

EXHIBITOR INFORMATION

**EARLY BIRD
book now!**
(by 30.09.2022)

FERIEN[®] MESSE WIEN

The international fair for holidays, travel and leisure

WWW.FERIEN-MESSE.AT

16th – 19th MARCH 2023



At the
same time as
**“Wohnen &
Interieur”**
(and “Wiener
Immobilien Messe”,
March 18th – 19th
2023)

IX In the business of
building businesses

OPENING HOURS:
Thursday - Sunday

10.00 - 18.00

CORPORATE CONTACT DETAILS FOR PROPOSALS



GENERAL COMPANY DETAILS		
<input type="checkbox"/> Exhibitor		
<input type="checkbox"/> Co-exhibitor with:		
Business register no.	VAT no.	
Company name according to the business register		
First name & surname of your contact		
Address / post box		
Country / town or city /postcode		
Company phone no.	Company fax no.	Mobile no. for your contact
Website		
Company e-mail address		
Company contact e-mail address*		
Executive manager		

* Please be aware, the e-mail address you provide will be used for all information concerning your online exhibitor profile and the expo network.

CORRESPONDENCE ADDRESS		
Company name according to the business register		
First name & surname of your contact		
Address / post box		
Country / town or city /postcode		
Company phone no.	Company fax no.	Mobile no. for your contact
Company contact e-mail address*		

INVOICE ADDRESS (IF NOT THE SAME)		
VAT no.		
Company name according to the business register		
Address / post box		
Country / town or city /postcode		

MARKETING & SERVICE FEE (OBLIGATORY)

€ 399.00

CO-EXHIBITOR FEE

incl. marketing & service fee

€ 399.00

FLAT FEE FOR EXPENSES (OBLIGATORY)

Covers price-rises for electricity and materials

€ 3.20/m²

EXHIBITION INSURANCE

An additional expo insurance package can be ordered by ticking the box next to the relevant option. Registration deadline is 09.03.2023. For details, terms and conditions, see the information sheet on page 10.



BOOTH SPACE FEE (FOR SELF-CONSTRUCTED BOOTHS)

PREFERRED BOOTH SPACE (NON-BINDING FOR THE ORGANISER)

		EARLY BIRD by 30.09.2022	from 01.10.2022	
<input type="checkbox"/>	Row booth	€ 128.50/m ²	€ 143.00/m ²	_____ m ²
<input type="checkbox"/>	Corner booth	€ 135.50/m ²	€ 151.00/m ²	_____ m ²
<input type="checkbox"/>	End booth	€ 138.50/m ²	€ 154.00/m ²	_____ m ²
<input type="checkbox"/>	Island booth	€ 140.50/m ²	€ 156.00/m ²	_____ m ²
<input type="checkbox"/>	Special vehicle space		€ 85.00/m ²	_____ m ²

The space rental fee is stated as a net price per m² for space only. In addition, the client is required to pay all applicable statutory taxes and duties.

Booth dividing walls are obligatory, but are NOT included in the stated price!

MARKETING & SERVICE FEE

- Registration fee
- Quota of exhibitor passes (according to booth size) and 1 car park access card
- AKM (musician's union) duties
- Registration for / access to your corporate profile in the online exhibitor catalogue (Bronze Package)
- **NEW:** Exhibitor Dashboard 'Basic' (See page 8 for more details)

