisdiction

All EXHIBITORS claims against NM must be made in writing. The statutory period of limitation begins on the last day of the EVENT. Agreements that deviate from these or supplementary terms must be in writing. German law and the German text shall prevail.

Place of fulfillment and jurisdiction is Nuremberg, Germany. However, NM reserves the right to bring his claims before the court of the place at which the EXHIBITOR has his place of business