## 1. EXHIBITOR DATA

<table>
<thead>
<tr>
<th>Company</th>
<th>Exhibitor name</th>
<th>Street I No.</th>
<th>Postcode</th>
<th>Town I Country</th>
<th>Telephone</th>
<th>Reg No</th>
<th>E-Mail general</th>
<th>Contact Person</th>
<th>Jobtitle</th>
<th>Telephone extension</th>
<th>E-Mail direct</th>
<th>Sectors</th>
<th>Optics</th>
<th>Electronics</th>
<th>Mechanics</th>
<th>Customer service</th>
</tr>
</thead>
</table>

## 2. STAND DESIGN & SPONSORING

### STANDS INCL. HALL SPACE

<table>
<thead>
<tr>
<th>Width</th>
<th>Depth</th>
<th>total</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.5 m</td>
<td>3 m</td>
<td>3,300.00 €</td>
<td>Including 6.50 € AUMA exhibitor</td>
</tr>
<tr>
<td>5 m</td>
<td>3 m</td>
<td>5,950.00 €</td>
<td>Including 9.00 € AUMA exhibitor</td>
</tr>
</tbody>
</table>

**PLEASE FIND MORE INFORMATION AT PAGE 2, 7. EXHIBITOR PACKAGES**

### SPONSORING

<table>
<thead>
<tr>
<th>Level</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bronze</td>
<td>1,900.00 €</td>
</tr>
<tr>
<td>Silver</td>
<td>4,500.00 €</td>
</tr>
<tr>
<td>Gold</td>
<td>7,500.00 €</td>
</tr>
</tbody>
</table>

**PLEASE FIND MORE INFORMATION AT PAGE 3, SPONSORING PACKAGES**

## 3. PAYMENT TERMS

All rates are exclusive of the current VAT. 50% of the total amount are payable immediately on registration. The remaining 50% are payable within no later than two months prior to the event in question. The event organizer reserves the right to bill 100% of the services. FLEET Events GmbH is entitled to transfer this agreement with all the resulting rights and obligations to an affiliated company. The contractual partner agrees to any such assignment. Confirm with the signature registration according to the present FLEET Events GmbH Event Conditions (Appendix 1)

<table>
<thead>
<tr>
<th>date</th>
<th>place</th>
</tr>
</thead>
</table>

Authorized signature

Company stamp
6. APPLICATION TO PARTICIPATE IN THE FRINGE PROGRAMME

The W3+ Fair/Convention invites experts and scientists to participate at the fringe programme. Proposals for oral presentations, posters and/or exhibits are welcome. Please submit your proposal by 1 October 2020. The selection of presentations will be made by the organizer FLEET Events GmbH.

7. EXHIBITOR PACKAGES

**BASIC | 7.5m² (shared half of 15m² stand)**

**THE EXHIBITOR PACKAGE INCLUDES:**
- Stand area 2.5m x 3m (15 sqm in total - shared with another exhibitor)
- Rear wall and carpet (Standard: Anthracite; changeable in the online shop)
- Main grafic (2000mm x 2700mm)
- 1/2 standing table, 1 brochure stand, 2 bar stools, 1 sideboard, spotlights
- 0.5 kW power supply
- 2 exhibitor IDs, 50 visitor admission codes
- 2 ticket for the evening event W3+ and friends
- Listing in the exhibitor directory (print + online)
- Service (coffee, tea and water)

**BASIC | 15m²**

**THE EXHIBITOR PACKAGE INCLUDES:**
- Stand area 5m x 3m
- Rear wall and carpet (Standard: Anthracite; changeable in the online shop)
- Main grafic (4000mm x 2700mm)
- 1 standing table, 1 brochure stand, 4 bar stools, 1 sideboard, spotlights
- 1 kW power supply
- 4 exhibitor IDs, 50 visitor admission codes
- 4 tickets for the evening event W3+ and friends
- Listing in the exhibitor directory (print + online)
- Service (coffee, tea and water)
# SPONSORING 2021

