

Special Terms of Participation (B)

The General Terms and Conditions of Participation A and the Technical Guidelines of Messe München GmbH shall apply, insofar as the present Special Terms of Participation do not contain any provisions in derogation thereof.

<p>Duration: Tuesday, 9 to Friday, May 12, 2017</p> <p>Opening hours visitors: Tuesday to Thursday 09:00–18:00 Friday 09:00–16:00</p> <p>Opening hours exhibitors: Tuesday to Friday 07:30–19:00</p>	<p>Organizer and financing body: Messe München GmbH Messegelände 81823 München Germany</p> <p>Tel. +49 89 949-20271 Fax +49 89 949-20279 exhibitor@transportlogistic.de www.transportlogistic.de www.aircargoeurope.com</p>
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All prices indicated below are net and subject to applicable value-added tax.

B 1 Application

Applications should be using this form, duly completed and signed with a legally binding signature, and submitted to Messe München GmbH without delay.

B 2 Eligibility

All exhibits must correspond to the product index of the respective trade fair/exhibition and be designated by name and exact type in the application. Objects other than those announced and admitted must not be exhibited.

The trade fair organization Messe München GmbH has the final decision on admission.

B 3 Participation fee, advance payment for services (cf. A 7)

Shell-scheme package

(9 m² and 18 m² only bookable as shell-scheme package)

9 m ²	EUR 6,100
18 m ²	EUR 11,700
27 m ²	EUR 17,200

The shell scheme package includes the following:

- stand allocation within the hall
- high-quality stand construction including spotlights
- carpeted floor, blue color
- fascia panel lettering with max. 20 letters per fascia panel and stand no.
- daily cleaning and waste disposal (includes fixed waste-disposal fee)
- electrical connection and consumption (3 kW, 230 V/50 Hz)
- equipment: furniture suit (1 table 70 cm x 70 cm + 4 chairs),
1 bar counter + 1 bar stool, waste-paper basket
- basic entry (company name / hall / stand no.) in the official, printed trade show catalog, online exhibitor database, Visitor Guide and app produced by Neureuter Fair Media (incl. mandatory communication fee)
- one entry each in the online directories for product groups, industry sectors and logistical economic areas
- electronic press compartment
- internet listings in the sections “exhibitor highlights” and “job corner”
- electronic press compartment
- free entrance to the air cargo europe conference
- 50 free online vouchers for a one-day ticket
- 1 catalog
- print@home tickets (exhibitor passes) according to the m² (see B 12)
- AUMA fee

Floor space only

The minimum stand size 27 m²

The net participation fee per m² floor space is

EUR 211

In the outdoor exhibition area

The minimum stand size 20 m²

The net participation fee per m² floor space is

EUR 89

Two-story stand construction

On two-story constructions, the upper floor space is charged at 50% of the respective ground floor rate.

The participation fee covers the stand space rental and moreover comprises extensive services provided by Messe München GmbH, which include in particular: advice on stand planning, advice on the technical conditions and requirements on site regarding stand design, advice on setting up and dismantling the stand, concept and public relations work for the fair, visitor marketing and visitor acquisition for the fair, preparation and organization of trade-fair related opening events, press conferences, presentations and exhibitor evenings, insofar as these are organized by Messe München GmbH, the preparation and implementation of forums and special shows, insofar as these are organized by Messe München GmbH or third parties on behalf of Messe München GmbH, the provision of exhibitor passes for authorized persons in accordance with clause B 12 “Print@home tickets (Exhibitor passes)”, the provision of advertising media, the lighting, heating and air-conditioning of all the exhibition spaces, basic guard service for the event site, regular cleaning of general areas, the provision of loudspeaker systems used for informing visitors to the fair, and other visitor information systems including signage, the provision of visitor lounges, meeting rooms and catering facilities for exhibitors, visitors and the press within the exhibition premises, the deployment of first-aid operatives as well as traffic routing to and within the event site.

