

Special Conditions of Participation for AERO Friedrichshafen 2027



MFN Messe Friedrichshafen GmbH shall hereafter be referred to as "MFN".

FNC Fairnamic GmbH shall hereafter be referred to as "FNC".

OSC Exhibitors receive an access code for the Messe Friedrichshafen Online Service Center (hereafter referred to as "OSC") upon stand allocation. Media features as well as technical and organizational orders must be executed via the OSC.

General Conditions of Participation, available at:

www.aero-expo.com/exhibit/messevorbereitung/exhibiting-guidelines

General Event Information

1. Opening times

The AERO will take place from April 14, 2026, until April 17, 2026, from 9:00 a.m. to 5:00 p.m., and on April 17, 2026, from 9:00 a.m. to 4:00 p.m.

The right to alter the opening times due to serious reasons is reserved. Changes will be announced in good time. Access for exhibitors: 1 hour before start of the exhibition.

2. Set-Up and dismantling times

2.1 Set-Up

Wednesday,	April 07, 2027	07:00 a.m. to 08:00 p.m.
Thursday,	April 08, 2027	07:00 a.m. to 08:00 p.m.
Friday,	April 09, 2027	07:00 a.m. to 08:00 p.m.
Saturday,	April 10, 2027	08:00 a.m. to 06:00 p.m.
Sunday,	April 11, 2027	08:00 a.m. to 06:00 p.m.
Monday,	April 12, 2027	07:00 a.m. to 10:00 p.m.
Tuesday,	April 13, 2027 **	07:00 a.m. non-stop until
Wednesday,	April 14, 2027	08:00 a.m.

** From Tuesday April 13, 2026, 08:00 p.m., build-up work will be restricted to the stand itself. All vehicles shall be removed from the halls by 08.00 p.m. Advanced set-up has to be approved by the project management.

2.2 Dismantling

Saturday, April 17, 2027: 04:00 p.m. until Tuesday, April 20, 2027, 08:00 p.m.

Early dismantling is not permitted. Exhibitors who violate this regulation will lose the right in the following year to the stand location. The project management reserves the right to take further action in the event of particularly serious offences. Please note the information in the General Conditions of Participation.

2.3 Additional deadlines

Registration requested by June 30, 2026. After this date, the right to retain the previous year's stand space expires.

The FNC reserves the right to make changes to the placement before this date.

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3. Registration and acceptance

Registration for AERO 2026 requires the complete submission of the online form. With this intention to exhibit, the company declares to fairnamic its sincere interest to participate as an exhibitor. The submission of the online registration form does not constitute a claim to admission. Fairnamic shall submit a written placement proposal to the exhibitor, which shall require the written consent of the exhibitor within the response time set for him.

The exhibitor's placement consent constitutes the contract offer, from which the exhibitor can no longer unilaterally withdraw after its receipt by fairnamic. The contract with fairnamic for participation shall only be concluded upon confirmation of participation by fairnamic, which constitutes acceptance of the contract. Subsequent substantial adjustments to the contract at the exhibitor's request (e.g. change of contract partner, change of placement, etc.) after the contract has been concluded may be associated with additional costs.

By sending the placement agreement, which does not yet constitute a claim to participation, the exhibitor accepts the Special and General Terms and Conditions of Participation, the Technical Guidelines, the House Rules, the currently valid Protection and Hygiene Concept, the Data Protection Guidelines as well as all further conditions of participation listed at www.aero-expo.com/exhibit/messevorbereitung/exhibiting-guidelines.

4. Participation fee, discounts, exhibitor passes, Co-Exhibitors

4.1 The participation fee includes the provision of the exhibition location, a certain number of exhibitor passes, exhibitor and stand service by the project management, provision of the exhibition's in-house information systems, target group-specific marketing of the AERO 2026, hall security, cleaning of the halls and complimentary promotional material for the exhibitor's own visitor advertising.

The prices refer to the entire duration of the trade fair. If a two-storey stand is approved, 50% of the participation fee will be charged for the two-storey area.

4.2 Quantity discount scale

Up to 150 m ² :	full amount
Area from 151 – 250 m ² :	5% reduction
Area from 251 – 350 m ² :	10% reduction
Area from 351 – 500 m ² :	15% reduction
Area from 501 m ² :	20% reduction

Up to a stand area of 150 m², the list price is calculated; beyond that, the above-mentioned scaling applies. Calculation example for a stand area with aircraft exhibits of 320 m².

