



Take advantage of our exclusive marketing and make your company stand out to trade visitors. Choose from an interesting range of print, online and on-site options to set yourself apart from the competition.

This offer is available only to registered exhibitors at IWA OutdoorClassics 2020. Subject to change.

Please return to

NürnbergMesse GmbH
Exhibition Services IWA OutdoorClassics
Team Marketing
T +49 9 11 86 06-80 30
F +49 9 11 86 06-12 80 30
Email marketing-messeservice@nuernbergmesse.de

**Deadline:
immediately**

PRINT

- | | | |
|--|---|--|
| <input type="checkbox"/> 1. Advertisement in the Exhibition Guide
from EUR 3,450
selection:
inside section /U2/U3/U4 | <input type="checkbox"/> 2. Advertisement in the Exhibition Catalogue
from EUR 2,450 selection:
U3/U4/dividing card
1st flap U2/2nd flap U2 | <input type="checkbox"/> 3. Bookmark in the Exhibition Catalogue
EUR 6,850 |
|--|---|--|

ONLINE

- | | | |
|---|---|---|
| <input type="checkbox"/> 1. Pole Position in the Exhibitor & Product Database
EUR 1,190 | <input type="checkbox"/> 2. Logo on the hall overview plan of the Exhibitor & Product Database EUR 1,190 | <input type="checkbox"/> 3. Ad-Keyword
EUR 100 |
| <input type="checkbox"/> 4. Products for your online entry
EUR 50 | <input type="checkbox"/> 5. Halfsize Banner – home page
EUR 1,500 | <input type="checkbox"/> 6. Halfsize Banner – sub-pages
EUR 1,300 |
| <input type="checkbox"/> 7. Fullsize Banner – home page
EUR 2,200 | <input type="checkbox"/> 8. Fullsize Banner – sub-pages
EUR 1,700 | |

ON-SITE

Size M

- | | | |
|---|---|--|
| <input type="checkbox"/> 1. BlowUpColumn – mobile
EUR 2,950 | <input type="checkbox"/> 2. Digital advertising display
EUR 2,100 | <input type="checkbox"/> 3. Easy Discs
EUR 4,050 |
| <input type="checkbox"/> 4. Flogos™
EUR 7,250 | <input type="checkbox"/> 5. LightPylon
EUR 1,050 | <input type="checkbox"/> 6. LightBox
EUR 1,750 |

Size XL

- | | | |
|---|--|--|
| <input type="checkbox"/> 1. GalleryBanner
EUR 1,950 | <input type="checkbox"/> 2. GigaFrame special size
EUR 8,850 | <input type="checkbox"/> 3. MegaBanner
EUR 3,250 |
| <input type="checkbox"/> 4. RiggBanner
EUR 11,900 | <input type="checkbox"/> 5. AdvertisingWave
EUR 2,650 | |

Extraordinary

- | | | |
|---|---|--|
| <input type="checkbox"/> 1. Digital Signage
NCC Ost foyer displays
from EUR 2,835 | <input type="checkbox"/> 2. Digital Signage
NCC Ost hall passageway
from EUR 1,890 | <input type="checkbox"/> 3. Digital Signage
NCC Mitte foyer displays
from EUR 2,835 |
| <input type="checkbox"/> 4. Digital Signage
NCC Mitte hall passageway
from EUR 1,890 | <input type="checkbox"/> 5. Digital Signage
BIG LED Screen
from EUR 7,000 | <input type="checkbox"/> 6. Flying object – indoor
EUR 7,450 |
| <input type="checkbox"/> 7. Footprints in the hall
EUR 4,950 | <input type="checkbox"/> 8. Lanyards
EUR 3,950 | <input type="checkbox"/> 9. New Product Center
EUR 250 |
| <input type="checkbox"/> 10. Mirror advertising
EUR 55/Mirror | <input type="checkbox"/> 11. Sponsor rest zone
EUR 2,650 | <input type="checkbox"/> 12. Bag advertising
EUR 4,200 |
| <input type="checkbox"/> 13. WalkingAct
EUR 1,950 | <input type="checkbox"/> 14. Advertising space
from EUR 2,663 | <input type="checkbox"/> 15. Sponsoring Press-Center
on request |

Unless otherwise indicated, all prices stated are subject to statutory VAT if the service is taxable in Germany.

Exhibitor/Customer

Contact for queries

Tel

Email

We have taken note of the attached Special and General Conditions for Exhibition Marketing incl. information on data protection and we accept them on all points. We can object to the promotional use of our data by NürnbergMesse GmbH at any time by letter (NürnbergMesse GmbH, Messezentrum, 90471 Nuremberg) or e-mail (data@nuernbergmesse.de).

Place and date

Signature of exhibitor



PRINT ADVERTISING OPTIONS

In accordance with the "General Terms of Business for Exhibition Marketing" and the "Special Terms of Business for Print Advertising". Unless otherwise indicated, all prices stated are subject to statutory VAT if the service is taxable in Germany.

To the technical instructions



TO THE OVERVIEW

PRINT

ONLINE

ON-SITE

TECH. INSTRUCTIONS

TERMS & CONDITIONS

PRINTING

1 Advertisement in the Exhibition Guide

from EUR 3,450

100% attention, 100% cover!

The Exhibition Guide is distributed free to all trade visitors, guaranteeing maximum contact numbers.

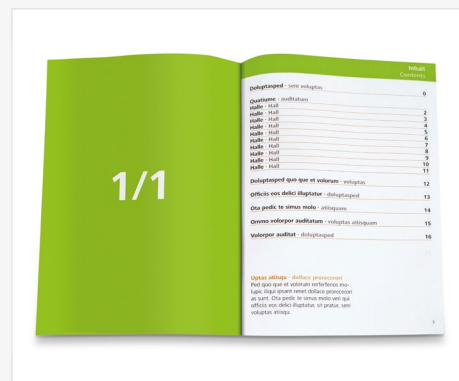
Format (WxH) 148 x 210 mm

Trim 3 mm on all sides

Position 2nd, 3rd or 4th cover or in the inside section

Data type Print PDF

Color proof desirable



1/1 page, inside section	EUR 3,450
1/1 page, cover page 2	EUR 4,750
1/1 page, cover page 3	EUR 4,750
1/1 page, cover page 4	EUR 6,550

2 Advertisement in the Exhibition Catalogue – cover pages/dividers

from EUR 2,450

Maximum attention from your target group and excellently informed visitors – publish an advertisement in the Exhibition Catalogue and present your company in a really prominent position!

1/1 page (WxH) 115 x 210 mm

1st flap (WxH) 105 x 210 mm

2nd flap (WxH) 102 x 210 mm

Trim 3 mm on all sides

Position 2nd cover (1st or 2nd flap), 3rd, 4th cover page, dividers

Data type Print PDF

Color proof desirable



1/1 page, 2nd cover page / 1st flap	EUR 3,050
1/1 page, 2nd cover page / 2nd flap	EUR 2,850
1/1 page, 3rd cover page	EUR 2,850
1/1 page, 4th cover page	EUR 4,500
1/1 page before dividing card	EUR 2,450
1/1 dividing card back	EUR 2,450

PRINT ADVERTISING OPTIONS

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To the technical instructions



3 Bookmark in the Exhibition Catalogue

EUR 6,850

The best place for your advertising!

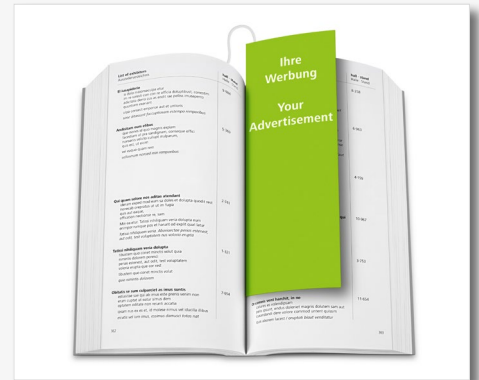
Your advertisement on the bookmark in the IWA OutdoorClassics Exhibition Catalogue gives you an outstanding presence – useful for visitors.