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Cont. B 3 Participation fee, advance payment for services (cf. A 7)

Mandatory communication fee

Exhibitors will be charged a mandatory communication fee amounting to **EUR 250**. This fee includes the basic entry (company name/hall/stand no.) in the official, printed trade fair catalog, online exhibitor database, Visitor Guide and the app, one entry each in the online directories for product groups, industry sectors and logistical economic areas, one copy of the trade fair catalog (hand-out on site at the fair), electronic press compartment as well as a listing in the online sections "exhibitor highlights" and "job corner." Exhibitors can book other entries in the respective advertising media for extra charges. Prices for the additional listing and promotion opportunities are given on the respective order forms, which will be sent to exhibitors by the media services partner contracted by Messe München GmbH.

Advance payment

The advance payment for exhibitor services ("Advance payment," cf. A 7) is **EUR 15/m²** of rented exhibition space. The advance payment will be set off against the services actually ordered on the final invoice after the show.

AUMA charge

The German Council of Trade Fairs and Exhibitions (AUMA) levies all exhibitors a charge of **EUR 0.60/m²** of rented exhibition space. This amount is charged by Messe München GmbH and transferred directly to AUMA.

Fixed waste-disposal fee (Set-up, event period, dismantling)

At air cargo europe 2017, a mandatory disposal fee of **EUR 3.50/m²** plus statutory VAT is levied, which is to cover the disposal of all waste generated at the exhibitor's booth during set-up and dismantling and throughout the duration of the trade fair.

B 4 Co-exhibitors (so-called logo partners)

The participation of companies as co-exhibitors (cf. A 4) is on principle possible. Participation is, however, subject to Messe München GmbH's prior authorization. Permission to participate may be granted only if the co-exhibitor would also be eligible to participate as an exhibitor.

Co-exhibitors must be registered by the main exhibitor on a separate form and will be contacted by Messe München GmbH and Neureuter Fair Media directly (cf. B 11). The registration fee per co-exhibitor is **EUR 280**. For each co-exhibitor, a mandatory communication fee in the amount of **EUR 60** will be levied in addition. The mandatory communication fee for the respective co-exhibitor includes the same services as for the main exhibitor (cf. B 3). Both the registration and mandatory communication fee will be invoiced to the main exhibitor.

The participation of firms as additionally represented companies (cf. A 4) is not possible.

For each co-exhibitor without Messe München GmbH admission, Messe München GmbH is entitled to demand a penalty charge of **EUR 500** from the exhibitor. Furthermore, Messe München GmbH may demand that co-exhibitors without Messe München GmbH admission vacate the stand. Should the exhibitor fail to comply with Messe München GmbH's vacation demand without delay, Messe München GmbH has the right of extraordinary cancellation in respect of the contractual relationship between Messe München GmbH and the exhibitor.

B 5 Terms of payment (cf. A 7)

The amounts invoiced in all invoices issued by Messe München GmbH in connection with the event are to be transferred in euros, without deductions and free of all charges to one of the accounts specified in the respective invoice, indicating the customer number. The times of payment specified in the invoices are binding and are to be complied with.

Messe München GmbH can issue invoices only to its contractual partners. Please note that the final invoice only can be made out to the same billing address that was used for the admission invoice. This is to ensure that the exhibitor's advance payment can be offset against actual services obtained.

Should the organizer wish to have an invoice re-issued because the name, legal form or address of the invoice recipient has changed, the organizer is bound to pay Messe München GmbH a fee of **EUR 50** for each invoice amendment, unless the data included in the original invoice in respect of the name, legal form or address of the invoice recipient was incorrect and Messe München GmbH was responsible for the incorrect data.

The final invoice for all additional costs (e.g. technical services, electricity) will be sent to the exhibitor after the end of the event; it is payable immediately upon receipt.