SEE THE FOLLOWING PAGES FOR MORE INFO

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SITE PLAN

FERIEN-MESSE WIEN

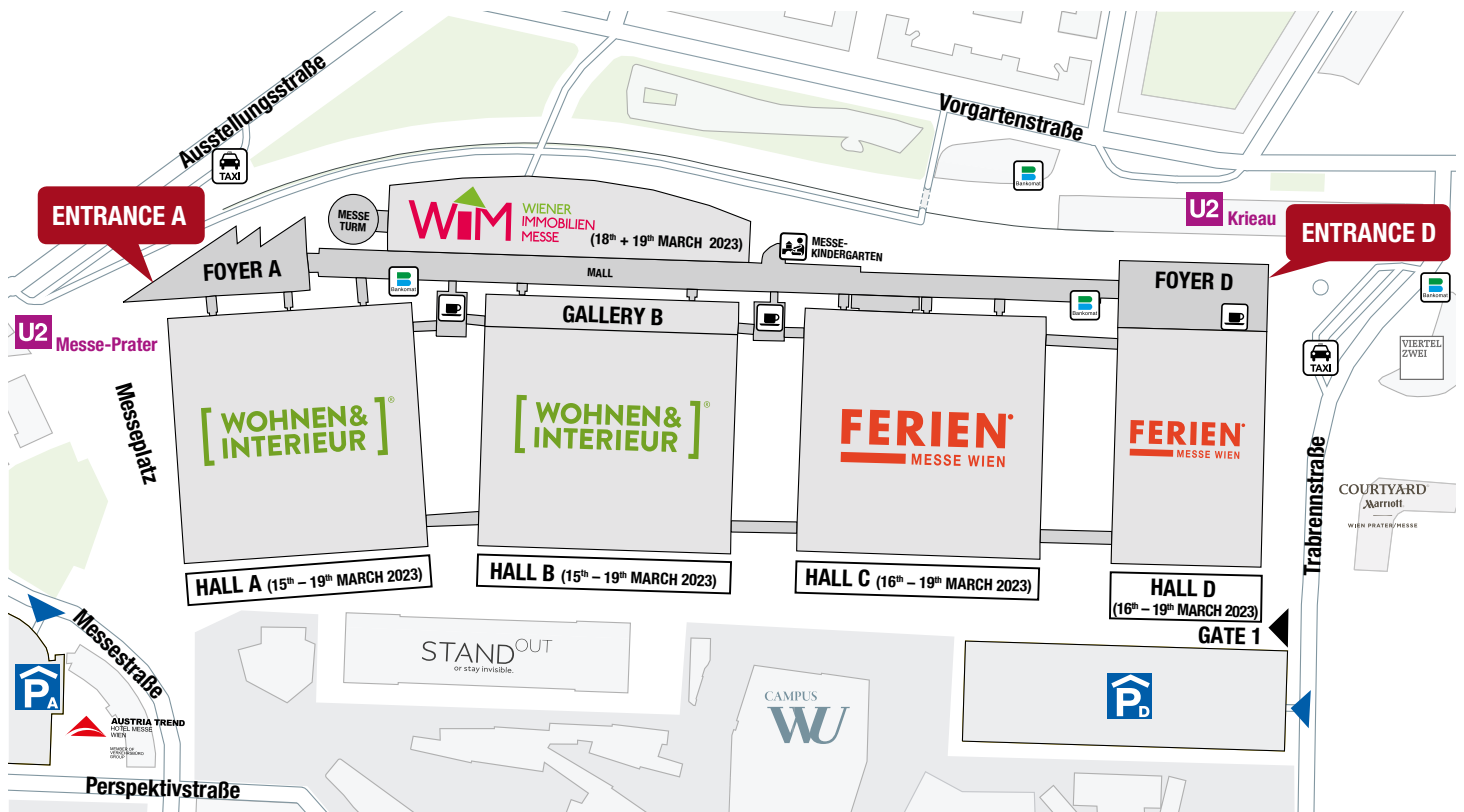
16th – 19th March 2023 – Halls C + D

WOHNEN & INTERIEUR

15th – 19th March 2023 – Halls A + B

WIM – WIENER IMMOBILIEN MESSE

18th – 19th March 2023 – Congress Center



NEW AT THE FERIEN-MESSE WIEN 2023!

- + Admission via foyer D (car park D, Vienna tube station 'Krieau')
- + Hall C – International travel
 - Travel cinemas
 - Show stage
 - Islands of wellbeing
 - Photos: powered by 'Photo & Adventure'
 - River and ocean cruises
- + Hall D – Domestic travel
 - New, attractive concept – World of cuisine at the heart of the hall
 - Adventure and outdoor world
- + Kids' club – opposite hall C
- + B2B lounge

ELECTRICITY FEE

Flat-rate fee for electricity included with a turnkey booth!

ELECTRICITY PACKAGES

Booth tenants are obliged to order at least one of the following electricity packages for their mains electricity requirements and to ensure cover power consumption is covered. Each fee includes the electricity supply, connection to the mains grid, turnkey mains switch and DB box (in compliance with ÖVE regulations), the necessary plugs, booth earthing, official analytical results and power consumption.

NO. OF PACKAGES	ELECTRICITY PACKAGE	CONNECTION POWER	FEE
_____	Mains connection 1 kW, 1-phase 230V	1 kW	€ 144.00
_____	Mains connection 3 kW, 1-phase 230V	3 kW	€ 192.00
_____	Mains connection 6 kW, 3 x 1-phase 230V	6 kW	€ 395.00
_____	Mains connection 10 kW, 3-phase 400V	10 kW	€ 497.00
_____	Mains connection 20 kW, 3-phase 400V	20 kW	€ 845.00
_____	Mains connection 40 kW, 3-phase 400V	40 kW	€ 1,543.00
_____	Mains connection 60 kW, 3-phase 400V	60 kW	€ 2,343.00
_____	Mains connection 120 kW, 3-phase 400V	120 kW	€ 4,728.00
_____	Mains connection & DB box 10 kW, 3-phase 400V	10 kW	€ 557.00
_____	Mains connection & DB box 20 kW, 3-phase 400V	20 kW	€ 910.00
_____	Mains connection & DB box 40 kW, 3-phase 400V	40 kW	€ 1,638.00
_____	Mains connection & DB box 60 kW, 3-phase 400V	60 kW	€ 2,497.00
_____	Mains connection & DB box 120 kW, 3-phase 400V	120 kW	€ 4,922.00
_____	Uninterrupted current only available in conjunction with an electricity package. For safety reasons, the booth power supply has to be switched off an hour after the end of the fair, so refrigerators and coolers etc. require their own separate electricity supply.		€ 164.00

IMPORTANT: Orders placed during the official assembly period are subject to an additional 20% handling fee.

Please submit your orders to: ferien@rxglobal.com

TURNKEY BOOTH OPTIONS

'SILVER'			'GOLD'			'PLATINUM'		
<ul style="list-style-type: none"> • Space fee and expo space • Power consumption & connection (1 kW) • Daily booth cleaning service • White wall element + carpet + signboard • Does not include Marketing & Service fee • No changes to fixture list possible 			<ul style="list-style-type: none"> • Space fee and expo space • Power consumption & connection (1 kW) • Daily booth cleaning service • White wall element + carpet + signboard • Does not include Marketing & Service fee • No changes to fixture list possible • Weight-bearing framework • Small lockable room (1 x 1 m) • 1 x white 'Maxima' info desk • 3 x 'Zeta' bar stools • 1 x tall bar table Ø 70 cm • 1 x spotlight 75 W/4 m² • 1 x 3-plug socket 			<ul style="list-style-type: none"> • Space fee and expo space • Power consumption & connection (1 kW) • Daily booth cleaning service • White wall element + carpet + signboard • Does not include Marketing & Service fee • No changes to fixture list possible • Weight-bearing framework • Small lockable room (1 x 1 m) • 1 x white 'Maxima' info desk • 1 x 'Zeta' bar stool • 1 x table, 80 x 80 cm • 4 x 'Alice' chairs • 1 x spotlight: Ellipsoid/4 m² • 1 x 3-plug socket 		
<p>FEE PER m² Prices in Euros (not including VAT)/min. 9 m²</p>			<p>FEE PER m² Prices in Euros (not including VAT)/min. 12 m²</p>			<p>FEE PER m² Prices in Euros (not including VAT)/min. 12 m²</p>		
Row booth	€ 236.50	_____ m ²	Row booth	€ 273.00	_____ m ²	Row booth	€ 300.50	_____ m ²
Corner booth	€ 244.50	_____ m ²	Corner booth	€ 281.00	_____ m ²	Corner booth	€ 308.50	_____ m ²
End booth	€ 247.50	_____ m ²	End booth	€ 284.00	_____ m ²	End booth	€ 311.50	_____ m ²
Island booth	€ 249.50	_____ m ²	Island booth	€ 286.00	_____ m ²	Island booth	€ 313.50	_____ m ²

PLEASE SELECT YOUR BOOTH SIGNAGE

Lettering signage (max. 20 black letters, precise wording/spelling required)



Booth signage with logo (€ 48.10 surcharge)

Please provide print-quality version of official logo (300 dpi, eps/pdf/jpg). Orders submitted 14 days or less prior to the first day of the event are subject to an additional 25% handling fee.