Format (WxH) 90 x 190 mm

Trim 3 mm on all sides

Data type Print PDF

Color proof desirable



TO THE OVERVIEW

PRINT

ONLINE

ON-SITE

TECH. INSTRUCTIONS

TERMS & CONDITIONS

PRINTING



ONLINE ADVERTISING OPTIONS

In accordance with the "General Terms of Business for Exhibition Marketing" and the "Special Terms of Business for Online Advertising". Unless otherwise indicated, all prices stated are subject to statutory VAT if the service is taxable in Germany.

To the technical instructions

TO THE OVERVIEW

PRINT

ONLINE

ON-SITE

TECH. INSTRUCTIONS

TERMS & CONDITIONS

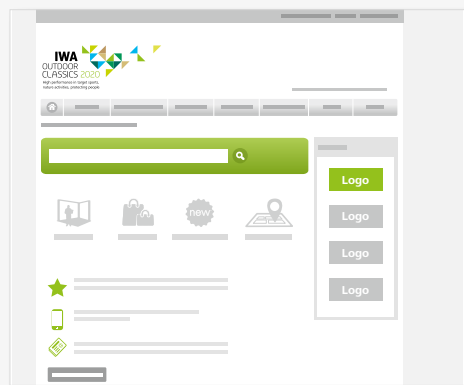
PRINTING

1 Pole Position in the Exhibitor & Product Database EUR 1,190

Start from pole position in the Exhibitor & Product Database at iwa.info/exhibitors-products.

Showcase your company in a prominent advertising spot before, during and after the exhibition.

- Logo size** min. 150 x 150 pixels, max. 360 x 360 pixels
- Slots available** 16; maximum four logos visible at the same time. Logos are loaded randomly and the system ensures equitable rotation.
- Duration** until at least three months after the exhibition
- Picture format** JPEG or PNG
- Resolution** 72 or 96 dpi
- Color mode** RGB

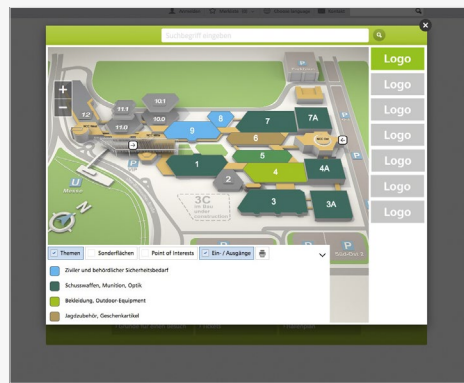


2 Company or brand logo on the hall overview plan of the Exhibitor & Product Database EUR 1,190

Guaranteed to be seen!

Your company or brand logo will be shown on the hall overview plan of the Exhibitor & Product Database and is linked to your company profile.

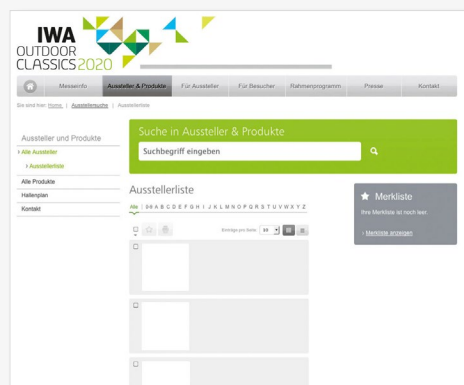
- Logo size** max. 130 x 70 pixels
- Slots available** max. seven slots
- Duration** until at least three months after the exhibition
- Picture format** JPEG or PNG
- Resolution** 72 or 96 dpi
- Color mode** RGB



3 Ad-Keyword to increase hit rate in free text searches EUR 100

Book one or more keyword(s) to increase your hit rate in free text searches in the exhibitor and product data base.

The keyword is not contained in your data, but is created extra for the search. This search term puts you right at the top of the hit list subject to availability.



ONLINE ADVERTISING OPTIONS

In accordance with the "General Terms of Business for Exhibition Marketing" and the "Special Terms of Business for Online Advertising". Unless otherwise indicated, all prices stated are subject to statutory VAT if the service is taxable in Germany.

To the technical instructions



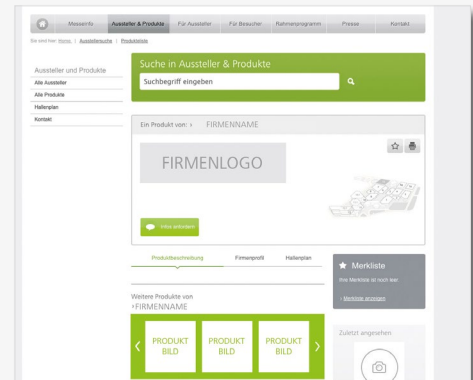
4 Other products or services for your online entry

EUR 50

Book extra products or services for your online basic entry.

These make your company presentation more detailed and indexing all the terms increases the hit rate for searches.

- Description** of max. 4,000 characters
- Picture** at least 350 x 350 pixels
max. 1,500 x 1,500 pixels
- Picture format** JPEG or PNG
- Resolution** 72 or 96 dpi



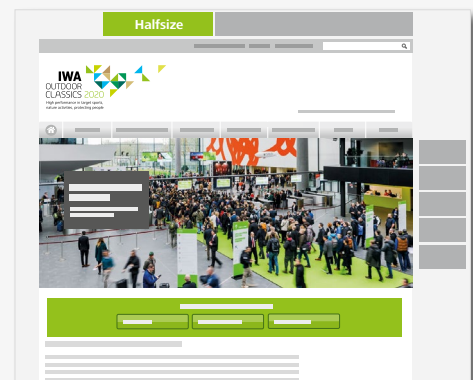
5 Halfsize Banner on iwa.info – home page

EUR 1,500

Use the exhibition pages for successful online communication.

Attract the attention of the national and international industry before the exhibition by publishing an individual banner on the IWA OutdoorClassics website.

- Banner format** 234 x 60 pixels
- Slots available** 3; 1 banner always visible. Banners are loaded randomly and the system ensures equitable rotation.
- Duration** until at least three months after the exhibition
- Language variants** to be supplied in German and English or unspecified
- Picture format** GIF or JPEG (max. size 25 KB)



ONLINE ADVERTISING OPTIONS

In accordance with the "General Terms of Business for Exhibition Marketing" and the "Special Terms of Business for Online Advertising". Unless otherwise indicated, all prices stated are subject to statutory VAT if the service is taxable in Germany.

To the technical instructions



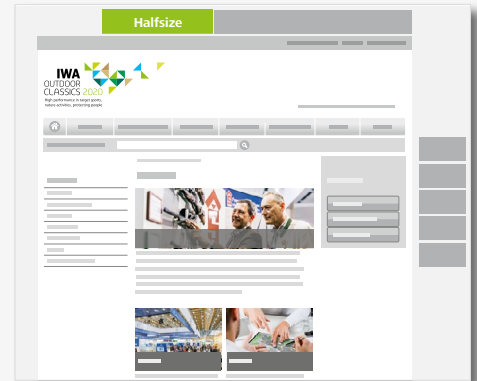
6 Halfsize Banner on iwa.info – sub-pages

EUR 1,300

Use the exhibition pages for successful online communication.

Attract the attention of the national and international industry before the exhibition by publishing an individual banner on the IWA OutdoorClassics website.

- Banner format** 234 x 60 pixels
- Slots available** 3; 1 banner always visible. Banners are loaded randomly and the system ensures equitable rotation.
- Duration** until at least three months after the exhibition
- Language variants** to be supplied in German and English or unspecified
- Picture format** GIF or JPEG (max. size 25 KB)



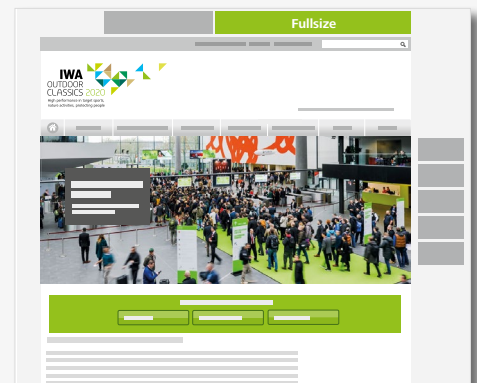
7 Fullsize Banner on iwa.info – home page

EUR 2,200

100% advertising – targeted and efficient.