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B 6 Dates of setting up and dismantling (cf. A 15)

Set-up

as of May 2, 2017, 08:00 through May 8, 2017, 18:00

On the last day of set-up, May 8, 2017, all delivery and stand-construction vehicles must be removed from the halls and the outdoor exhibition area by 18:00 at the latest. Vehicles which are still in the halls or the outdoor exhibition area after this time will be removed by Messe München GmbH at the risk and expense of the respective exhibitor. Furbishing work and decoration in the exhibitor's own stand space is possible until 20:00.

An extension of the set-up time is permissible only in exceptional cases and with the prior written consent of Messe München GmbH, Technical Exhibition Services Division.

Dismantling

as of May 12, 2017, 16:00 through May 15, 2017, 18:00

Access to the fairgrounds for stand construction firms and delivery vehicles on May 12, 2017 no earlier than 18:00.

Should exhibits be removed or the stand dismantled before the fair closes, Messe München GmbH can demand that the exhibitor pay a contractual penalty of **EUR 1,000**.

An extension of the dismantling time is unfortunately not possible.

Due to construction work on the exhibition grounds, set-up and dismantling hours for some halls and the outdoor exhibition area may vary. Exact times and vehicle access regulations will be announced in time.

B 7 Stand design and equipment

Stand designs for stands larger than **100 m²** or stand structures exceeding **3 m** in height or with a stand covering require prior authorization. Dimensioned drawings including floor plans and elevations on a scale of 1:100 must be submitted in duplicate to Messe München GmbH, Technical Exhibition Services Division for approval no later than **March 21, 2017** before set-up begins.

Halls, general

One-story construction

The maximum construction height is **7.50 m**. The maximum advertising height (upper edge) is **7.50 m**.

In addition, the maximum construction height (clearance) alongside the hall walls must be observed (see description of halls and outdoor exhibition grounds).

To maintain air cargo europe's character as a communications platform and work exhibition, exhibitors must make sure that their stands have an open design. Messe München GmbH is entitled to prescribe changes in stand design in this context. Stand designs can only be approved if the open sides of the stand have a uniformly open design. Erecting closed walls is permitted, provided they do not take up more than **70%** of the stand side in question, and completely closed walls may be no more than **6 m** in length. A closed length of wall measuring **6 m** must be followed by an opening at least **2 m** wide. This ruling does not apply if the wall concerned is set back from the stand perimeter by at least **2 m**. Messe München GmbH reserves the right to permit exceptions to these guidelines in individual, well-founded cases. The rear side of the walls of your stand above a height of **2.50 m** must be of a neutral design, white, smooth and clean. Only such materials as are opaque and impervious to light are permitted for this purpose (no textiles). It is recommended that all exhibitors install partition walls (height 2.5 m) at the perimeter to neighboring stands. Partition walls will be installed at the expense of the exhibitor only. Advertising hoardings that extend above the walls of the stand must be at least **2 m** away from the immediately adjacent stand. Partition walls or additional booth walls can be ordered via the online order center. Advertising may not feature flashing or alternating lights. It is not permitted to extend the stand design over the aisles. Messe München GmbH reserves the right to allow exceptions to this ruling in individual, well-founded cases.

The use of balloons, airships and other flying objects, e.g. drones, is generally prohibited in the halls and outdoor exhibition area. Exceptions require the prior written permission of the Technical Exhibition Services Division of Messe München. Only firmly anchored balloons with a diameter up to one meter are approvable. To the extent that approval is granted, the balloons and airships may only be filled with non-flammable, non-toxic gases. It must be ensured at all times that the balloon is kept within the stand boundaries, maintaining a distance of 2 m to all stand walls and does not exceed the maximum advertising height of 7.5 m.

Planning permission

As a matter of principle, every planner/designer of an exhibition stand is responsible for compliance with public statutory regulations, insofar as applicable to exhibition stands, and compliance with Messe München GmbH's Technical Guidelines as well as the General Terms of Participation. No planning approval from Messe München GmbH is necessary given compliance with the following requirements:

- stand and/or advertising structures no higher than **3 m**
- stand area no larger than **100 m²**
- stand is without covering.