CARPET TILES (INCLUDED, PLEASE SELECT COLOUR)

Black Dark grey Dark red

CARPET ROLL (SURCHARGE €5.70/M²)

Azure blue Bright green Dark blue Bottle green Signal red

YOUR REFERENCE

Company name

Booth number

Offer no. (as stated in first offer)

PRODUCT GROUP LIST FOR THE ONLINE EXHIBITOR CATALOGUE

Please enter all the relevant product groups in the online corporate profile! This enables visitors to the online exhibitor catalogue to find you more easily.

AUSTRIA

0201 Burgenland
0202 Carinthia
0203 Lower Austria
0204 Upper Austria
0205 Austria
0206 Salzburg
0207 Styria
0208 Tyrol
0209 Tourist associations
0210 Vorarlberg
0211 Vienna

AFRICA

0301 Africa
0302 Egypt
0303 Ethiopia
0304 Botswana
0305 Kenya
0306 Madagascar
0307 Morocco
0308 Mauritius
0309 Namibia
0310 Réunion
0311 South Africa
0312 Tanzania
0313 Tunisia
0314 Uganda

AMERICA

0401 America
0402 Brazil
0403 Chile
0404 Costa Rica
0405 Dominican Republic
0406 Jamaica
0407 Canada
0408 Colombia
0409 Cuba
0410 Latin America
0411 Mexico
0412 Central America
0413 North America
0414 Peru
0415 South America
0416 USA
0417 Alaska

ASIA

0501 Abu Dhabi
0502 Asia
0503 Bhutan
0504 China
0505 Dubai
0506 Georgia
0507 India
0508 Iran
0509 Israel

ASIA

0510 Japan
0511 Jordan
0512 Korea
0513 Malaysia
0514 Mongolia
0515 Myanmar
0516 Qatar
0517 Russia
0518 Sri Lanka
0519 Southeast Asia
0520 Taiwan
0521 Thailand
0522 Turkey
0523 Turkmenistan
0524 Uzbekistan
0525 United Arab Emirates
0526 Vietnam
0527 Western Asia

AUSTRALIA/OCEANIA

0601 Australia
0602 Oceania

EUROPE

0701 Albania
0702 Armenia
0703 Baltic
0704 Belgium
0705 Bosnia and Herzegovina
0706 Bulgaria
0707 Germany
0708 Europe
0709 France
0710 Georgia
0711 Greece
0712 Ireland
0713 Iceland
0714 Italy
0715 Croatia
0716 Malta
0717 Moldova
0718 Montenegro
0719 Norway
0720 Poland
0721 Portugal
0722 Romania
0723 Russia
0724 Slovakia
0725 Slovenia
0726 Spain
0727 Czechia
0728 Turkey
0729 Hungary
0730 Cyprus
0731 Sweden
0732 Ukraine
0733 Azerbaijan
0734 Finland

GEOGRAPHICAL DESTINATIONS

0801 Antarctic
0802 Arabia
0803 Eurasia
0804 Indian Ocean
0805 Caribbean
0806 Mediterranean
0807 Orient
0808 Arctic

TOUR OPERATORS TRAVEL AGENCIES

0901 Travel agencies
0902 Tour operators

TYPE OF HOLIDAY

1001 Active holidays
1002 Day trip
1003 Swimming holidays
1004 Holidays for guests with disabilities
1005 Club holidays
1006 Adventure & experience holidays
1007 Exclusive holidays
1008 Family holidays
1009 Far-away destinations
1010 LGBT holidays
1011 Holidays for connoisseurs
1012 Health holidays
1013 Group holidays
1014 Houseboat holidays
1015 Incentive travel
1016 Customised holidays
1017 Creative holidays
1018 Cruises
1019 Cultural holidays
1020 Curative holidays
1021 Short breaks
1022 Package holidays
1023 Cycling holidays
1024 Over 50s' holidays
1025 Skiing holidays
1026 Driving holidays
1027 Singles' holidays
1028 Sports holidays
1029 Language-learning breaks
1030 City breaks
1031 Educational holidays
1032 Trekking holidays
1033 Wine holidays
1034 Spa & health holidays
1035 Yachting holidays

TRANSPORT

1101 Airlines
1102 Rail
1103 Buses
1104 Ferries
1105 Airports
1106 Airport transfers
1107 Hire cars
1108 Boat & ship companies
1109 Other means of transport
1110 Taxis
1111 Caravans & camper vans

ACCOMMODATION

1201 Camping, camp sites
1202 Family hotels
1203 Holiday homes
1204 Holiday apartments
1205 Austrian hotels
1206 International hotels
1207 Youth hostels
1208 Private rooms & B&B
1209 Farm holidays

THEME SECTIONS

1301 Castles & palaces
1302 Bicycles
1303 Festival
1304 Photos
1305 Leisure time equipment
1306 Catering
1307 Golf
1308 Information & advice
1309 Congresses
1310 Literature
1311 Media & publishers
1312 Motorcycles
1313 Museums
1314 Travel accessories
1315 Riding
1316 Skiing
1317 Specialised areas of tourism
1318 Sport
1319 Abbeys & monasteries
1320 Diving
1321 Theme parks
1322 Insurance providers
1323 Hiking & trekking
1324 Water sports
1325 Spa & wellness
1326 All kinds of two-wheelers
1327 Sustainable tourism

ONLINE EXHIBITOR CATALOGUE – PREMIUM EXHIBITOR LISTING

ONLINE CORPORATE PROFILE

The online expo website exhibitor catalogue is the no.1 source of information for those preparing to visit the show, and often provides the decisive impulse in favour of visiting one booth over another.

Fill in the corporate profile with all key information about your company to ensure potential customers head straight to your booth. The more information and images an online corporate profile contains, the greater its attraction for visitors.

The Bronze Package is already included when your register to exhibit at the fair.