Banner advertising on the official exhibition website.

- Banner format** 468 x 60 pixels
- Slots available** 3; 1 banner always visible. Banners are loaded randomly and the system ensures equitable rotation.
- Duration** until at least three months after the exhibition
- Language variants** to be supplied in German and English or unspecified
- Picture format** GIF or JPEG (max. size 30 KB)





ONLINE ADVERTISING OPTIONS

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To the technical instructions 

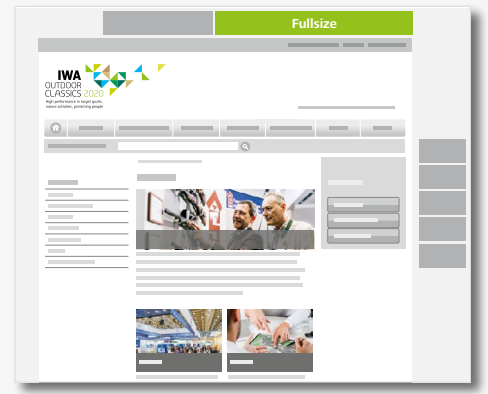
8 Fullsize Banner on iwa.info – sub-pages

EUR 1,700

100% advertising – targeted and efficient.

Banner advertising on the official exhibition website.

- Banner format** 468 x 60 pixels
- Slots available** 3; 1 banner always visible. Banners are loaded randomly and the system ensures equitable rotation.
- Duration** until at least three months after the exhibition
- Language variants** to be supplied in German and English or unspecified
- Picture format** GIF or JPEG (max. size 30 KB)



TO THE OVERVIEW

PRINT

ONLINE

ON-SITE

TECH. INSTRUCTIONS

TERMS & CONDITIONS

PRINTING



ON-SITE ADVERTISING OPTIONS

In accordance with the "General Terms of Business for Exhibition Marketing" and the "Special Terms of Business for On-Site Advertising". Unless otherwise indicated, all prices stated are subject to statutory VAT if the service is taxable in Germany.

Size M

1 BlowUpColumn, mobile – incl. production

EUR 2,950

Command the attention of your visitors!

The BlowUpColumn with the lighting inside also lights the way for visitors from a long way off.

Size Diameter 0.60 m; height 2.80 m



2 Digital advertising display – license

EUR 2,100

Intercept your customers on the site and guide them to your stand.

Our mobile displays can be positioned almost anywhere indoors, so they offer you lots of flexibility.

Display format: 60" (other formats possible on request)

Resolution 1,080 x 1,920 pixels

Format JPEG or PNG

Film format mp4 (without sound)

Color mode RGB

Miscellaneous no transparencies, background displayed in black;
max. four customers



3 Easy Discs – incl. production

EUR 4,050

An all-round success package!

Welcome visitors with movable 10 discs even before they reach the ticket counter.

Format Diameter 1 m

Please note: It may be necessary to take down the EasyDiscs for safety reasons in case of storms etc.





ON-SITE ADVERTISING OPTIONS

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Size M

4 FLOGOS™ – incl. production

EUR 7,250

Custom-made flying foam shapes that float into the air and allow you to make an unusual impact!

The "flying logos" set themselves apart from the sensory overload on the ground and turn the sky into an advertising space (sky-vertising). FLOGOS™ allow messages, symbols and logos to be presented in a way that attracts a lot of attention.

There are very few limits on the design!

A FLOGOS™ can be up to 90 cm in size and can also represent more complex shapes, letters and symbols.

Please note: FLOGOS™ are designed for outdoor use. In the event of unsuitable weather or temperatures they are relocated indoors.



5 LightPylon – incl. production

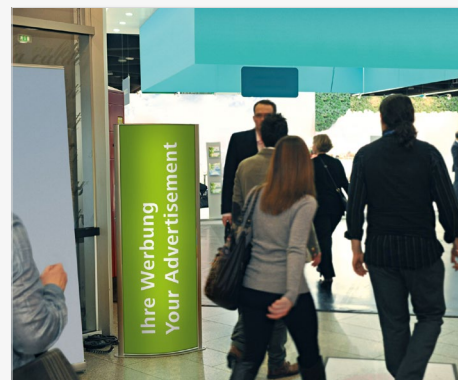
EUR 1.050

Open the visitors' eyes!

The best things come in small packages – the LightPylon is increasingly popular for the illumination as well as for its portability.

Catch the eye of your target group!

Format (WxH) 0.50 x 1.99 m





ON-SITE ADVERTISING OPTIONS

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Size M

6 LightBox – incl. production

EUR 1,750

Speak to the visitors – the more you tell, the more you sell!

Present your company on a well-placed LightBox at central locations on the exhibition site with lots of visitors – from entrance areas to the connecting buildings between the halls!

Format (WxH) 1.50 x 2.50 m



TO THE OVERVIEW

PRINT

ONLINE

ON-SITE

TECH. INSTRUCTIONS

TERMS & CONDITIONS

PRINTING



ON-SITE ADVERTISING OPTIONS

In accordance with the "General Terms of Business for Exhibition Marketing" and the "Special Terms of Business for On-Site Advertising". Unless otherwise indicated, all prices stated are subject to statutory VAT if the service is taxable in Germany.

Size XL

1 GalleryBanner – incl. production

EUR 1,950

Put your company in the most prominent advertising space!

Place the gallery banner with your individual company advertising in prominent and approved areas of the galleries.

Catch the eye – through movement!

Format (WxH) approx. 4.00 x 1.00 m



2 GigaFrame special size – incl. production

EUR 8,850

Welcome visitors in the entrance area with your magnificent, individual display – and make sure they always remember you!

Format (WxH) 2.73 x 3.60 m

Locations Mitte or Ost entrances, both indoor



3 MegaBanner – incl. production

EUR 3,250

The name says it all: Mega-sized banners with a mega-sized impact.

The extra-large size covering almost the complete length of a wall in the hall core crossings automatically attracts the attention of trade visitors.

Only one MegaBanner can be booked per hall core crossing.

Format (WxH) approx. 8.00 x 2.50 m

Locations hall corridors 1/2, 4/5 and/or 6/7, 8/9





ON-SITE ADVERTISING OPTIONS

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Size XL

4 RiggBanner – incl. production

EUR 11,900

Get above the crowd!

This airborne advertising space attracts visitors' eyes upward to your individual message. The RiggBanner can be booked exclusively in the NCC East entry area and ensures the greatest possible attention with a display area of 140m² (1500 sq.ft).

Format (WxH) 8.00 x 17.50 m



5 AdvertisingWave – incl. production

EUR 2,650

Present your company with a swing!

It is exceptionally large, it is prestigious, its wavecatches the eye and it is at the heart of activity –the brand-new AdvertisingWave.

Format (WxH) approx. 3.50 x 2.20 m





ON-SITE ADVERTISING OPTIONS

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Extraordinary

TO THE OVERVIEW

PRINT

ONLINE

ON-SITE

TECH. INSTRUCTIONS

TERMS & CONDITIONS

PRINTING

1 Digital Signage - NCC Ost foyer displays 4A or 7A from EUR 2,835

Welcome the visitors at the entrance.

Your advertising shines brightly as far as the visitor car park and can't be missed.

Your advertising is integrated into the route guide for the event.

- Display format** 2.67 m x 1.50 m
- Resolution** 1,920 x 1,080 pixels
- Format** JPEG or PNG
- Film format** mp4 (without sound)
- Color mode** RGB
- Miscellaneous** no transparencies, background displayed in black; max. four customers



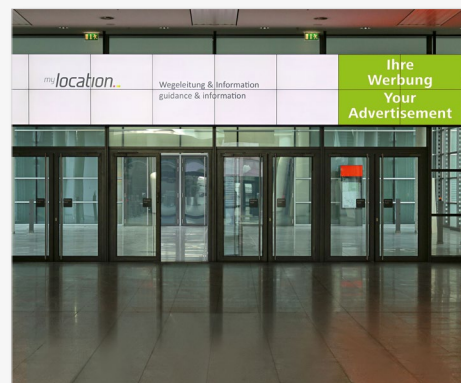
2 Digital Signage - NCC Ost hall passageway to 4A or 7A from EUR 1,890

Wish your customers a safe journey home.