**BRONZE** 1.900 €
- Logo displayed in all the advertising media listed below*
- Social media post detailing your sponsor partnership (Xing, LinkedIn)
- Featured logo display on W3+ Fair/Convention website with link to your homepage
- Logo display in venue map
- 1/4 page advert in trade fair magazine
- 1 complimentary tickets for the W3+ and Friends exclusive evening event
- 15% discount on additional product sponsoring

**SILVER** 4.500 €
- Logo displayed in all the advertising media listed below*
- Social media post detailing your sponsor partnership (Xing, LinkedIn)
- Featured logo display on W3+ Fair/Convention website with link to your homepage
- Logo display in venue map
- 1/2 page advert in trade fair magazine
- 2 complimentary tickets for the W3+ and Friends exclusive evening event
- Insert in visitors’ trade fair bag
- 20% discount on additional product sponsoring

**GOLD** 7.500 €
- Logo displayed in all the advertising media listed below*
- Social media post detailing your sponsor partnership (Xing, LinkedIn)
- Featured logo display on W3+ Fair/Convention website with link to your homepage
- Logo display in venue map
- 1/1 page advert in trade fair magazine
- 3 complimentary tickets for the W3+ and Friends exclusive evening event
- Insert in visitors’ trade fair bag
- Facilities for meetings + discussions
- Logo display on keynote stage

## PRODUCT SPONSORING

<table>
<thead>
<tr>
<th>Product</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beverage catering for exhibitors (coffee, tea, water, basket of fruit)</td>
<td>1.900 €</td>
</tr>
<tr>
<td>Visitor survey prize draw</td>
<td>1.000 €</td>
</tr>
<tr>
<td>Exhibitors get-together</td>
<td>1.900 €</td>
</tr>
<tr>
<td>Car partner</td>
<td>1.900 €</td>
</tr>
<tr>
<td>Smartphone/tablet charging station</td>
<td>1.000 €</td>
</tr>
<tr>
<td>WLAN for exhibitors and visitors</td>
<td>1.900 €</td>
</tr>
<tr>
<td>Student Day</td>
<td>1.900 €</td>
</tr>
<tr>
<td>Campus Area</td>
<td>1.900 €</td>
</tr>
<tr>
<td>W3+ and Friends</td>
<td>7.500 €</td>
</tr>
</tbody>
</table>

## LOGO DISPLAY OF ALL SPONSORS (MUST BE RESERVED IN TIME)

- + Newsletter for exhibitors and visitors**
- + Logo display on W3+ Fair/Convention Website + link to your homepage
- + Partner Wall at the W3+ Fair/Convention

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* Format permitting
** 3 times per event

**CONTACT US**

FLEET Events GmbH
Zirkusweg 1 • D-20359 Hamburg
E-Mail: w3plus@fleet-events.de

Jörg Brück
p: +49 40 66 906 979
p: +49 (0)151 40 74 79 79
m: joerg.brueck@fleet-events.de
General Event Terms and Conditions

1. Registration

(1) The registration is binding and takes place via the registration form provided, on which acceptance of these terms and conditions must be indicated. The completed form, with a legally binding signature, should be sent to FLEET Events GmbH (‘FLEET’). The contract comes into force after explicit confirmation has been provided by FLEET (post, fax or email).

(2) Registration applications or orders for services or technical reservations are only accepted if they are submitted using the appropriate forms.

(3) Registration applications that are submitted subject to certain conditions or reservations are only accepted if these have been explicitly agreed to by FLEET. All other terms and conditions that are taken into account into the greatest extent possible, but cannot be guaranteed. The exclusion of competitors cannot be granted. Areas are allocated based on the date of receipt of the registration applications. It may be the case that the area is fully booked before the completion of the registration.

(4) These General Terms and Conditions apply to all services provided by FLEET. FLEET does not acknowledge any confusion regarding these terms and conditions.

2. Sub-exhibitors and pavilions (joint stands)

(1) Without prior written approval, it is not permitted to hand over an assigned stand or part thereof to third parties (i.e. sub-exhibitors).

(2) Costs for the relevant registration and catalogue entry are incurred for each sub-exhibitor. The main exhibitor is liable to FLEET for all costs resulting from damage caused by the sub-exhibitor.