UPGRADE: We offer two further upgrades for more online visibility in the Online Exhibitor Catalogue: The Silver Package & the Gold Package. For more details, please go to: www.ferien-messe.at/de-at/premium-exhibitor-listing.html

BENEFITS

- + A showcase for your business, brands, goods and services
- + Expo visitors are more aware of your offerings in the run-up to the show
- + Higher search engine visibility on Google (etc.) with search engine marketing: Backlinks, more content, greater reach
- + Information tailored to attracting potential customers

BRONZE PACKAGE

Basic entry in the online exhibitor catalogue

Automatically completed from the database:

- » Company name
- » Hall & booth number
- » Kontakt
- » Product categories

Automatically awarded when exhibitors register!

Build and enhance a profile that raises the bar for the competition!

- » Logo
- » Company description
- » Products, that you represent
- » Links to the corporate website and to your social media channels
- » PDF uploads – such as product catalogues, price lists, image brochures, event schedules

SILVER PACKAGE

Upgrade in the online exhibitor catalogue

- » Background image
- » Coloured highlights
- » Contact icons
- » Maximum visibility for your corporate description

UPGRADE

€ 420

GOLD PACKAGE

Limited upgrade in the online exhibitor catalogue

- » Includes all Silver Package benefits
- » Sponsored feature for a product category at the beginning of the exhibitor list – plus 'Premium' label
- » Feature on the website carousel

UPGRADE

Limited offer!

Only 10 Gold Packages available

€ 1,900

DIGITAL PRODUCTS

SERVICES TO BOOST YOUR DIGITAL MARKETING

Enjoy the obvious benefits of this fair: Access your target group – face-to-face and digitally – with almost no scatter loss. RX provides the perfect digital tools to round off your digital marketing.

We offer the following digital products to guarantee your expo success:

NEW!
Already covered by the Marketing and Service fee!

EXHIBITOR DASHBOARD

Discover the Exhibitor Dashboard 'Basic' and gain insights into your digital performance on the expo website. Take advantage of tailored statistics to place your business and products centre stage.

PRICE: ALREADY COVERED BY THE MARKETING AND SERVICE FEE

DIGITAL GOODY BAG | STANDARD

The digital goody bag for visitors is a good way to boost awareness of your brand, product or booth. Visitors benefit from lots of special offers and will pass on your contact to generate leads. The digital goody bag opens up an advertising network that triggers interaction with people at the live event, and establishes relationships with new target groups off-site.

Limited availability!

PRICE € 600

DIGITAL GOODY BAG | SPONSORSHIP

As well as guaranteeing all kinds of target group-specific incentives, we also offer the unique opportunity to be the main sponsor of the digital goody bag; and only one business can be the 'one'. We look forward to advising you.

Available only ONCE!

PRICE € 2,500

MESSE GOES DIGITAL

CONTENT – AUDIENCE – LEADS

Let our platforms and our digital community serve as additional promotional outlets! How? We transform your goods and services into content that catches the eye. We make sure your content makes a rumble in the marketing jungle of Google and Facebook etc. If that sounds like the work of an agency – it is! One that can offer powerful platforms and almost unlimited reach.



79,000 UNIQUE WEBSITE USER



11,000 NEWSLETTER RECIPIENTS



14,000 FACEBOOK AND INSTAGRAM FOLLOWERS

SOCIAL MEDIA

Social media are an efficient means of directly accessing your target group, but you need to speak to the right audience. We have your audience and make them available to you.

- Broadcast existing content on the fair's channels (Facebook and/ or Instagram)
- Adaption of social media posts to suit each channel
- Users forwarded to desired target site

PRICE € 300

CONTENT PACKAGE

You know you offer great products and services, but do you know how to fascinate and excite people with them? Our 'content Package' provides the answer. Put your heads together with our promotional specialists to present your content effectively!

- Identify themes: What moves the masses?
- Prepare themes: How do we move the masses?
- Copy and image production: What helps to move the masses?

PRICE € 1,500

AUDIENCE PACKAGE

You have content. Maybe we produced some for you. Now you need to find the right channels. No problem – the 'Audience Package' is ideal. We make our platforms available for your content. *

- Publication as major news on the respective expo website
- Posted once on the fair's proprietary social media channels der Messe – (Facebook, Instagram)
- Featured once in the expo newsletter

PRICE € 1,200

*We reserve the right to agree changes to your content with you to ensure it suits

EXHIBITION INSURANCE



I. INSURING EXHIBITS

In what situations does expo insurance apply?
What damages does the insurance policy cover

On the way to, during, and on the return journey from the specified Reed Messe Wien GmbH-organised trade fair, anywhere in Europe.

In transit: 'Full coverage' according to A TB 2001

During the trade fair:

- Fire (fire, lightning strike, explosion)
- Theft, burglary and damage caused by mains water leakage
- Breakage, bending, dents, damage
- Transportation accidents and natural disasters in accordance with the underlying conditions of the contract.

What items are insured?
What items are not insured?

Exhibits, expo booths fixtures and fittings, your devices.
Valuables such as genuine jewellery, cash, real carpets and furs. Please note, exhibits must be kept under supervision during official visiting times, and out of the way of unauthorised individuals in a suitable manner outside visiting hours. Smaller items of value (such as laptops, digital cameras, projectors etc.) must be stored in lockable cabinets or containers. If damage to an insured item occurs while it is being assembled, mounted, dismantled or removed; if damage occurs while the item is being started, is in use, or is part of a demonstration; if there is damage to insured items during packing and unpacking at the exhibition venue at the beginning and end of the fair.

When is a 'deductible' sum payable?

A deduction of € 250 per incidence of damage will only be charged in cases of theft, robbery, breakage, bending, denting or deformation.

When and to whom must the damage be reported

All cases of damage must be reported to Marsh Austria GmbH immediately.

When should a report be submitted to the police?

In cases of theft or fire, immediately after discovering the damage.

How well are you insured?

The agreed status is for a 'first risk' payment. In such cases, damages will be compensated up to the amount of the insurance sum. No claims of underinsurance can be entertained. The insurance sum selected should reflect the actual value required to cover damage.

II. EXHIBITION ACCIDENT INSURANCE

Where does the insurance apply?