You can remind the customers again with this advertising above the exits.

Your advertising is integrated into the route guide for the event.

- Display format** 1.00 m x 0.53 m
- Resolution** 1,920 x 1,080 Pixel
- Format** JPEG or PNG
- Film format** mp4 (without sound)
- Color mode** RGB
- Miscellaneous** no transparencies, background displayed in black; max. four customers



3 Digital Signage - NCC Mitte foyer displays 1 or 9 from EUR 2,835

Welcome the visitors at the entrance.

Your advertising will beam toward the outdoor area and will be very conspicuous.

Your advertising is integrated into the route guide for the event.

- Display format** 2.40 m x 1.40 m
- Resolution** 1,920 x 1,080 pixels
- Format** JPEG or PNG
- Film format** mp4 (without sound)
- Color mode** RGB
- Miscellaneous** no transparencies, background displayed in black; max. four customers





ON-SITE ADVERTISING OPTIONS

In accordance with the "General Terms of Business for Exhibition Marketing" and the "Special Terms of Business for On-Site Advertising". Unless otherwise indicated, all prices stated are subject to statutory VAT if the service is taxable in Germany.

Extraordinary

4 Digital Signage - NCC Mitte hall passageway 1 or 9

from EUR 1,890

Guide the visitors to our stand.

You shine down on the customers over the passageways – can't be missed.

Your advertising is integrated into the route guide for the event.

Display format 1.20 m x 0.70 m

Resolution 1,920 x 1,080 pixels

Format JPEG or PNG

Film format mp4 (without sound)

Color mode RGB

Miscellaneous no transparencies, background displayed in black;
max. four customers



5 Digital Signage – BIG LED Screen

from EUR 7,000

Welcome the visitors in front of the entrance.

Your advertising will be displayed at the entrance Mitte and can't be missed by the visitors.

Display format 7.20 x 4.40 m (WxH)

Resolution 1,920 x 1,080 pixels

Format JPEG or PNG

Film format mp4 (without sound)

Color mode RGB

Miscellaneous no transparencies, background displayed in black;
max. four customers



6 Flying object, indoor – incl. production

EUR 7,450

Take off on your own individual advertising flight and your company will be the focal point in the entrance area!

The flying object (zeppelin) will of course bear the lettering you want. Other designs available on request.

The daily operating times of the zeppelin during exhibition days are around 10 hours from approx. 8:30 a.m.. Two hours of breaks in total must be included within this period, for technical and safety reasons.





ON-SITE ADVERTISING OPTIONS

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Extraordinary

TO THE OVERVIEW

7 Footprints in the hall – incl. production

EUR 4,950

PRINT

ONLINE

ON-SITE

TECH. INSTRUCTIONS

TERMS & CONDITIONS

PRINTING

Make sure that your visitors can track you down easily and let them follow in your footsteps – to your stand!

Right in the hall, you will meet the trade visitors with your footprints and lead them straight to your stand!

Format (WxL) approx. 160 x 400 mm



8 Lanyards – license

EUR 3,950

Wrap yourself around every visitor's neck – literally!

The lanyards on which entrance tickets are fixed provide you with a permanent, 100% effective opportunity to advertise to visitors.

Please note: Every visitor is obliged to display their entrance ticket so that it is clearly visible at all times, but visitors are not obliged to wear a lanyard.

(Bookable at one entrance)





ON-SITE ADVERTISING OPTIONS

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Extraordinary

TO THE OVERVIEW

9 Your product in the New Product Center

EUR 250

... pick up your customers right at the entrance!

In the high-traffic, well-lit entrance area, your products will attract the attention of every visitor.

Your New Product Center Service Package

- is open to all visitors free of charge on every day of the trade fair
- Online presentation of your company at www.iwa.info in the section "Exhibitors & Products",
- as well as at the "Programme" website
- Marking in Exhibition Guide
- Every product is presented through a product description (including a reference to your stand number)

Please note:

- Inadmissible products are "Prohibited arms and articles" (as per German Firearms Act)
- Exclusion of liability in the event of theft: Despite 24-hour surveillance of the Product Showcase, the event organiser accepts no liability if the products are stolen
- There is no power supply to the New Product Center



PRINT

ONLINE

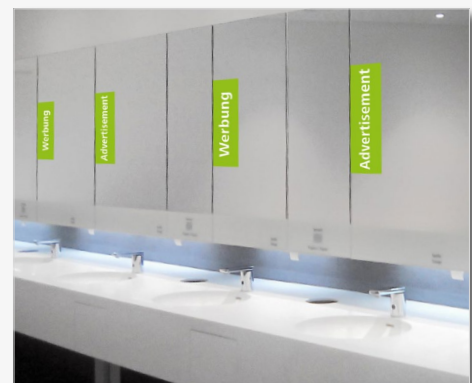
ON-SITE

10 Mirror advertising – incl. production

EUR 55/Mirror

Get your message across by placing your advertisement on approximately 100 mirrors in the lavatories.

Format (WxH) 10 x 25 cm



TECH. INSTRUCTIONS

TERMS & CONDITIONS

PRINTING



ON-SITE ADVERTISING OPTIONS

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Extraordinary

TO THE OVERVIEW

11 Sponsor rest zone – license

EUR 2,650

Sponsor relaxation – and visitors turn their thoughts to you!

People with time to spare read! As sponsor of a rest zone, you can effectively approach visitors in the halls throughout the event.

Depending on availability!



PRINT

ONLINE

12 Bag advertising – license

EUR 4,200

Pocket your customers' attention in the bag! Practical printed bags with your advertising message!

With a big space for getting your message across and plenty of stowage space, too!

You can even "go home" with the visitors!

(Bookable at one entrance)



ON-SITE

TECH. INSTRUCTIONS

13 WalkingAct – license

EUR 1,950

Get walking – let your imagination run wild!

WalkingActs are people dressed in effective advertising clothes who walk as living advertising media through the exhibition halls and draw attention to your company.

(max. two people together, more upon request)

Please note: WalkingActs with approval only can walk through all the exhibition halls, but not the entrance, service and catering areas.

Other costs for the artists (such as wages, costumes, food, drink & accommodation) are not included in the price.



TERMS & CONDITIONS

PRINTING



ON-SITE ADVERTISING OPTIONS

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Extraordinary

14 Advertising space – license

from EUR 2,663

Advertising space - for extra powerful performance!

Lead visitors straight to you!

Your exhibit outside the halls is a real eye-catcher. Talk to us – we can offer you an attractive and individual location!



15 Sponsoring Press-Center

on request

Present yourself to the international trade press! Around 1,400 media representatives are looked after in our Press Center.

The offer will be individually designed - contact us with your ideas.



Special requests

Haven't found the right thing yet? Then talk to us!

We will be happy to offer customised solutions to suit the needs of your specific marketing strategy. Use the chance to really stand out from the competition!

TO THE OVERVIEW

PRINT

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PRINTING



TECHNICAL INSTRUCTIONS FOR CREATING THE DATA

In accordance with the „Terms of Business for Exhibition Marketing“

Exhibition Catalogue

Catalogue format (WxH)	115 x 210 mm
Printing process	Offset
Finish	Perfect binding
Resolution	300 dpi
Fonts	Convert to paths. For PDF: embed print/screen font
Color	Created in CMYK (to Euroscale). Extra charges for special colors.

Exhibition Guide

Exhibition Guide format (WxH)	148 x 210 mm
Printing process	Offset
Finish	Saddle-stitched
Resolution	300 dpi
Fonts	Convert to paths. For PDF: embed print/screen font
Color	Created in CMYK (to Euroscale). Extra charges for special colors.