150m ² x 86€	= 12.900€
+ 100m ² x 81,70€ (≙ 5%)	= 8.170€
+ 70m ² x 77,40€ (≙ 10%)	= 5.418€
= Total sum:	= 26.488€

The Quantity discount scale is not valid for the Static Display area outside.

4.3 Discount for start-up companies

Companies that were founded no more than 4 years ago at the time of registration receive a 50% discount on the net stand rental price. Proof must be provided by sending the excerpt from the commercial register to the responsible project manager of the AERO project team.

The start-up discount is only permitted for newly founded companies that have not previously traded under a different name or have been acquired by other companies or are a subsidiary of another company.

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4.4 Exhibitor passes

The number of exhibitor passes included in the participation fee is related to the stand size. The exact number of exhibitor passes free of charge can be found in the participation invoice.

4.5 Co-Exhibitor-fee

The acceptance of co-exhibitors must be approved by FNC. The co-exhibitor fee is 500.00 €/co-exhibiting company. Definition of co-exhibitor: see General Conditions of Participation www.aero-expo.com/exhibit/messevorbereitung/exhibiting-guidelines. Co-exhibitors shall receive 2 exhibitor passes free of charge.

5. Terms of payment

The full participation fee is fully payable after the receipt of the invoice. Please note the payment due dates and information about the bank accounts on the FNC invoices.

6. Stand withdrawal/compensation fees

If the exhibitor does not participate once registration has been granted, then the exhibitor is obliged to pay a compensation fee. Cancellation prior to the assignment of the stand is possible free of charge. After the stand has been allocated to your company a cancellation will cause the following fees:

From 18 weeks before the start of the trade fair:	50% of the total invoice amount
From 12 weeks before the start of the trade fair:	80% of the total invoice amount
From 8 weeks before the start of the trade fair:	100% of the total invoice amount

7. Vehicle entry regulations

Exhibitors at AERO 2027 can enter during set-up and dismantling from 07. April - 11 April 2027 without an access pass or deposit. On April 12 and April 13, a deposit of 200€ in cash will be required for vehicles larger than a car (from Sprinter). This will be refunded if you leave on time. Trucks must leave the site after 3 hours at the latest. Exhibitors with parking permits do not require a deposit. During the trade fair, exhibitors can enter the A-axis until 8.30 a.m. at the latest and leave again from 6.00 p.m. onwards, on the B-axis throughout, with the exception of the last day of the trade fair. On 17 April 2027, entry and exit is only possible until 3 pm and then again from 7 pm. The exhibition management reserves the right to make changes.

8. Stand parties

Stand parties after the close of the trade show must always be approved by the project management and be registered via the OSC. FNC reserves the right to charge a fee for additional required security and cleaning. The booking of security is obligatory from a number of 100 guests.

9. Stand construction requirements:

Stand constructions with completely closed stand walls are not permitted; each side may be built up to a maximum of half. Stands that are directly against the hall wall are exempt from this.

Stands that exceed the standard construction height of 3.50 m or are special constructions must be submitted to the project management with dimensioned plans for approval by March 12, 2027 to aero@fairnamic.com, as well as to the relevant person responsible. Ceiling suspensions are also subject to approval.

10. Floor Covering

The hall floor is made of rare asphalt. Colour defects are possible (Re-colouring is not possible). The use of floor coverings is mandatory for all exhibition stands in Halls A1, A2, A3, A4, A5 and A6. For Halls B1, B2, B3, B4, B5, the use of a floor covering is desirable. The floor covering is not included in the participation fee.

11. Direct sales

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Direct sales of products and services is generally permitted. All offered products and services must be declared with price tag. The prices must include German V.A.T and all additional costs.

12. Wi-Fi

MFN has its own Wi-Fi, which exhibitors and visitors can log onto. Exhibitor 's own Wi-Fi must be registered and comply with specific conditions. Registration and prerequisites can be accessed via the OSC.

13. Use of copyright music / GEMA

If you play music at your stand, you must register it with GEMA - **even for GEMA-free music**. Further information can be found [here](#).