Within the exhibition premises in the pre-show assembly period, during the show and during the post-show dismantling period.

Who is insured?

The exhibitor and his/her exhibition staff.

Which risk is insured?

Permanent invalidity resulting from an accident.

How well are you insured?

Up to € 72,500 per person to a maximum of € 145,500 for all individuals present at the booth.

HOW SHOULD THE INSURANCE POLICY BE INITIATED?

How is an insurance policy initiated?

Tick the box next to the insurance sum required for your expo booth on this insurance registration form, add the date, an official stamp and signature, and fax it back to Reed Messe Wien.

When is the premium to be paid?

Together with payment of the registration and space rental fee on receipt of the invoice. Insurance coverage only comes into force once payment has been received in full.

Who is the insurer?

Wiener Städtische Allgemeine Versicherung AG

Which insurance terms and conditions apply?*

AÖTB 2001 ('Full coverage' option) and the special conditions for insuring goods at trade fairs and company open days (1995). General terms and conditions for accident insurance (AUBV 1995). Please note, in divergence from the conditions of the VersVG between the insured party and Reed Messe Wien GmbH, it is agreed that the insured party submits all claims resulting from this contract straight to the insurer.

FERIEN [®] MESSE WIEN	WHAT OPTIONS ARE AVAILABLE?	INSURANCE SUM FOR EXHIBITED ITEMS	PREMIUM PER EXHIBITOR Includes insurance tax	
16 th – 19 th MARCH 2023 MESSE WIEN	Option A	€ 20,000	€ 81,00	<input type="checkbox"/>
	Option B	€ 40,000	€ 131,00	<input type="checkbox"/>
	Option C	€ 80,000	€ 211,00	<input type="checkbox"/>
	Option D	€ 160,000	€ 331,00	<input type="checkbox"/>

(* I have read and consent to the terms and conditions of insurance. These T&Cs can be accessed at: www.ferien-messe.at

X

Company name

X

Date & venue

X

Corporate stamp & signature

Please feel free to make direct inquiries: Marsh Austria GmbH, Millennium Tower, Handelskai 94-96, A-1200 Vienna. Tel. +43 1 586 49 83-0

The fees stated here are net prices. Provision of your signature confirms your acceptance of the general expo terms and conditions on the www.ferien-messe.at website.

TRADE FAIR TERMS AND CONDITIONS

December 2021

1. Contract

The contract between the contractual partner (hereinafter referred to as "exhibitor") and the organizer regarding the exhibitor's participation in the trade fair is concluded when the organizer's offer signed by the exhibitor is sent back (by post, fax or scanned by e-mail). Any reservations, deletions, additions and changes to the organizer's offer or these trade fair terms and conditions are ineffective. Deviating regulations or terms and conditions of the exhibitor only apply with the express written consent of the organizer. By signing the offer of the organizer, the exhibitor accepts these trade fair terms and conditions in full. Apart from the stand rental, these exhibition terms and conditions also apply mutatis mutandis to all ancillary services or additional orders, such as advertising services, exhibitor insurance, stand set-up services, rental of equipment, provision of electricity, water and other facilities. In connection with a stand rental, the exhibitor can place additional orders in writing via an authorized representative, whereby the contract can be concluded by e-mail. The organizer reserves the right to change the start and duration of the trade fair or to postpone the event to another date while maintaining the contractual relationship, without the exhibitor having any claims of any kind against the organizer (e.g., withdrawal, compensation). The organizer reserves the right to transfer the implementation of the event to a third party (licensee). By signing the offer of the organizer, the exhibitor gives his consent to a possible future contract transfer, without the need for a further declaration by the exhibitor, so that the exhibitor, in the event of the implementation of the event being transferred to a third party (licensee), of which the exhibitor must be informed, can assert all rights and claims exclusively against the third party (licensee).

2. Remuneration

When the organizer receives the offer signed by the exhibitor, the exhibitor is obliged to participate in the trade fair. The prices quoted in the offer of the organizer for the specified services or duration of the event apply. Every started square meter of the stand area will be charged in full. All prices quoted are net prices. In addition, the exhibitor is obliged to pay all taxes, fees and charges, in particular sales tax, advertising tax and legal transaction fees.

3. Admission and Allocation of Places

The organizer is not obliged to send the exhibitor an offer. Sending an offer including the allocation of places is at the sole discretion of the organizer. Commercial agents and importers can exhibit for the companies they represent. Only the product groups that are listed on the trade fair website may be exhibited, advertised and sold at the trade fair. The exhibitor is obliged to exhibit his products without restriction for the entire duration of the trade fair. Premature closure or premature dismantling of the exhibition stand is not permitted. If these obligations are breached, the organizer can terminate the contract without notice and assert claims for damages against the exhibitor. The submission of an offer to participate in a trade fair does not give rise to any legal entitlement to admission to another trade fair. The exhibitor is entitled, at its sole discretion and without the consent of the exhibitor, to subsequently allocate stand space in a different location, change the size of the stand space by up to 10%, relocate or close entrances and exits to the exhibition grounds and the halls or make other structural changes. If the size of the stand area is changed, the agreed fee will be adjusted to the changed area. Further claims by the exhibitor, in particular claims for damages against the organizer, are excluded. The exhibitor is obliged to completely transfer the present exhibition terms and conditions, their integral parts of the contract and other terms and conditions mentioned in the offer to their employees, representatives, co-exhibitors and third-party exhibitors and to ensure compliance with them. The exhibitor is also liable for compliance with the aforementioned provisions as the only responsible.

4. Marketing and Service Fee

The exhibitor is obliged to pay the marketing and service fee. The marketing and service fee includes - depending on the size of the stand area - a quota of exhibitor parking cards and exhibitor passes as well as entry and access to the exhibitor's company profile in the online exhibitor catalogue.

5. Cancellation

In the event that the exhibitor cancels participation in the event (cancellation), the exhibitor must pay the organizer the following no-fault cancellation fees: Up to 8 weeks before the start of the trade fair, 50% of the agreed fee, and from 8 weeks before the start of the trade fair, 100% of the agreed fee, plus taxes, levies and other ancillary costs, services already provided by the organizer and ordered digital products and stand structures. The assertion of any further damage remains unaffected. The exhibitor acknowledges that the cancellation fees must also be paid if the organizer succeeds in renting the stand to a third party.