(3) FLEET shall be entitled to terminate the contract with the exhibitor without notice and to have the stand vacated at the expense of the exhibitor if sub-exhibitors are involved without the prior consent of FLEET having been obtained. In this case, the exhibitor shall indemnify FLEET from all claims, disputes and proceedings of any kind and loss of any kind, in particular the provisions of these General Event Terms and Conditions, the organiser may terminate the participation contract for any reason.

(4) In all other cases, FLEET is liable, irrespective of the legal grounds, only in the case of a culpable breach of contract (1).

(5) A flat fee for waste disposal will be charged. If the stand is not returned in a clean state, FLEET can also demand

3. Damage

(1) As a result of its participation, the following costs in particular are incurred by the exhibitor: (a) registration fee, (b) area rental, (c) stand equipment / stand construction (if explicitly booked), (d) orders for services, (e) entries in the online exhibitor directory and fold-out-map (catalogue), (f) flat fee for waste disposal.

(2) A late supplement of 50% is charged for orders relating to items (c) and (d) in section (3) that are received by FLEET after the specified deadline for submission.

(3) After registering to take part in the exhibition, the exhibitor will receive a partial invoice covering 50% of the costs. This becomes payable immediately. The remaining amount, equating to 50% of the costs, is to be paid at the latest two months before the start of the event. Final invoices, to be paid no later than 30 days after the event, will be issued on a pro rata basis. At the request of FLEET, FLEET will invoice the full amount upon receiving the application. Regarding orders relating to items (c) and (d) in section (3), FLEET may at its discretion demand a higher partial payment, up to the full amount of the costs incurred.

(4) If the provision of electricity has been ordered as an inclusive or additional service, the power will be supplied during the agreed period. In case of additional power demands or extensions to the agreed period, the exhibitor is liable to FLEET for all costs incurred. If the provision of electricity required outside the agreed period, the exhibitor has to order and pay for this separately.

(5) A flat fee for waste disposal will be charged. If the stand is not returned in a clean state, FLEET can also demand

4. Withdrawal

(1) Without invoking a legal obligation, FLEET grants the exhibitor a contractual right of withdrawal.

(2) Withdrawal from the exhibitor contract (registration) must be made in writing and is only effective upon written notification and is subject to the conditions stipulated in the event contract. (post, fax or email) by FLEET.

(3) The exhibitor shall pay the following sums:

- up to 6 months before the beginning of the trade fair, 30% of the costs agreed pursuant to section 3 (2) shall be charged;
- up until 3 months before the beginning of the trade fair, 50% of the costs agreed pursuant to section 3 (2) shall be charged;
- in the event of a later withdrawal, the full amount of the costs agreed pursuant to clause 3 (2) will be charged.

The exhibitor has the right to prove that FLEET has suffered no loss at all or a significantly lower loss than claimed.

5. Warranty

FLEET must be notified in writing immediately after the exhibitor takes possession of the stand regarding any complaints without prejudice to the stand or area, at the latest on the last stand set-up day, so that FLEET can rectify any possible deficiencies.

6. Exhibited articles

(1) The exhibitor shall send FLEET a list of all its main exhibits 30 days before the start of the trade fair.

(2) FLEET must expressly approve any flamable, vibration-intensive or odour-intensive exhibits or exhibits that are accidentally flammable.

(3) Exhibited articles must not be removed during the event. The exhibitor shall be liable for any damages resulting from contamination of this.

(4) Exhibited articles which, due to their appearance, smell, noise, vibration or similar characteristics, cause a considerable disruption of the running of the trade fair, in particular those that give rise to considerable danger to or considerable disruption of the running of the trade fair, will be removed in good faith after FLEET has been notified thereof. The articles will be returned if FLEET has been informed of the exhibitor's intention to cease trading and the stand is prepared for disposal. This becomes payable immediately. The remaining amount, equating to 50% of the costs, is to be paid at the latest two months before the start of the event. Final invoices, to be paid no later than 30 days after the event, will be issued on a pro rata basis. At the request of FLEET, FLEET will invoice the full amount upon receiving the application. Regarding orders relating to items (c) and (d) in section (3), FLEET may at its discretion demand a higher partial payment, up to the full amount of the costs incurred.

7. Insurance and liability

(1) Claims for insurance are excluded against both exhibitors and stands relating to transport, assembly and disassembly, as well as during the event, in particular against damage, theft, etc., is the responsibility of the exhibitor.