Any stand concepts in non-compliance with the aforementioned requirements are to be submitted in duplicate for approval to Messe München GmbH's Technical Exhibition Services Division, containing to-scale stand design plans (ground plan, elevations and sectional drawings) no later than **March 21, 2017** prior to official set-up date. If items are to be suspended from the hall ceiling, the work involved must be carried out by Messe München GmbH's contractors. Any painting, papering, and gluing may be carried out only by Messe München GmbH's approved contractors. Nails may be inserted only in the built-in nailing battens. The use of staple guns is strictly forbidden for safety reasons. Moreover, multi-storey stands and special constructions (such as bridges, stairs, cantilever roofs, galleries, etc.) are as a general rule subject to separate approval. Please consult the "Building Regulations" set out in form 1.3 for further information. **Please note under all circumstances the requirements set out in the Technical Guidelines and the information included in the individual notices.** Additional stand services can be ordered via the online order center.

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Cont. B 7 Stand design and equipment

Outdoor exhibition area

Structural elements, stand signs and flags must be designed such that they do not constitute an unreasonable disturbance for neighboring stands. Misleading company signs must be removed at the request of the Exhibition Management.

When carrying out any stand set-up work, attention should be given to existing supply lines, distribution boxes, hydrants, light masts, etc. If such facilities are located on the premises of individual stands, access to them must be assured at all times. To prevent any damages, no underground work may be started without prior consultation of Messe München GmbH, Technical Exhibition Services Division. Exhibitors whose stands border on the perimeter of the exhibition grounds may not use the fencing for stand set-up purposes. The outside fencing may not be used for advertising purposes.

Deployment of cranes and exhibits

All cranes and exhibits to be erected in the outdoor exhibition area reaching a height of more than 10 m require the prior approval of Messe München GmbH, Technical Exhibition Services Division and must be registered by means of the corresponding form 12 weeks prior to the commencement of the fair at the latest. If the necessary documents are submitted to Messe München GmbH later than 12 weeks prior to the start of the fair, Messe München GmbH is entitled to lay down a binding stipulation for the maximum erection height for these exhibits as is still available, based on safety grounds. Messe München GmbH is authorized to restrict or prohibit the set-up work to ensure compliance with the height stipulated. Messe München GmbH reserves the right to have exhibits examined and/or accepted by experts even if the exhibits concerned do not come under the general data/requirements set out in the relevant form.

B 8 Official regulations and permits

Authorization is to be obtained for structures that exceed a built-over area of **50 m²** or a height of **5 m** (pavilions, tents, cranes, plant and equipment etc.). The necessary building applications as well as plans and structural analyses or test books are to be submitted to Messe München GmbH, Technical Exhibition Services Division in good time but no later than **March 21, 2017** before the beginning of setting up.

In the erection, operation and dismantling of their structures at the exhibition center, exhibitors are to comply with all statutory and official regulations as well as the relevant requirements of Messe München GmbH and especially those from the Terms of Participation and the Technical Guidelines. In addition to the Technical Guidelines, the relevant safety regulations of the TÜV (German organizations for technical inspection and control) also apply to all exhibits and other equipment and facilities; recognized codes of practice are to be complied with. Revolving tower cranes and the like must be secured in accordance with regulations. For safety reasons, it is not permitted to attach advertising media or other loads to cranes, with the exception of non-weighted flags.

B 9 Technical installations

The technical services designated accordingly in the Technical Guidelines such as the provision of installations to supply the stand with electricity and water can be ordered only from Messe München GmbH. Wired telecommunications equipment may only be provided by Messe München GmbH; Deutsche

Telekom AG and other network operators are not authorized at the exhibition center. To connect his own stand area, the exhibitor may operate his own wireless LAN network at his stand after prior written approval from Messe München GmbH; the specifications of Messe München GmbH are to be complied with.