6. Invoicing and Payment Terms

After the signed offer has been sent back, the exhibitor will receive an invoice, which must be paid in full without any deduction no later than 6 weeks before the start of the event. Invoices issued after this date are due immediately. The exhibitor is obliged to pay all costs for ancillary services and additional orders upon invoicing, whereby the organizer is also entitled to request advance payments for these services. In any case, an invoice can stipulate different terms of payment and payment dates that are binding for the exhibitor. The timely payment of the invoice is a prerequisite for the handover of the allocated stand. If the invoice amount has not been received by the organizer by the due date, the organizer is entitled to assign the allocated stand to a third party and to charge the exhibitor for cancellation fees, without setting a further deadline, in accordance with point 5. Objections to the invoice must be made within 8 days of receipt, otherwise the invoice is deemed to have been approved by the exhibitor. In the event of default in payment, the organizer can charge a default interest of 12% p.a. from the due date as well as € 40.00 flat rate for reminder fees. In addition, the exhibitor is obliged to reimburse the organizer for the reminder and collection costs. This does not affect the litigation and enforcement costs set by the courts. If the invoice is issued to another invoice recipient, the exhibitor must ensure that it is paid on time and is obliged to pay the fee immediately if the other invoice recipient is in default. The exhibitor is not entitled to withhold payment of due invoices due to counterclaims - of whatever kind -, to refuse payment or to offset against it.

7. Cancellation of the contract by the organizer

In particular, the organizer is entitled to withdraw from the contract with immediate effect if:

- the exhibitor does not meet his payment obligations on time,
- insolvency proceedings against the exhibitor are taking place or are imminent or whose solvency is significantly impaired,
- there are still outstanding claims from previous trade fairs
- the exhibitor's exhibits do not correspond to the product groups specified on the

- trade fair website, violate legal regulations or infringe industrial property rights or the exhibitor violates the provisions of these exhibition terms and conditions.

If the organizer withdraws from the contract, point 5 applies accordingly.

8. Co-exhibitor

Co-exhibitors are third parties who use the stand space of the exhibitors, together with the contracting exhibitor, for their own business activities based on these trade fair terms and conditions. The exhibitor is obliged to announce co-exhibitors by entering them in the online exhibitor catalogue. For each co-exhibitor, the co-exhibitor fee as well as the marketing and service fee stated on the exhibition website must be paid. In addition, full or partial rental or leasing of the stand space to third party participants requires the prior written consent of the organizer and is carried out exclusively based on these exhibition terms and conditions.

9. Force Majeure, Important Reasons

If the event cannot be held for reasons of force majeure, such as strikes, political events, epidemics, natural disasters, fire, official orders, delayed or missing official permits, legal changes, terrorism, restrictions on the energy supply or other important reasons that are beyond the control of the organizer, which make the execution of the event unreasonable or impossible, or if it has to be postponed while maintaining the contractual relationship, the organizer will notify the exhibitor immediately. The organizer is further entitled to cancel or postpone the event while maintaining the contractual relationship if the conditions for holding the event worsen due to the spread of the SARS-CoV-2 virus or a comparable infectious disease or due to official orders or requirements. This also applies if there is no case of force majeure in the respective individual case. The organizer is also entitled to cancel the event for economic reasons or to postpone it while maintaining the contractual relationship and will inform the exhibitor of this situation if possible three months before the date of the event. If an event is postponed by the organizer within the meaning of this point, the exhibitor is not entitled to any claims, in particular those for damages or rights of withdrawal, and the exhibitor is not obliged to pay cancellation fees to the organizer in accordance with point 5. In the case that an event is canceled by the organizer within the meaning of this point, the exhibitor is not obliged to pay the fee to the organizer in accordance with point 2, or a fee that has already been paid must be repaid by the organizer. Furthermore, the exhibitor is not entitled to any claims of any kind, in particular no claims for damages, and the exhibitor is not obliged to pay cancellation fees to the organizer in accordance with point 5.

10. Sales Regulation

The exhibitor is permitted to sell directly at public fairs in compliance with the relevant statutory provisions and to deliver the goods to the buyer immediately. The direct sale or delivery of goods of any kind, including samples, is prohibited at trade fairs without the written consent of the organizer. In the event of a breach of these obligations, the exhibitor is obliged to reimburse the organizer for all resulting costs, fees and taxes regardless of fault. In the event of a violation by several exhibitors, they are jointly and severally liable for the entire damage. The exhibitor undertakes not to carry out the sale in a vociferous manner.

The catering is operated exclusively by a contractual partner of the organizer or the venue. Exceptions require the express written approval of the organizer. In the event of non-compliance, the organizer is entitled to close the exhibitor's stand or to prevent the sale after a prior request at short notice.

11. Exhibitor Passes, Exhibitor Parking Cards

Each exhibitor receives a fixed number of exhibitor passes and exhibitor parking cards for himself and his stand personnel, depending on the size of the stand area, which are valid for the entire duration of the trade fair (including set-up and dismantling). Any additional exhibitor passes and exhibitor parking cards that are required can be obtained from the exhibitor at the prices specified on the trade fair website.

12. Set-up, Dismantling and Design of the Stands

Unless otherwise agreed, the stand space will be made available to the exhibitor without stand partition walls and without equipment. If pillars, girders, fire protection devices, etc. are located on the stand for structural reasons, the exhibitor is not entitled to a reduction in the fee. The exhibitor is obliged to obtain information about the structural conditions of his stand area from the organizer in good time before planning a stand set-up. The exhibitor must design his stand in such a way that the stand boundaries are not exceeded and neighboring stand areas are not impaired by exhibits, advertising spaces, etc. Exhibitors who do not set up a trade fair stand or have them set up on the stand area assigned to them are obliged to demarcate the stand area with suitable partition walls, which do not border on a visitor aisle, on all sides. The height of the exhibitor's stand structures may not exceed 250 cm. Higher stand structures are only permitted after submission of set-up plans (all views, floor plan) and the written consent of the organizer, whereby it should be noted that a distance of 2 m must be maintained in the neighboring zone or a written declaration of consent from the stand neighbors must be provided. Set-up plans must be submitted to the organizer no later than 2 months before the start of the trade fair. In the case of a two-storey stand set-up, a surcharge of 50% is charged on the space fee per square meter of overbuilt space. Prior to the set-up of multi-storey stands, the written consent of the neighboring exhibitors (except island stands) and an expert opinion from a civil engineer regarding the proper and professional set-up must be available. For safety reasons, glass structures (with the exception of safety glass) may only be placed at a minimum distance of 50 cm from the edge of the stand.