Online Banner

Slots available	Please note that banners cannot be displayed on mobile terminals.
Picture	Static and animated GIF files possible. Provide link when sending data. Animated GIF files with maximum three loops.
Color mode	RGB

Terms and Conditions for Exhibition Marketing

General Terms and Conditions for Exhibition Marketing

1. Applicability

The terms and conditions of NürnbergMesse GmbH (hereinafter: NürnbergMesse) are exclusive; terms and conditions of the Exhibitor (hereinafter: the Client) that conflict with or diverge from those of NürnbergMesse will not be recognized unless NürnbergMesse has expressly consented to them in writing. The present terms and conditions will apply even if NürnbergMesse unconditionally carries out a marketing order in the awareness of conflicts with or differences from the Client's own terms and conditions.

2. Contract documents

The contract between NürnbergMesse and the Client for advertising activities comprises the following integral parts, which are listed in their order of priority:

- The order form, including product descriptions
- The Special Terms and Conditions below for online, print and on-site advertising
- These General Terms and Conditions for Exhibition Marketing
- The Special Terms and Conditions for Participation in the specific event
- The General Terms and Conditions for Participation in Fairs and Exhibitions.

3. Making the contract

By placing an order for advertising, the Client is making a binding offer. Orders will be accepted by NürnbergMesse only if placed in writing on the official form or via the OnlineServiceCenter. The contract will not take effect until NürnbergMesse accepts this offer by sending an order confirmation. The order must comply with the minimum order volume. Advertising space and placements are allocated in the sequence in which written orders are received. If the ordered advertising space or placement is already taken, the Client will be assigned the closest possible available advertising space or placement, at NürnbergMesse's discretion. The Client expressly consents to this arrangement. NürnbergMesse may engage outside companies or subcontractors to provide the agreed services. Unless agreed otherwise, the third parties will be engaged on behalf and for the account of NürnbergMesse.

4. Prices, terms of payment

(1) The prices stated in the order form at the time of placement of the order shall apply. Unless agreed otherwise, prices stated by NürnbergMesse are understood to be in euros and do not include the value added tax required by law. Invoices issued by NürnbergMesse are due and payable in full immediately on receipt. NürnbergMesse may also change prices as it reasonably sees fit after the contract is established. In the event of a price increase, the Client may cancel the order within 14 days after receiving notice of the price increase. The foregoing shall not affect the obligation to pay for services that have already been provided by NürnbergMesse.

5. Late payment

(1) In the event of late payment, NürnbergMesse reserves the right to stop work on an order in progress until payment is received in full, and to require payment in advance for any remaining services.

(2) If NürnbergMesse has objectively justifiable doubts about the Client's solvency, NürnbergMesse shall be entitled, even while a contract is still in effect, to defer any further performance of services until they are paid for in advance and any outstanding invoice amounts are settled, irrespective of any target date originally agreed upon for payment.

6. Deadlines for print material and data

The deadlines for sending print material and other data can be found in the applicable order forms or order confirmations. The Client is responsible for delivering print material and data in good time. If these are not delivered on time, NürnbergMesse may decline the order for advertising services.

NürnbergMesse will be liable for the timely completion and proper quality of its work only if the Client has duly met its contractual obligations, particularly the obligation to provide print material and data in good time.

7. Responsibility for content

The Client is responsible for the content of advertising and any resulting harm. The Client assumes responsibility for the content and lawfulness of the graphics and text material made available for advertising. The Client warrants that the advertising that it has ordered and that is carried out using the data and materials it provides does not infringe third parties' intellectual property rights. The Client must notify NürnbergMesse immediately if it discovers an infringement of third parties' rights, or if it has evidence that such an infringement may have occurred.

NürnbergMesse is under no obligation to verify whether the data or other materials supplied by the Client in order to perform the service infringe or may infringe third parties' intellectual property rights. For that reason, NürnbergMesse does not warrant that data or other materials not provided by NürnbergMesse itself are free from third-party claims.

8. Right of refusal

NürnbergMesse reserves the right to refuse orders for advertising or to discontinue advertising activities because of their content, origin or technical form, even after the contract has been entered into, on consistent, objectively justified grounds, if

- The content, in NürnbergMesse's conscientious opinion, is against the law or violates regulations established by the authorities or
- The content is contrary to public policy or has been the subject of a complaint in a proceeding before the German Advertising Council, or if NürnbergMesse cannot reasonably be expected to publish it.

In making its decision, NürnbergMesse will consider not only the overall content but the general visual appearance of the advertising from the viewpoint of quality and aesthetics. The Client will be notified promptly of any refusal of an advertising order. In the case of online advertising, the right of refusal will also apply if the advertisement contains a link to websites that fulfill the above conditions for refusal. Any refusal of an advertising order for the above reasons will not affect NürnbergMesse's right to be remunerated for services already provided. NürnbergMesse reserves the right to claim damages.

9. Indemnification

In the event of a breach of the duties incumbent on the Client under Sections 7 and 8 above, the Client must immediately hold NürnbergMesse harmless from any and all third-party claims for damages and make it whole for all harm that may arise from an infringement of intellectual property rights, and must also make advance payments towards expenses if NürnbergMesse so requests. This indemnification obligation in particular also includes an obligation to hold NürnbergMesse harmless against the necessary expenses of a legal defense. The Client agrees to support NürnbergMesse to the best of its ability with information and documentation in a legal defense against third parties.

10. Liability

- (1) Section 19 of the General Terms and Conditions for Participation in Fairs and Exhibitions shall apply. NürnbergMesse's liability for the loss of data shall be limited to the typical cost of restoration that would have been incurred if the Client had prepared regular backup copies consistent with the risk.
- (2) NürnbergMesse shall be liable for damages to the full extent provided by law in the event of willful or grossly negligent breaches of duty, injury to life, limb or health, liability under the German Product Liability Act, and to the extent that NürnbergMesse has furnished a warranty of qualities.
- (3) NürnbergMesse shall be liable above and beyond the cases indicated in subsection (2) only in the event of a negligent breach of material contractual obligations. In this case, NürnbergMesse's liability shall be limited to the typical foreseeable loss or damage.
- (4) "Material contractual obligations" means those obligations that protect the Client's interests that are material to the contract, which the contract is intended to ensure for the Client by virtue of its content and purpose; contractual duties shall also be material if the proper performance of the contract would be impossible without their fulfillment, and if the Client regularly relies and is entitled to rely on that fulfillment.
- (5) There can be no further liability.

Terms and Conditions for Exhibition Marketing

11. Unforeseen events

If NürnbergMesse is unable to carry out an advertising activity because of force majeure, labor disputes, or other circumstances beyond NürnbergMesse's control, it must promptly notify the Client. In these cases, NürnbergMesse shall be released from the obligation to fulfill the order and to provide damages. In general, there will be no entitlement to remuneration in these cases; however, NürnbergMesse may bill the Client for work commissioned from NürnbergMesse, in the amount of the incurred expenses, if the results of the work are still of interest to the Client. The contract shall remain in force for the other advertising services ordered. So far as possible, however, NürnbergMesse will make good the advertising activity. If the advertising is made good within a reasonable period of time after the disruption is remedied, the entitlement to compensation shall survive.

12. Cancellation of orders

- (1) An order for advertising must be cancelled in writing.
- (2) If the Client cancels an order for advertising services, NürnbergMesse shall be entitled to charge a cancellation fee according to the following schedule:
 - From receipt of the booking confirmation to 120 days before the start of the event, 25% of the order value for the booked service, or compensation for the services already provided by NürnbergMesse
 - Later than 120 days before the start of the event, 100% of the order value for the booked service.

13. Withdrawal and cancellation

- (1) If the Client withdraws from a contract with regard to one or more advertising services (cancellation of the order), the contract will remain in force for the remaining advertising services.
- (2) If NürnbergMesse has already provided advertising services that it was reasonably entitled to provide at the time of the Client's request to cancel the order, NürnbergMesse's entitlement to compensation for the services already provided shall be unaffected by the Client's withdrawal.

14. Notification of defects

The Client must promptly inspect the services provided by NürnbergMesse and give prompt notice of any defects. If defects become apparent only later in spite of a careful inspection, they must be reported promptly after their discovery. In any case, NürnbergMesse must receive notice of obvious defects not later than seven days after the end of the event, or in the case of online advertising, seven days after the end of display of the advertising. Notices of defects must be given in writing. If notice of a defect is given tardily, any warranty entitlements shall entirely lapse. The same shall apply if the defect results from changes that the Client itself has made, or if the Client interferes with NürnbergMesse's ability to determine the defect. Furthermore, the Special Terms and Conditions governing the particular advertising option concerned will apply.

