

Special Conditions of Participation for AERO Friedrichshafen 2025



- 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 09th, 2025, until April 11th, 2025, from 9:00 a.m. to 5:00 p.m., and on April 12th, 2025, 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 02, 2025	07:00 a.m. to 08:00 p.m.
Thursday,	April 03, 2025	07:00 a.m. to 08:00 p.m.
Friday,	April 04, 2025	07:00 a.m. to 08:00 p.m.
Saturday,	April 05, 2025	08:00 a.m. to 06:00 p.m.
Sunday,	April 06, 2025	08:00 a.m. to 06:00 p.m.
Monday,	April 07, 2025	07:00 a.m. to 10:00 p.m.
Tuesday,	April 08, 2025**	07:00 a.m. non-stop until
Wednesday,	April 09, 2025	08:00 a.m.

** From Tuesday April 08, 2025, 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 12th, 2025: 04:00 p.m. until Tuesday, April 15th, 2025, 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 September 30, 2024. 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.

3. Registration and acceptance

Registration for AERO 2025 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

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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 2025, 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 is calculated; beyond that, the above-mentioned scaling applies. Calculation example for a stand area with aircraft exhibits of 320 m².

150m ² x 84€	= 12.600€
+ 100m ² x 79,80€ (≙ 5%)	= 7.980€
+ 70m ² x 75,60€ (≙ 10%)	= 5.292€
= Total sum	= 25.872€

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.

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 400.00 €/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.

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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.

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

6. Vehicle entry regulations

Exhibitors of AERO 2025 can enter during setup and dismantling without access passes and deposits. This regulation is only possible if trucks leave the premises immediately after unloading, but no later than 3 hours. During the exhibition period, exhibitors can enter on the A-axis until 08:30 and exit from 18:00, continuously on the B-side, except on the last day of the exhibition. On April 12, 2025, entry and exit are only possible until 15:00 and then again from 19:00. The exhibition management reserves the right to make changes.

7. 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.

8. Stand construction requirements:

For block and head stands, completely closed stand walls are not permitted; each side may be built up to a maximum of half its length. Stands that exceed the standard construction height of 3.50 m or are special constructions must be submitted to the project management for approval by February 28, 2025, using dimensioned plans sent to aero@fairnamic.com, as well as to the respective responsible persons. Ceiling suspensions also require approval.

9. 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.

10. 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.

11. 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.

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12. 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: <https://www.aero-expo.com/exhibit/messevorbereitung/exhibiting-guidelines>

For catering and beverage orders, the official contract partners of MFN are available. The relevant contact details can be accessed in the OSC. The fee for external caterers is €100.00 per day/vehicle. External caterers must be registered with FNC, and the appropriate approval must be obtained from the project management.

13. 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.

14. 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.

15. 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: 2.10 €/m² stand space. Beginning from 114 m² flat price is 240.00 €.
- Electricity lump sum up to 3KW: 69.00€.
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 € 250.00 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.

16. 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.

17. 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>

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18. 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 Tettnang/ Ravensburg.
HRB-No. 742665 Registration Court, District Court Tettnang
The German version of this contract is legally binding.