All walls that border on visitor aisles (especially also with island stands) may only be built up to a third over the entire surface and must be designed accordingly.

The exhibition space rented by the exhibitor is made available without partition walls and is delimited by floor markings.

Exhibition stands rented by the organizer must be treated with care. In particular, nailing, drilling and gluing is prohibited on all surfaces. Painted walls may be wallpapered, whereby the wallpaper must be removed by the exhibitor without leaving any residue immediately after the event; otherwise this will be done by the organizer at the exhibitor's expense. In the event of damage, the exhibitor is obliged to reimburse the corresponding new price.

During the opening hours of the event, the exhibitor must permanently staff his stand area with sufficient staff and clearly mark it with his name and address.

The set-up and dismantling times announced on the trade fair website must be strictly adhered to by the exhibitor. Exceeding these times is only permitted with the written approval of the organizer and against payment of the fees stated on the exhibition website for the extension of these times. If these times are exceeded without authorization, the exhibitor is obliged to pay the additional fees as a minimum compensation, whereby the organizer reserves the right to claim further damage. The set-up of the stand must begin at least one day before the start of the trade fair at noon. If the rented space is not

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occupied by this time or if there is no notification from the exhibitor, the organizer is entitled to assign the allocated stand space to a third party without further notification or to charge cancellation fees to the exhibitor. The set-up work must be completed by 18:00 on the last set-up day at the latest. In the event that the set-up / dismantling time is exceeded, claims for damages of whatever kind against the organizer are excluded. If the dismantling time is exceeded, the organizer is entitled to have the stand structures and objects cleared and stored at the expense and risk of the exhibitor.

After the dismantling, the exhibitor has to restore the original condition. The exhibitor must compensate the organizer for any damage caused by improper treatment of the stand areas, structures and facilities. During the set-up and dismantling period, every exhibitor has an increased duty of care for the safety of his goods. Valuable and easily movable exhibition objects must be removed from the exhibition stand outside of the exhibition opening times (especially at night) and stored by the exhibitor at their own risk.

13. Technical Stand Equipment

Electricity, water and other technical connections can be made available to the exhibitor against payment of connection and usage fees. Installations on utility services may only be carried out by partner companies of the organizer. All devices, systems and installations of the exhibitor must comply with the relevant standards and the regulations and requirements of the event.

14. Exhibiting Machines

Exhibited machines must have a CE mark and comply with the Machine Safety Ordinance (MSV, Maschinensicherheitsverordnung). In the case of machines, safety components or parts thereof that do not comply with the MSV, this must be clearly indicated by a visible sign.

A suitable first firefighting aid that may be required for exhibits must be provided by the exhibitor himself. More detailed and binding explanations of Points 12, 13 and 14 can be found in the technical guidelines.

15. Liability

The exhibitor is liable for damage caused to persons or property by him, his employees, agents or his exhibition objects and facilities and is obliged to indemnify and hold harmless the organizer with regard to claims by third parties in this respect. The organizer assumes no liability for theft, loss or damage to the exhibits, equipment and vehicles of the exhibitor. Apart from personal injuries, the liability of the organizer for damages to the exhibitor, of whatever kind and based on whatever legal reason, incurred by the exhibitor, his employees or third parties in connection with the preparation, implementation or handling of an event, is limited to damages for which the exhibitor can prove that the organizer or his vicarious agents were responsible for deliberate or gross negligence. Liability on the part of the organizer for indirect damage, consequential damage, pure financial damage or lost profit is generally excluded. The organizer's liability for damage to the exhibitor - based on any legal reason - is generally limited to a maximum total amount equal to the contractual fee. The exhibitor is obliged to notify the organizer in writing of any claims immediately, but at the latest within 14 days of becoming aware of them. Otherwise, they will be deemed forfeited. Claims for damages by the exhibitor must be brought to court at the latest within 6 months from the event that caused the damage. Further warranty and liability claims of the exhibitor not mentioned here for whatever legal reason are excluded - if permitted by law.

16. on to the current gun ban at events!

In the event of an exhibition of weapons, the exhibitor is obliged to take adequate security measures, in particular locked showcases and theft-proof securing using steel cables or other suitable fastenings, to ensure that unauthorized access or theft of weapons or weapon parts is impossible. Outside of the exhibition times, the exhibitor must either remove the weapons or lock them in such a way that they cannot be stolen (e.g., in weapon safes) or arrange for separate surveillance of their exhibition space at their own expense. Firearms may generally only be exhibited in a non-serviceable condition (e.g., removal or shortening of the firing pin, sealed barrel, etc.). In addition, the exhibitor is obliged to strictly comply with all relevant legal provisions regarding the safekeeping of weapons. Sold weapons may not be given directly to the buyer. Live ammunition, prohibited weapons or war material may not be exhibited, sold or passed on. Any shooting facilities require the prior written approval of the organizer and the responsible authorities. Any target representations (e.g., ring discs, animal targets) must relate to the hunt and must not depict people or human-like beings. If the regulations mentioned here are disregarded, the organizer is entitled to take security measures or to close the stand at the expense of the exhibitor. The exhibitor must indemnify and hold harmless the organizer with regard to claims by third parties that are due to a violation of the here specified or statutory safety regulations.

17. Exhibition Insurance

Unless otherwise agreed, no insurance for items and equipment belonging to the exhibitor or the exhibition stand is included in the service. If the exhibitor takes out appropriate insurance with the organizer or an insurance company, the conditions made in writing when the insurance was taken out apply.