15. Data protection notice

Personal data will be processed by NürnbergMesse as the controller within the meaning of data protection law, and where applicable by its service partners, with due regard to the data protection regulations applicable to the support and information provided to customers and interested parties and the performance of the offered services (legal basis: Art. 6 para. 1 letter b EU-GDPR). In accordance with the principle of data minimization and data avoidance, only that data which is absolutely necessary for the aforementioned purposes will be processed. Personal data will of course be treated as confidential and protected as best as possible by means of appropriate security measures. Only authorized persons engaged in providing technical, commercial and customer administration support will have access to the Clients' data. Naturally, appropriate job processing agreements have been concluded to the extent legally required. Personal data will be retained until the contractual relationship with NürnbergMesse is terminated and also until the data is no longer needed for other legal reasons (e.g. due to statutory retention periods). Every client has the right to complain about this data processing to the competent data protection supervisory authority and may demand, subject to fulfillment of the legal conditions, information, rectification, erasure or restricted processing, object to the processing or assert his right to data transferability. NürnbergMesse GmbH, Exhibition Centre, 90471 Nuremberg/ data@nuernbergmesse.de or its data protection officer (datenschutz@nuernbergmesse.de) will be glad to answer any questions on this subject

16. Data use for promotional purposes

NürnbergMesse has an interest in cultivating the customer relationship with its exhibitors and providing them with information and offers about its own similar events and services. Therefore, the data transmitted with the submission of the order (company name, address, telephone/fax number and e-mail address) will be processed by NürnbergMesse and where applicable by its service partners to transmit appropriate event-related information and offers by e-mail in accordance with Art. 6 para. 1 letter f EU-GDPR. Objection to the use of data for purposes of direct promotion can be notified to NürnbergMesse at any time; this also applies to profiling if it is directly related to the direct advertising. Once the objection is notified, the data will no longer be processed for this purpose. The objection can be notified without observing formal requirements and without indication of reasons and without incurring separate costs aside from the customary transmission costs at basic rates. The objection should be addressed to NürnbergMesse GmbH, Messezentrum, 90471 Nuremberg, or data@nuernbergmesse.de

17. Contracts in electronic business

If the Client uses the OnlineShop to place an advertising order or to make any other form of service contract, NürnbergMesse will be required only to ensure that the Client can view the General Terms and Conditions and store them in reproducible form at the time when the contract is made. NürnbergMesse will have no further obligations in this regard.

18. Place of performance, jurisdiction and venue

- (1) The place of performance and the jurisdiction and venue for all obligations proceeding from the contractual relationship concerning marketing services shall be Nuremberg, if the Client is a merchant (Kaufmann) as defined under German law, or a public-law legal entity or special fund under public law, or if the Client has no general jurisdiction and venue in Germany.
- (2) German law and the German text of the relevant terms and conditions shall apply exclusively. The terms of the UN Convention on Contracts for the International Sale of Goods shall not apply.

19. Severability clause

If any provision of these contract terms and conditions, or a provision of other agreements, is or becomes invalid, the validity of all other provisions or agreements, as well as the contractual relationship between the Parties, will be unaffected. In such a case, the Client and NürnbergMesse will replace the invalid provision with a valid one that approximates the economic purpose of the invalid provision as closely as possible.

Special Terms and Conditions for Online Advertising

1. Data delivery

- (1) The Client must provide NürnbergMesse with data in the agreed format and conforming to the agreed technical requirements, by electronic means, not later than five days before the start of publication.
- (2) NürnbergMesse reserves the right to refuse banner or logo advertisements that are not recognizable as such because of their design, or to require the Client to modify the advertisements or banners so that they are clearly recognizable as advertising.
- (3) NürnbergMesse's obligation to store electronically transmitted data will end three months after the date agreed upon for the end of publication.
- (4) The Client must assume any additional costs incurred for changes the Client requests in the nature or presentation of an advertisement or banner after the data are transmitted. The same will apply if changes in the nature and presentation of the advertisement or banner become necessary for legal reasons.

2. Representation and warranty of rights

- (1) The Client represents and warrants that it holds all rights needed for a publication of the advertisement or advertising banner on the Internet.
- (2) The Client will transfer to NürnbergMesse all necessary rights of use for the contractually required display of the advertisement or advertising banner on the NürnbergMesse site.

Terms and Conditions for Exhibition Marketing

3. Warranty

- (1) NürnbergMesse warrants a display of the advertisement or advertising banner during the agreed time in conformity with usual technical standards. This warranty does not apply to minor errors.
- (2) In the event that the display is unavailable for a substantial period of time (more than 10 percent of the booked time) during a fixed booking period, the Client will not be required to pay for the period of unavailability. There can be no further claims.
- (3) If the advertisement or banner is displayed defectively, the Client will be entitled to a reduction of payment or a correct substitute advertisement, but only to the extent that the purpose of the advertisement or banner was frustrated. If the substitute advertisement fails or cannot reasonably be carried out, the Client shall have a right to a reduction of payment as provided by law, or in the event of substantial defects, a right to cancel the order.
- (4) If execution of an order fails for reasons that are beyond the control of NürnbergMesse, for example because of force majeure or strikes, requirements of law, or disruptions deriving from the sphere of control of third parties, network operators or service providers, the execution of the order will be made good so far as is possible. NürnbergMesse's entitlement to compensation will remain in effect if the order is made good within an appropriate amount of time that is reasonable for the Client.
- (5) Without prejudice to Section 10 in the General Terms and Conditions for Exhibition Marketing, there can be no further warranty claims. Explicit reference is made to Section 14 of the General Terms and Conditions for Exhibition Marketing. The prescription period for all warranty claims will be one year, beginning with the agreed end of publication.

Special Terms and Conditions for Print Advertising

1. Content of catalog and exhibition guide, advertising clients

The print catalog contains an alphabetical list of exhibitors, a list of products and advertisements, and if applicable also an alphabetical list of trademarks and/or company logos. Full-page advertisements may be published in the exhibition guide, and logos may be incorporated into the hall plans. Only exhibitors may be included in these lists and ads. NürnbergMesse is entitled to use the data provided by the Client for the exhibitors' and product database on the Internet.

2. Order forms

NürnbergMesse will accept orders for advertisements and orders for the exhibition catalog and exhibition guide only in writing on the official order form (if any) or via orders on the Online ExhibitorShop. Preferred pages for advertising orders will be allocated in the sequence in which the written orders are received.

3. Deadlines for submission

- (1) The deadlines for submission of advertisements/logos in the catalog or exhibition guide can be found in the applicable printed forms or at the Online ExhibitorShop. The Client is responsible for delivering the advertisement copy/the logo on time.
- (2) If no order is received by the submission deadline, there will be only an entry in the catalog and/or exhibition guide in the alphabetical list of exhibitors, based on the information in the standard registration form. NürnbergMesse may include orders for catalog advertisements or logos in the catalog received belatedly in the catalog supplement, at an additional charge.
- (3) If the artwork for the advertisement or company logo in the exhibition catalog is not received by the applicable deadline for submission or return as provided in Section 6 of the General Terms and Conditions for Exhibition Marketing, NürnbergMesse may include such belated artwork for catalog advertisements in a catalog supplement, at an additional charge.
- (4) In the event of a cancellation or other termination of a contract after the deadline indicated in subsection 3, NürnbergMesse will nevertheless be entitled to publish the advertisement or company logo in the exhibition catalog or exhibition guide. Furthermore, the provisions of Section 6 of the General Terms and Conditions for Exhibition Marketing will apply.