B 10 Sales regulations

Open selling or other provision of goods and services from the stand is not permissible. Exhibited articles may be delivered to purchasers only after the end of the fair. It is not permitted to show the selling price openly. Under

No. 64 GewO (German trade regulation act), it is permissible to sell only to commercial resellers, commercial consumers and bulk purchasers.

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The General Terms and Conditions of Participation A and the Technical Guidelines of Messe München GmbH shall apply, insofar as the present Special Terms of Participation do not contain any provisions in derogation thereof.

B 11 Media services (catalog, internet, mobile)

The basic entry includes the company name, place, hall and stand number as well one entry each in the online directories for product groups, industry sectors and logistical economic areas by Messe München GmbH (cf. B 3 Mandatory communication fee). Exhibitors can book additional listings, e.g. in the product directory and other presentation opportunities in these communication media on a separate order form. Order forms will be sent to applicants in good time by the media service partner commissioned, who handles these extra listings with the applicant in his own name and on his own account. Messe München GmbH assumes no responsibility for the accuracy and completeness of the exhibitor catalog (print, online and mobile).

The exhibitor is solely responsible for the permissibility under law—and particularly the law on competition—of entries placed in the online exhibitor catalog (print, online and mobile) of Messe München GmbH at the instigation of the exhibitor. Should third parties assert claims against Messe München GmbH on account of the impermissibility of the entries under law in general or the law on competition, the placer of the entries shall hold Messe München

GmbH fully safeguarded against all claims asserted including all costs of any necessary legal defense on the part of Messe München GmbH. The same applies to entries from exhibitors, co-exhibitors and exhibitors on joint stands that the respective exhibitor has arranged in the Messe München GmbH exhibitor catalog (print, online and mobile).

The official media services partner for this trade fair is:

NEUREUTER FAIR MEDIA
Büro Essen
Westendstraße 1
45143 Essen
Germany
Tel. +49 201 36547-410
Fax +49 201 36547-325
transport@neureuter.de

B 12 Print@home Tickets (Exhibitor passes)

For the duration of the fair, each exhibitor receives a specific number of free exhibitor passes for his stand:

In the halls

up to **20 m²** of stand size

3 print@home tickets
(exhibitor passes)

as from **21 m²** for every further **10 m²**
or part thereof

1 print@home ticket
(exhibitor pass)
in addition

as from **101 m²** for every further **20 m²**
or part thereof

1 print@home ticket
(exhibitor pass)
in addition

In the outdoor exhibition area

up to **60 m²** of stand size

3 print@home tickets
(exhibitor passes)

as from **61 m²** for every further **20 m²**
or part thereof

1 print@home ticket
(exhibitor pass)
in addition

as from **201 m²** for every further **50 m²**
or part thereof

1 print@home ticket
(exhibitor pass)
in addition

Additional print@home tickets (exhibitor passes) are fee-based and can be ordered at **EUR 38** each prior to the trade show via the online order center.

Print@home tickets (exhibitor passes) are intended for stand staff only and may not be passed on to third parties. In case of abuse, Messe München GmbH is entitled to withdraw the print@home ticket (exhibitor pass).

The company name should be determined and entered in the order system before the first ticket orders. **Please note** that this company name will be used for all ticket orders. A subsequent change of company name is not possible.

Co-exhibitors obtain one free print@home ticket (exhibitor pass).

The print@home ticket (exhibitor pass) does NOT entitle the holder to free use of local public transport (MVV-Munich Transport and Tariff Association).

B 13 Photo, film and video shooting (cf. A 10)

For professional photo and film shots of the exhibitor's own stand during the running time of the fair, authorization is required from Messe München GmbH unless the exhibitor commissions persons who have already been admitted for this purpose and these possess a valid pass issued by Messe München GmbH. The exhibitor or the photographer commissioned receives the authori-

zation at the security control center of Messe München GmbH, Administration Building, access via Gate 1. For the authorization, a written order issued to the photographer is to be submitted. A fee of **EUR 40** is charged for the authorization.