(2) FLEET's liability for loss or damage relating to the stand, stand fittings, exhibited articles or other valuables belonging to the exhibitor or persons employed or invited by the exhibitor, or any other material belonging to the exhibitor, its representative or persons employed or invited by the exhibitor, or any other material

8. Non-payment

(1) If the exhibitor is in arrears with the payment of the invoice, the organiser is entitled to withdraw from the contract for minimum}

9. Costs

(4) In the case of employment relationships, compliance with the applicable employment and social legislation is mandatory.

(5) The exhibitor is required to inform itself about all the relevant safety regulations, especially with regard to the use of electricity.

(6) The exhibitor is liable for any personal or material damage resulting from the operation of machines, apparatus, equipment, etc.

(7) FLEET reserves the right to alter the temporary floor plans that the exhibitor received at registration, up until the time of commencement of the trade fair.

(8) FLEET Events is entitled to change the name of the exhibitor at its own discretion. The exhibitor is to be notified of any change of name as soon as possible.

10. Event change and event times

(1) If the event cannot be fully or partly carried out due to force majeure or other circumstances beyond the control of FLEET, in particular strikes, natural catastrophes or terrorism, FLEET is entitled to cancel, postpone or shorten the event, or only hold parts of it. FLEET must inform the exhibitor of this in good time. In such cases, the exhibitor has a right of withdrawal/termination.

(2) If only parts of the event are carried out or the event is shortened, FLEET shall be entitled to the proportion of the remuneration agreed between the parties corresponding to the part of services rendered. Any remuneration already paid that goes beyond the payment due is to be reimbursed to the exhibitor.

(3) In the cases referred to in para. 1, the exhibitor is not entitled to make any claims for damages. The exhibitor shall absolve FLEET of any responsibility for claims made by third parties.

11. Photography, filming, video recordings and drawings

(1) FLEET is entitled to have photographs, filming, drawings and video recordings made of the trade fair, the stands and the exhibited articles, and to use these for advertising or general press releases.

12. Opposition

(1) FLEET collects, stores and uses the data provided by the exhibitor in the registration application and during the carrying out of the contract in order to conduct the contract and, if necessary, passes the data on to third parties if they are involved in carrying out the contract for FLEET by the execution of the contract.

(2) FLEET is also entitled to use the email address specified by the exhibitor even after the contract has been terminated, in order to inform the exhibitor of the name of similar events. The exhibitor can rescind this right any time by sending an email to FLEET [info@fleets.events].

13. Non-compliance with the conditions

(1) Following the opening and setting of new deadlines, the exhibitor violates its contractual obligations, in particular the provisions of these General Event Terms and Conditions, the organiser may terminate the participation contract without notice.

14. Final provisions

(1) By registering to participate, the exhibitor acknowledges these General Event Terms and Conditions, as well as the Technical Guidelines and House Rules at the venue for the relevant exhibition / trade fair, as being legally binding in all parts.

(2) Additional agreements, special permits or regulations of a different kind require the written consent of FLEET.

(3) All claims of the exhibitor against FLEET become invalid after one year. The period of limitation begins at the end of the month in which the final day of the event falls.

(4) If a provision of these General Event Terms and Conditions or is becomes invalid or unenforceable, this does not affect the validity of the remaining provisions. In such cases, the parties undertake to agree an effective and enforceable substitute provision that corresponds to the strongest extent possible to the intended purpose of the provision that is being replaced. The same applies to any possible gaps in these General Event Terms and Conditions.

(5) If any disputes relating to the contract, in particular the provisions of these General Event Terms and Conditions, are to be referred to arbitration, the arbitration agreement must be included in the contract.

(6) The exhibitor is entitled to a right of objection only in the case of undesired or legally binding claims. The exhibitor FLEET may only offset claims that are undisputed or legally binding.

(7) Host country regulations and guidelines always take precedence over these Event Terms and Conditions. If, by virtue of this precedence or for other reasons, individual points of these terms and conditions of participation are made ineffective or invalid, the parts that are not thereby affected remain fully valid.


(9) The version of these General Event Terms and Conditions takes precedence.