4. Responsibility for content

- (1) The Client is responsible for the content and lawfulness of the graphics and text materials provided for the insertion, and for any resulting harm.
- (2) The print catalogs, the exhibitors' and product database on the Internet, and the exhibition guide will be edited and published by NürnbergMesse.
- (3) NürnbergMesse reserves the right to refuse advertising orders because of their content, origin or technical form, on the basis of consistent, objectively justified principles, if the content, in NürnbergMesse's conscientious opinion, violates the law, regulations established by the authorities, or accepted principles of morality, or if NürnbergMesse cannot reasonably be expected to publish it. The Client will be notified promptly of any refusal of an advertising order.

5. Quality and storage of print materials

- (1) The Client is responsible for submitting defect-free print materials. The Client must send any materials needed in order for NürnbergMesse to provide its services, carriage paid to NürnbergMesse's offices or to the location designated by NürnbergMesse, by the agreed deadline. An accompanying color proof is to be provided for color printing. Otherwise no responsibility can be accepted for correct color reproduction. NürnbergMesse will request replacements without delay for evidently unsuitable or damaged print materials.
- (2) NürnbergMesse warrants the customary print quality for print catalogs, subject to the limits allowed by the print materials. Graphics work, changes requested by the Client for data already supplied, and preparation of color proofs will be charged separately. If the Client subsequently requests substantial changes to the originally agreed specifications, the Client may be charged separately for the resulting additional cost.
- (3) If defects in the provided artwork are not immediately evident and only become apparent during handling or processing, the Client must accept any resulting additional costs or handling or processing losses. If no particular instructions are given regarding size, charges will be based on the actual print size customary for the type of advertisement concerned.
- (4) NürnbergMesse will store the documents or data provided by the Client for one month after the end of the event. If the Client provides original masters or digital data, the Client will prepare duplicates or backup copies for himself beforehand. NürnbergMesse accepts no liability for Client artwork master that is not reclaimed within one month after the end of the event. If the Client requests return of the materials it has provided, they will be returned from the place of use at the Client's expense and risk.

6. Warranty

NürnbergMesse warrants the customary print quality for the advertisements in the exhibition catalog and for the company logo in the exhibition catalog or exhibition guide, subject to the limits allowed by the print materials. If the advertisement or logo is defective, the Client shall be entitled to a reduction of payment, but only to the extent that the purpose of the advertisement or logo was impaired. Without prejudice to Section 10 of the General Terms and Conditions of Exhibition Marketing, there can be no further warranty claims. Explicit reference is made to Section 14 of the General Terms and Conditions for Exhibition Marketing. The prescription period for all warranty claims shall be one year. It shall begin with acceptance of the service, or, if acceptance is not possible because of the nature of the service, after the end of the event.

7. Liability

NürnbergMesse and its vicarious agents will apply the due care customary in the business in accepting and examining advertising texts pursuant to n° 4, but will not be liable if they are misled or deceived by the Client. NürnbergMesse and its vicarious agents will be liable for entries unintentionally omitted, typographical errors, defective execution of any kind, etc., only if the defect was demonstrably caused by willful misconduct or gross negligence.

8. Charges for entries and advertisements

The prices for entries for direct exhibitors and co-exhibitors will be charged as provided in the "Special Terms and Conditions for

Terms and Conditions for Exhibition Marketing

Participation" in the exhibition. The fees for orders for the exhibition catalog additionally include entries in the product list.

Special Terms and Conditions for On-Site Advertising

1. Outdoor and Indoor Advertising

(1) On-site advertising (hereinafter: Outdoor and Indoor Advertising), if conducted outside the rented booth spaces at the Exhibition Center, is subject to additional charges. Such advertising within the Exhibition Center Nuremberg but outside the rented booth spaces is permitted only for Clients registered for the event concerned, and only if the Client has previously received a written order confirmation from NürnbergMesse for the intended advertisements.

(2) Outdoor or Indoor Advertising outside the Client's own rented booth space, if not approved or not permitted, will be removed and impounded by NürnbergMesse or its vicarious agents at the Client's expense.

(3) Outdoor Advertising means Client advertising in the form of poster advertisements of various sizes and banner advertising on the outdoor grounds of NürnbergMesse during the booked event.

(4) Indoor Advertising means poster advertisements and any kind of printed and multimedia advertising in diverse media and in various sizes in the interior of the Exhibition Center during the booked event.

(5) These provisions shall apply analogously for all other forms of advertising on the exhibition site.

2. Orders/Making the contract

(1) By placing an order for advertising, the Client is making a binding offer. The order must be placed in writing. NürnbergMesse will accept the offer by sending an order confirmation.

(2) All advertising space is allocated in the sequence in which written orders are received. The order must comply with the minimum order volume.

(3) The Client has no entitlement to a particular advertising space. If the ordered advertising space is already taken, the Client will be assigned the closest possible available advertising space, at NürnbergMesse's discretion. The Client expressly consents to this arrangement.

(4) NürnbergMesse may refuse orders for advertising that are not received on time.

(5) NürnbergMesse may engage outside companies or subcontractors to provide the agreed services. NürnbergMesse will primarily engage what are known as its "service and contract partners" for this purpose. The Client may object to this engagement only for good cause. Unless agreed otherwise, the third parties will be engaged on behalf and for the account of NürnbergMesse.

3. Prices, terms of payment, right of retention

(1) Unless agreed otherwise, prices stated by NürnbergMesse are understood to be in euros and do not include the value added tax required by law.

(2) Special graphics work and the preparation of films, if final artwork is submitted, will be charged separately. If the Client subsequently requests substantial changes in the originally agreed designs, the Client may be charged separately for the resulting additional cost.

(3) Invoices issued by NürnbergMesse are due and payable in full immediately on receipt.

(4) The Client shall be entitled to rights of offset or retention only if its counterclaims have been upheld beyond legal appeal or are acknowledged by NürnbergMesse. A right of retention shall furthermore exist only if the asserted counterclaim is founded on the same contractual relationship as NürnbergMesse's claim.

4. Deadlines

(1) Deadlines for sending print materials or posters – to be arranged by the Client – are shown on the applicable order forms or order confirmations.

(2) The Client is responsible for the timely delivery of the print materials or posters.

(3) NürnbergMesse will be liable for the timely completion and proper quality of its work only if the Client has duly met its contractual obligations, particularly the obligation to provide materials on time.

(4) NürnbergMesse assumes no warranty or risk for the procurement

of materials or ingredients necessary for creating the advertising. In this regard it shall be liable for willful misconduct or gross negligence only insofar as this restriction is permitted by law and liability is not excluded as provided in the sections below.

5. Responsibility for content

(1) The Client is responsible for the content of advertising and any resulting harm. The Client assumes responsibility for the content and lawfulness of the graphics and text materials made available for advertising. The Client warrants that the Outdoor and Indoor Advertising that it has ordered and that is carried out using the information and materials it provides does not infringe third parties' intellectual property rights. NürnbergMesse is under no obligation to verify whether the information or materials supplied by the Client in order to provide the services infringe or may infringe third parties' intellectual property rights. For that reason, NürnbergMesse does not warrant that information or materials not provided by NürnbergMesse itself are free from third-party claims.

(2) NürnbergMesse reserves the right to refuse advertising orders because of their content, origin or technical form, on consistent, objectively justified grounds, if the content, in NürnbergMesse's conscientious opinion, violates the law, regulations established by the authorities, or public policy. The Client will be notified promptly of any refusal of an advertising order. NürnbergMesse furthermore reserves the right to refuse advertising orders because of their content and general visual appearance from the viewpoint of quality and aesthetics, especially if NürnbergMesse cannot reasonably be expected to carry out publication. The Client will also be notified promptly of this refusal as well. NürnbergMesse cannot be held liable for a refused advertising order.

(3) The same shall apply, and shall entitle NürnbergMesse to immediately cancel the Client's advertising order, in cases where the content and general visual appearance of the advertising, its origin or its technical form does not become known to NürnbergMesse until after the order confirmation has been issued. In this case, Sections 12. (2) and 13 of the General Terms and Conditions for Exhibition Marketing will apply analogously.

(4) In the event that the Client breaches its obligations under subsections 1 through 3 above, the Client must immediately hold NürnbergMesse harmless from any and all third-party claims for damages and make it whole for all harm that may arise from the infringement of intellectual property rights, and must make advance payments toward costs if so requested by NürnbergMesse.