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B 14 Advertising

The following provision replaces clause A 11: No advertising activities, including the deployment of stationary and mobile advertising carriers, promotion teams or the distribution of printed media and food samplings may be conducted at the fairgrounds outside the confines of the given exhibitor's stand, unless the exhibitor has applied for and obtained authorization from Messe München GmbH for such activities, which are subject to a fee. Messe München GmbH is entitled to stop unauthorized advertising activities outside the confines of the rented stand, in particular to expel persons who

are used as advertising carriers from the site, and to confiscate, remove or destroy unauthorized advertising media. Messe München GmbH is entitled to demand a compensation in the amount of **EUR 5,000** for unauthorized advertising activities carried out by the exhibitor outside his stand, or by third parties commissioned by him, amounting to twice the fee Messe München GmbH would have charged for granting approval. Messe München GmbH's right to claim further damages remains unaffected.

B 15 Stand parties

Stand parties on the exhibition stand require authorization by Messe München GmbH and must be notified by **May 2, 2017** at the latest. Events on **May 9, 10 and 11, 2017** may start no earlier than **18:00** and must end no later than **22:00**. Until **22:30**, the necessary clearing-up work may be undertaken on the stand area. By **23:00** at the latest, all persons must have left the fairgrounds. The exhibitor is responsible for ensuring that the attendees of his stand party do not access other trade fair booths or touch any exhibits located there. The exhibitor is to ensure that the attendees of his stand party follow the instructions of the safety and security service employed by Messe München GmbH. The minimum scope of the safety and security services necessary is determined by Messe München GmbH. The exhibitor indemnifies and holds Messe München GmbH harmless in connection with the stand party.

The services provided by Messe München GmbH in connection with each stand party are charged to the exhibitor in the final invoice.

These are calculated as a flat rate based on stand size and amount to:

up to 99 m ² stand space	EUR 250
from 100 m ² stand space	EUR 350

To ensure a smooth, uninterrupted event, we recommend that you consult with your booth neighbors of the planned party in advance. Please note that the volume of musical renditions on the stand may not exceed **70 dB (A)**.

B 16 Shipping costs

For special delivery services via DHL, FedEx, TNT or similar service providers, we will charge the exhibitor a fee of **EUR 30** to cover the shipping costs.

B 17 Deliveries

Consignments, letters and other mail to be delivered to the exhibitor's stand must carry the following details:

- Name of the event
- Hall (designation: A, B or C as well as the number of the hall (1–6)) or the outdoor exhibition area (designation: F and the block number (5–13))
- Stand number of the exhibition stand
- Name of the exhibitor
- Messegelände/Willy-Brandt-Allee, 81829 Munich, Germany

Messe München GmbH does not take delivery of consignments, letters and other mail intended for exhibitors or third parties. Exhibitors are advised not to deposit shipments or other objects unsecured in the hall or the outdoor exhibition area during set-up and dismantling times.

Services with regard to the receipt and dispatch of consignments are offered by the authorized freight forwarders at the exhibition center.

B 18 Restoration of exhibition areas

All exhibition areas must be handed over in their original condition by the stipulated date for completion of dismantling. The sites in the outdoor exhibition area must be graded, and areas loosened by earthworks be machine compacted. Asphalted and planted areas will be restored solely by Messe München GmbH at the expense of the respective exhibitor. On principle, exhibitors must completely remove all structures such as foundations, driven-in

piles, utility lines, etc. after the close of the trade fair. If the required restoration work has not been completed by the set dismantling deadline, Messe München GmbH is authorized to have the work done at the expense of the exhibitor. Important—please note: leaking oil corrodes the tarmac. Soiled or damaged areas will be restored at the expense of the exhibitor.

B 19 Alterations

Messe München GmbH reserves the right to make alterations and additions in matters affecting technical arrangements and safety.