The exhibitor is responsible for ensuring that GEMA-liable music performances are paid for during the trade fair and that no other copyright infringements are committed. GEMA applications and further information can be found at https://www.aero-expo.com/exhibit/trade_fair_preparations/exhibiting-guidelines.

14. Catering

Catering and drinks orders can be placed with MFN's [official contract partner](#). The relevant contact details can be found in the OSC. The fee for external caterers is €100.00 per day/vehicle. External caterers must be registered with the FNC and a corresponding authorisation must be applied for from the project management.

15. Guarding/ Liability

FNC does not assume any obligation to exercise proper care of exhibits, stand fittings and objects which are the property of the stand personal and exhibitors. Stand guarding can be ordered via the OSC.

16. Use of operations equipment

For logistic and safety reasons, the use of cranes, forklifts and lifting platform/ hydra ladders is exclusively limited to the official contract partners of FNC. These services can be ordered via the OSC.

17. Additional services

In addition to the participation fee, the acceptance of the following services is obligatory:

- Flat fee for general waste disposal of 80l per day: 2.50 €/m² stand space (max. 290€).
- Electricity lump sum: 73€.
Electrical connections must be booked separately via the OSC.
- The AUMA fee of 0.60 €/m² to be paid by the exhibitor will be invoiced by FNC for the AUMA and passed on (see General Conditions of Participation).
- Media flat rate (compulsory entry for all media): All exhibitors will be listed on the website of AERO Friedrichshafen. An entry will be made in the alphabetical directory stating the range of exhibits. A flat fee of € 270.00 is charged for the compulsory entry. Additional entries in the list of exhibitors or list of products are possible and are subject to charge.
The entry should be processed by the exhibitor in advance in the OSC. Otherwise, the FNC accepts no responsibility for incorrectly listed data. The deadline for the close of editing will be announced with the notification of the OSC access code.

All services can be ordered via the OSC after admission. You will receive the access code for service orders and media entries by e-mail with the admission documents.

18. Fees for exhibition aircraft

- Take-off and landing fees for approaching exhibition aircraft above 4t MTOW are to be paid directly to Bodensee Airport Friedrichshafen (EDNY). Below 4t MTOW, FNC will cover the fees for AERO Friedrichshafen. Parking fees on airport areas as well as fees for further services of the airport operator or a handling agent will not be covered by FNC. Furthermore, we would like to point out that only the fees for those aircraft that are presented on the exhibition area will be covered. Fees for pick-up aircraft etc. are to be paid independently by the operator. It is the responsibility of the aircraft operator to organise the settlement with the airport operator.
- For static display exhibitors with aircraft, AERO Friedrichshafen charges an aircraft handling fee of €300.00 per aircraft for ground handling, increased security precautions, and fencing.

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- Customs fees for exhibition aircraft of non-EU exhibitors, which are invoiced to the FNC, will be passed on to the exhibitors after AERO Friedrichshafen.

19. Pricing/Reverse-Charge-procedures

The prices refer to the entire duration of the trade fair. All prices quoted are net prices. If a statutory value-added tax is applicable, it will be charged additionally. Please refer to the explanations on the reverse charge procedure and the VAT identification number in the General Conditions of Participation.

20. Reservations, force majeure, cancellation, and other changes to the event

Unforeseen events, in particular cases of force majeure (e.g. natural disasters, war, terror, failure or massive disruption of transport and/or communication links, as well as special risks in the event of the occurrence of contagious diseases), which make it impossible or irresponsible to hold the event as scheduled, entitle FNC to postpone, shorten and extend an event, to cancel its opening entirely and to close an event that has already begun temporarily, permanently, in individual parts or as a whole. Further details: <https://www.aero-expo.com/exhibit/messevorbereitung/exhibiting-guidelines>

21. Legal notice

Serious violations of the exhibition terms and conditions gives FNC the right to close stands immediately and to clear them off without requiring court action. This applies in particular in the case of advertising that is directed against legal regulations, good morals or the purpose of the exhibition, as well as advertising for ideological or political purposes.

Place of fulfilment is Friedrichshafen; place of jurisdiction is Tettngang/ Ravensburg.

HRB-No. 742665 Registration Court, District Court Tettngang

The German version of this contract is legally binding.