6. Quality / Delivery of print materials

(1) The Client is responsible for submitting defect-free print materials. The Client must send any materials needed in order for NürnbergMesse to provide its services, carriage paid to NürnbergMesse's offices or to the location designated by NürnbergMesse, by the agreed deadline. If the Client requests return of the materials it has provided, they will be returned from the place of use at the Client's expense and risk.

(2) NürnbergMesse will store the materials provided by the Client for one month after the end of the event. If the Client provides original masters (slides, diskettes, etc.), it agrees to prepare duplicates beforehand. NürnbergMesse accepts no liability for Client masters that are not reclaimed within one month after the end of the event.

(3) An accompanying color proof is to be provided for color printing. Otherwise no responsibility can be accepted for correct color reproduction. NürnbergMesse will request replacements without delay for recognizably unsuitable or damaged advertising masters.

NürnbergMesse warrants the customary print quality for poster and banner advertising, subject to the limits allowed by the print masters.

(4) If defects in the advertising masters are not immediately evident and only become apparent during processing, the Client must accept any resulting additional costs or processing losses.

7. Storage and return of advertising materials

(1) If the Client requests in a timely manner the return of the advertising materials it has provided, they will be returned from the place of use at the Client's expense and risk.

(2) In the event of consecutive events, the Client must remove the provided advertising materials at its own expense not later than 6 a.m. on the morning following the end of the event. NürnbergMesse will inform the Client in good time about whether a conflicting event is scheduled.

Terms and Conditions for Exhibition Marketing

(3) Subsections 1 and 2 shall apply analogously for advertising materials that NürnbergMesse produces itself, or arranges to have produced, for the Client.

8. Warranty and liability

- (1) The Client must promptly inspect the services provided by NürnbergMesse and give prompt notice of any defects without undue delay. If defects become apparent only later in spite of a careful inspection, they must be reported promptly after their discovery.
- (2) If the complaint of a defect is justified, NürnbergMesse will either provide a replacement or remedy the defect, at its own choice. If a remedy fails, the Client may withdraw from the contract or reduce the price. A remedy will be deemed to have failed after an unsuccessful second attempt, unless occasioned otherwise by the particular nature of the matter or defect or other circumstances.
- (3) Otherwise, the Client may demand damages in lieu of performance or reimbursement of frustrated expenditures only if NürnbergMesse or its vicarious agents have committed willful misconduct or gross negligence. This limitation shall not apply if liability is established by mandatory law for a breach of an obligation that is essential in order to achieve the entire purpose of the contract, or if the liability results from an injury to life, limb or health.
- (4) The amount of NürnbergMesse's liability shall be limited to the foreseeable loss or damage typical of the contract, except in cases where the loss or damage is caused willfully or through gross negligence, or where the liability results from an injury to life, limb or health.
- (5) The foregoing shall not affect liability under the Product Liability Act.
- (6) NürnbergMesse will assume the expenses necessary for subsequent performance, including, without limitation, the costs of shipping, infrastructure use charges, and costs of labor and materials. NürnbergMesse will not assume other incidental expenses that result from the defect; in particular, it will not be liable for indirect or consequential damage or losses, such as lost income, lost use, cost of capital or lost profits.
- (7) Warranty claims against NürnbergMesse accrue directly to the Client alone, and cannot be assigned.
- (8) If the notice of a defect is tardy, any warranty claims shall lapse entirely. The same shall apply if the Client itself makes or has made changes or makes it impossible for NürnbergMesse to determine the defect.

9. Time bar

- (1) The Client's entitlement to subsequent performance, damages, reimbursement of expenses or a price reduction because of a defect will be time barred one year after acceptance of the service or, if acceptance is not possible because of the nature of the service, one year after the end of the event. Withdrawals declared after the expiration of the prescription period are invalid.
- (2) All other claims of the Client will likewise expire in one year. The prescription period for this purpose shall begin as provided by law.

Conditions for Participation

New Product Center

1. What is a new product?

A product that was launched on the market after IWA OutdoorClassics 2018 or will be introduced to the market at IWA OutdoorClassics 2019.

2. Criterion for participation

Participation is restricted **solely to exhibitors registered for IWA OutdoorClassics 2019**, who are the manufacturer or exclusive seller of the registered product. A definition of admissible and inadmissible products is given at Item 2.1 and 2.2.

Please note that only a limited number of new products can be displayed at the special show. If the number of applications received exceeds the number of spaces available, the products will be selected according to the date of receipt of applications. We regret that applications received after 25. 1. 2019 can no longer be accepted.

2.1. Admissible exhibits

- a. Arms and products that conform to the specified product groups and the theme of IWA OutdoorClassics as a trade fair for hunting and sporting guns, equipment for classic outdoor activities and security equipment.
- b. Airsoft guns that resemble fully automatic military weapons (the models must not be shown as working fully automatic firing versions).

2.2. Inadmissible exhibits

- a. "Prohibited arms and articles" (as per German Firearms Act). The Federal Criminal Investigation Office will not grant a special license for presentation in the New Product Center.
- b. Military weapons as defined by the Military Weapons Control Act (German KrWaffKontrG)
- c. Fully automatic firearms that are not military weapons; as stated above, firearms for this purpose also include other types of fully automatic firing airsoft, air, spring-operated and CO₂ guns and, if applicable, blank, gas and signal guns too.
- d. Military weapons rendered unusable, especially fully automatic military weapons that have been modified to decorative weapons.
- e. Parts of military weapons rendered unusable.

3. Presentation

- All new products are displayed at the special show. The display space is allocated exclusively by the company appointed for stand decoration.
- Visitors can view the presentation close up.
- Your new product is presented with a display card, which is arranged by NürnbergMesse GmbH and labeled with the details taken from your catalog entry.
- There will be no power connection available at the New Product Center.
- Participating companies will be specifically highlighted in the Exhibition Guide.
- Online, the participating companies will be named in the exhibitor and product database (www.iwa.info) at „Special Shows“, as well as on our „Programme“ website.

4. Delivery

4.1 To DB Schenker

The products to be displayed must be delivered to the forwarding agent DB Schenker **by 1. 3. 2019**.

Delivery address:

Schenker Deutschland AG
c/o New Product Center IWA
Messezentrum
90471 Nürnberg
GERMANY

IMPORTANT: Please state sender, stand number and product!

Later deliveries, deliveries lost in the post or deliveries with no reference to the purpose of use have no right to a display space. The registration fees cannot be refunded.

4.2 To New Product Center

Products brought by exhibitors themselves must be delivered to the New Product Center at the Mitte entrance by not later than 12:00 on 7. 3. 2019. Suitable decoration can no longer be guaranteed if products are received after this deadline. The application fees cannot be refunded.

5. Collection of products displayed

The new products displayed can be collected from the New Product Center **between 17:00 and 18:00 on Monday, 11. 3. 2019**. Please bring your business card with you. If your product requires customs declaration, the return shipment will also be arranged by Schenker Deutschland AG. Please note that any new products not collected by this time cannot be returned.

6. Security

The special show is guarded 24 hours a day. Despite organized security and attendants, the possibility of theft cannot be excluded.

7. Industrial property rights

Your attention is drawn to the possibility of protecting your new product against copying for 6 months. Exhibition priority has been requested from the Federal Ministry of Justice. The priority certificate secures certain industrial property rights until registration at a patent office in Germany and abroad. Please contact the exhibition team during the event.

8. Fees

The stand space for a product costs **EUR 220.00 net**. If customs clearance is necessary by Schenker Deutschland AG, an additional handling fee will be charged. This fee corresponds to the official fair ground tariff. Only one product may be displayed in each stand space.

9. Withdrawal of application

If the exhibitor withdraws his application or does not take part in the New Product Center, the organizer is entitled to use the rented stand space for other purposes and hire it out to a third party. If the exhibitor does not possess any legally compelling right of withdrawal or termination, the exhibitor remains obliged to pay a cancellation fee as follows in the event of cancellation or partial cancellation: No cancellation fee is payable for cancellation up to 8. 2. 2019. 100 % of the cancellation fee is payable for cancellation after 9. 2. 2019.