

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, 7 to Friday, April 11, 2025

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
Am Messesee 2
81829 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, which will be available online from April 1, 2024. 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 September 30, 2024.

B 2 Eligibility

- Startups (sole proprietors or partnerships) are eligible for participation, which have existed for less than ten years and have successfully passed the seed and foundation stages 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, companies 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 5,590**

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
- 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 "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.

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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 Wednesday, January 15, 2025. 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. 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, prototypes are only permitted after prior consultation with and explicit permission from the bauma Project Management. Prototypes, banners, own screens or roll-ups are only permitted to be placed within the 6 m² stand area.

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.

Please note: both free and fee-based tickets should be ordered via the Exhibitor Shop.

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

In deviation from A 10 of the Conditions of Participation A, approval for photography, filming and video recording of the exhibitor's own stand is no longer required during the official set-up and dismantling times, or during exhibitor opening hours.

Written permission is now only required outside these times (i.e. during night closing times) and is compulsorily linked to the booking of an accompanying security guard. All information on this will be published in the Exhibitor Shop in the relevant leaflet.

The use of drones is expressly prohibited at all times (set-up, running time, dismantling).

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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 and may not disturb exhibitors at neighboring stands. Consequently, loudspeakers and other acoustic amplifiers or public address systems at stands must be positioned at the exhibition stand so that they cannot be heard at neighboring stands or in the aisles. The loudness level may not exceed **70 dB (A)** at stand borders (see Technical Guidelines 4.7.7, 5.8.1, 5.15). Despite previous granted permission, Messe München GmbH is authorized to restrict or prohibit any presentations that cause noise or are visually annoying or result in a substantial danger to or negatively affect the event or event participants for any other reasons.

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).

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 2025)
- 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 2025, 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 2025.

B 13 Serving of alcoholic beverages

On the subject of serving alcohol in exhibition areas, kindly observe our separate guidelines. These will be published in due course after stand allocation on the bauma website at: <https://bauma.de/en>

B 14 Alterations

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