

Special Terms of Participation (B) Startup Companies

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.

Duration special area startup:

Monday, 24 to Friday, October 28, 2022

Opening hours exhibitors:

Monday to Friday 07:30 – 19:30

Opening hours visitors:

Monday to Friday 09:30 – 18:30

Organizer and financing body:

Messe München GmbH
Messegelände
81823 München
Germany

Tel. +49 89 949-11348
exhibiting@bauma.de
www.bauma.de

All prices indicated below are net prices. Insofar as applicable, prices are subject to German value-added tax at the statutory rate.

B 1 Application

Applications must be filed using the application form for startups. The allocation of the startups is based on their eligibility for admission, their successful assignment to the topic area of LAB0 and following receipt of their application by bauma Project Management. Once an application has been approved,

bauma Project Management will dispatch an official placement offer. The allocation of stand spaces will be carried out by the bauma Project Management. The deadline for applications is May 31, 2022.

B 2 Eligibility

- Startups (sole proprietors or partnerships) are eligible for participation, provided the company was established within the last seven years and can demonstrate a positive growth development.
- The participating startup must have developed software and/or hardware and/or a service and/or a product of which is property-related solutions in one of the key topics of LAB0.
- It is only possible to book a startup package for the startup area of bauma for a maximum of three consecutive years. After participating three times, com-

panies are free to book individual stands at bauma at regular exhibitor conditions.

- Approval of startup applications is granted by bauma Project Management on the basis of the criteria specified above.
- The main contact person on site from among the people working for the startup must be at least 18 years of age.
- Market capitalization of less than EUR 50 million.

B 3 Participation fees and services

The net fee for booking the startup package is:

EUR 4,931

Stand construction:

- stand space of 6 m² on the joint exhibition stand area of the Startup Area
- table incl. 2 chairs
- steel frame, board plate and 2 shelves, brochure holder
- LED-lighting
- graphic wall for logo print
- power connection
- WiFi-Access
- application fee
- mandatory communication fee
- marketing communication fee
- 2 exhibitor passes
- AUMA charge
- fixed waste-disposal fee
- cleaning service

Media services includes the following listings in the digital or printed media:*

- listing of company name or company name (short), street, postcode, place, country code, telephone/fax number, hall/stand no. in the detailed exhibitor listing
- interactive e-mail address and website as hyperlink
- linking to common social media channels
- 1 entry under "Trend themes"
- 1 entry under product categories

*In the context of a continuous digital development of our media services to improve the visibility of trade-fair presentations, Messe München GmbH reserves the right to modify or otherwise provide the aforementioned print and digital media services as necessary.

B 4 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.

Term of payment is Monday, July 11, 2022. Prior payment of the invoiced amounts in full is a condition for access to the exhibition stand, entries in the trade show media (print, online, mobile) and the use of exhibitor passes (cf. B 8). The final invoice for all extra charges (e.g. technical services, electricity, parking permits, ticket vouchers, etc.) will be sent to the exhibitor approx.

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Cont. B 4 Terms of payment (cf. A 7)

six weeks after the end of the event. It is payable immediately upon receipt. Other services, such as stand cleaning, catering or stand security will be billed for directly by the service partners. Due to value-added tax legislation requirements, Messe München GmbH can only issue or readdress invoices to an invoice recipient other than the exhibitor, if the recipient is Messe München GmbH's contractual partner concerning the services to be charged. If the exhibitor wants to designate the invoice recipient as the contractual partner of Messe München GmbH instead of himself, he can request the appropriate form at the e-mail address provided in the application. The form should be completed and signed with legally binding effect and returned to Messe

München GmbH. Messe München GmbH is under no obligation to accept the different invoice recipient named by the exhibitor as its contracting party. Insofar as Messe München GmbH has already rendered services to the exhibitor at the time of receipt of this form, Messe München will have to bill these services to the exhibitor (cf. A 7). Should the exhibitor wish to have an invoice re-issued because the name, legal form or address of the invoice recipient has changed, the exhibitor 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.

B 5 Dates of setting up and dismantling (cf. A 15)

Please contact exhibiting@bauma.de for the details of set-up and dismantling dates.

B 6 Stand design and equipment

As part of the LAB0 the startup area has a consistent stand design, which is pre-defined by the Messe München GmbH/Project Management bauma. The areas in which logos of the startup may be displayed will be determined by Messe München GmbH. The startup should provide its logo in the form of a printable PDF or a vector file and agrees that the graphics will be attached in

the designated areas at the stand by the stand constructor commissioned by Messe München GmbH. Permission to use the logos is restricted to the Startup Area of LAB0. Due to limited storage space, it is not permitted to setup prototypes, monitors, banners or roll-ups to the startup area. Media for presentations, such as laptops, tablets, booklets and flyers are permitted.

B 7 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.

B 8 Exhibitor passes (as Mobile or Print@home-Tickets)

Every startup will receive two free exhibitor passes for the duration of the trade fair. The exhibitor passes are only intended for stand staff.

The exhibitor pass does NOT entitle the holder to free use of local public transport (MVG—Munich Transport and Tariff Association).

B 9 Photo, film and video shooting (cf. A 10)

For professional photo and film shots of the exhibitor's own stand during setup, throughout the duration of the trade fair and dismantling, 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 authorization 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 as well as the applicant's ID card is to be submitted. A fee is charged for the authorization. Information on the exact fee and other terms for applying for the authorization will be made available in summer 2022.

The usage of drones during bauma 2022 is expressly prohibited at all times (setup, runtime, dismantling).

B 10 Noise, sound effects, GEMA

Demonstrations, videos, music, show performances, etc. during the trade fair (see opening hours) require the prior consent of Messe München GmbH. Under the terms of the Copyright Act, the permission of GEMA – Gesellschaft für musikalische Aufführungs- und mechanische Vervielfältigungsrechte (Musical Performance and Mechanical Reproduction Copyright Watchdog) is

required for musical renditions of any kind. Further information is available in the bauma Exhibitor Shop, or contact GEMA directly as follows: GEMA, 11506 Berlin, kontakt@gema.de, www.gema.de
Unnotified reproductions of music may result in damage compensation claims by GEMA (§ 97, copyright law).

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B 11 Stand parties

Stand parties are not permitted in the Startup Area.

B 12 Deliveries

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

- Name of the event (Messe München GmbH—bauma 2022)
- Hall B0 and stand number of the exhibition stand (e.g.: B0.503)
- Company name (c/o Name of the exhibitor)
- Mobile phone of a contact person of the respective exhibitor
- Messegelände/Willy-Brandt-Allee, 81823 Munich, Germany

Messe München GmbH does not take delivery of consignments, letters and other mail intended for exhibitors or third parties. Consignments can only be accepted by an employee of the exhibiting company on site at the stand. Exhibitors are advised not to deposit shipments or other objects unsecured in the hall or the outdoor exhibition area during setup and dismantling times.

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

During the actual runtime of bauma 2022, access to the exhibition premises for deliveries is restricted. Messe München reserves the right to temporarily suspend the entry of vehicles by area and at short notice. Detailed information will be made available in good time before the start of bauma 2022.

B 13 Serving of alcoholic beverages

On the subject of serving alcohol in exhibition areas, kindly observe our separate guidelines, which will be made available to exhibitors in due course following the allocation of stands.

B 14 Alterations

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