

Special Conditions of Participation for the 30th edition of AERO Friedrichshafen 2024



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.com/exhibiting-guidelines.

General Event Information

1. Opening times

The AERO will take place from April 17, 2024, until April 19, 2024, from 9:00 a.m. to 6:00 p.m., and on April 20, 2024, from 9:00 a.m. to 5:00 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 10, 2024	07:00 a.m. to 08:00 p.m.
Thursday,	April 11, 2024	07:00 a.m. to 08:00 p.m.
Friday,	April 12, 2024	07:00 a.m. to 08:00 p.m.
Saturday,	April 13, 2024	08:00 a.m. to 06:00 p.m.
Sunday,	April 14, 2024	08:00 a.m. to 06:00 p.m.
Monday,	April 15, 2024	07:00 a.m. to 10:00 p.m.
Tuesday,	April 16, 2024**	07:00 a.m. non-stop until
Wednesday,	April 17, 2024	09:00 a.m.

** From Tuesday April 16, 2024, 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 20, 2024: 05:00 p.m. until Tuesday, April 23, 2024, 08:00 p.m.

Early dismantling is not permitted. Please note the information in the General Conditions of Participation.

2.3 Additional deadlines

Registration requested by September 30, 2023. After this date, the right to retain the previous year's stand space expires.

3. Registration and acceptance

Registration for AERO 2024 is made by completely filling out 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 acceptance of the placement constitutes the contractual offer, from which the exhibitor can no longer withdraw once it has been received 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.

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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.com/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 2024, hall security, cleaning of the halls and complimentary promotional material for the exhibitor's own visitor advertising.

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 will be charged; above this the above-mentioned scale applies. *Calculation example for a stand area with aircraft exhibits of 320 m²: 150m²x80€=12.000€ + 100m²x76€ (±5%)=7.600€ + 70m²x72€ (±10%)=5.040€ - Total: 24.640€.*

4.3 Discount for start-up companies

Companies that were founded no more than 5 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.

4.4 Loyalty discount

Exhibitors who participated in AERO 2022 and 2023 as main or co-exhibitors will receive a 5% loyalty discount on the net stand rental price.

4.5 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.

4.6 Co-Exhibitor-fee

The acceptance of co-exhibitors must be approved by FNC. The co-exhibitor fee is 375.00 €/co-exhibiting company. Definition of co-exhibitor: see General Conditions of Participation (www.aero.com/exhibiting-guidelines). Co-exhibitors shall receive 2 exhibitor passes free of charge. All quoted prices are net prices. If the statutory value added tax applies, it will be invoiced in addition. Please note concerning this the explanations of the reverse charge procedure and the VAT identification number in the General Conditions of Participation.

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.

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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:

up to 4 months before the show:	30% of the invoice total
up to 3 months before the show:	50% of the invoice total
up to 2 months before the show:	80% of the invoice total
up to 1 month before the show:	100% of the invoice total

7. Vehicle entry regulations

Exhibitors may access the fairground of AERO 2024 during set-up and dismantling time without entry passes and deposit fee. This regulation is only practicable if trucks leave the fairground after uploading, the latest after three hours.

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.

9. Stand construction requirements:

Entirely closed walls are not allowed for island and two corner stands; the longer side can be closed maximum half side. Stand constructions, which exceed the maximum height of 3.50 m and special constructions must be sent with a hall map marked with dimensions to the project management by March 11, 2024 (aero@fairnamic.com) for approval. Ceiling suspensions also must be approved.

10. Floor Covering

The hall floor is made of rare asphalt. Colour defects are possible (Re-colouring is not possible). The use of floor covering is desired and not included in the participation fee.

11. Direct sales

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

Exhibitors must register the use of copyright music, videos or movies with the German authority GEMA. Registration forms are available at www.aero.com/exhibiting-guidelines.

14. Catering

FNC has official exclusive contract partners for catering and beverage service addresses can be found via the OSC. Any other company must be registered with FNC. The fee for external caterers is 100.00 €/vehicle per day. A corresponding permit must be requested at the project management.

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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: 1,90 €/m² stand space. Beginning from 80m² flat price is 210.00 €.
- 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 and in the APP of AERO Friedrichshafen. An entry will be made in the alphabetical directory stating the range of exhibits. A flat fee of € 240.00 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. 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.

19. 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: www.aero.com/exhibiting-guidelines.

20. 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 Tettang/ Ravensburg.

HRB-No. 742665 Registration Court, District Court Tettang

The German version of this contract is legally binding.