18. Exhibition Catalogue & Promotional Material from the Organizer

Every exhibitor (including any co-exhibitors) is obliged to register in the online exhibition catalogue. The minimum entries according to the catalogue form will be carried out at the exhibitor's expense even if there is no express order from the exhibitor. The exhibitor is responsible for ensuring that his company profile, product groups and trade fair participants are correctly and completely specified in the online exhibitor catalogue. The organizer is not liable for incorrect advertisements or entries in the online trade fair catalogue or other trade fair printed matter (misprints, formal errors, incorrect classification, non-inclusion, etc.). If required, the organizer will provide the exhibitor with advertising material at the conditions and prices stated on the trade fair website. This gives the exhibitor the opportunity to draw their customers' attention to the event and to invite them to the event (invitation cards, vouchers).

19. Advertising of the Exhibitor at the Venue

Print forms and advertising material may only be distributed within the allocated stand space. Advertising measures for companies other than those of the exhibitor require the written consent of the organizer. Advertising and marketing activities outside the stand area, in particular in the parking lots, as well as carrying out surveys are only permitted to the exhibitor after a separate agreement and against the payment of a separate fee. In the event of breaches of competition law, the organizer is entitled to close the exhibitor's stand, whereby all related claims of the exhibitor are excluded.

20. Special Events & Demonstrations

All types of special events and demonstrations that go beyond the usual presentation of the goods require the written consent of the organizer. The organizer is entitled to restrict or prohibit demonstrations that cause noise, dirt, dust, exhaust fumes and the like or cause or affect trade fair operations despite prior approval. Acoustic or audiovisual presentations on the exhibition stand must be designed in such a way that the noise level does not exceed 60 dB, the activity is located within the stand and not at the edge of the stand, and there is enough space within the stand for the expected number of spectators/participants. In the event of non-compliance, the organizer is entitled to close the exhibitor's stand, whereby all related (compensation) claims of the exhibitor are excluded. Unless otherwise stated on the trade fair website, the exhibitor is obliged to make any necessary registrations with AKM on

his own responsibility. Receptions and celebrations e.g. (stand party, exhibitor evening) at the exhibition stand that go beyond the normal course of the exhibition are subject to approval. The resulting costs (personnel, electricity, etc., see set-up times, costs for extensions) will be billed to you. Your guests must have a valid entrance ticket or vouchers. We cannot accept invitations that give concomitant access.

The exhibitor is not permitted to carry out games of chance or draws, in which a stake has to be made.

21. Filming and Photography

In the case of filming and photography and the subsequent use of image recordings, the organizer is obliged to comply with all data protection and personal rights obligations. The exhibitor is not permitted to make films, photographs, drawings or other images of exhibits and goods from other exhibitors, or to have them made.

22. Cleaning

The organizer takes care of the cleaning of the area and the corridors in the halls. The exhibitor is responsible for cleaning the stand area and disposing of waste in the containers provided. The exhibitor will be billed for the costs of any replacement service that may be required. Cleaning partners approved by the organizer can clean the stand at the exhibitor's request and at the expense of the exhibitor. The disposal of hazardous waste must be arranged by the exhibitor himself.

23. Transport and Parking

Driving into the exhibition halls with vehicles of any kind is prohibited. In the case of special transports, the exhibitor must obtain written approval from the organizer in good time. From the end of set-up, vehicles may only be parked in the designated stopping areas. In particular, escape and traffic routes as well as emergency exits, entrances, driveways and fire brigade zones must be kept free at all times. During the trade fair, vehicles of all kinds (of exhibitors and/or installers) may only be parked in the parking spaces marked for this by the organizer or the event location. The organizer can have illegally parked vehicles removed at the expense of the vehicle owner. The organizer does not receive certain shipments for the exhibitor and is not liable for any losses or for incorrect or delayed delivery. The exhibition forwarding agent stores exhibition and packaging goods, if necessary, at the expense and risk of the exhibitor.

24. Stand Security

During the event (including set-up and dismantling times), the organizer will provide general hall surveillance (external surveillance of the exhibition halls, surveillance of the trade fair entrances and periodic visits of the security personnel through the halls). The exhibitor must commission the organizer or its partner company to provide additional stand security and it will be charged additionally. The implementation of the stand security by third-party security companies commissioned by the exhibitor requires the prior written approval of the organizer.

25. Right of Lien

To secure outstanding claims, the organizer has a right of lien on the exhibits, the exhibition stand and the exhibitor's equipment. To exercise this right of lien, it is not necessary to initiate legal proceedings. The organizer can remove the items from the stand and store them at the expense and risk of the exhibitor. The organizer is entitled to sell these items by hand and to offset the proceeds against the outstanding claims.

26. Violation of the Trade Fair Conditions, Violation of the Law

The exhibition terms and conditions and the relevant legal provisions, including in particular tax regulations, such as regulations regarding cash registers, fire protection and event regulations, the house rules and technical guidelines of the event location and other conditions listed on the exhibition website must be strictly observed by the exhibitor. The orders of the organizer and his agents must be obeyed by the exhibitor, his staff and agents. This also applies in particular to the parking and traffic areas belonging to the exhibition grounds. Failure to comply with these rules and regulations or other contractual agreements entitle the organizer to close the assigned exhibition stand without further warning at the exhibitor's expense or to vacate it without initiating legal proceedings.

27. Protection (declaration of consent in accordance with the Data Protection and Telecommunications Act)

The processing of personal data by the organizer is carried out in accordance with the applicable data protection regulations. For details on the processing of your data, in particular on the specific processing purposes and legal bases, please refer to the Reed Exhibitions Data Protection Declaration, which is also available on the trade fair website. If the exhibitor provides the organizer with personal data from third parties (in particular data from representatives, contact persons, clerks or other employees of his company) when registering for the trade fair or in the course of contract processing, he is obliged to inform the persons concerned immediately and to make them aware of the organizer's data protection declaration. The exhibitor is liable for any disadvantages that the organizer incurs as a result of a breach of this obligation.

Consent to data processing and, in accordance with Section 174 of TKG, to receiving e-mail newsletters and telephone contact, you give your express consent to be included in the trade fair network and consent to the processing of your personal data as described in the Reed Exhibitions Data Protection Declaration for the purpose of operating the trade fair network and providing the services offered via this platform. You give your express consent to Reed Messe Salzburg GmbH, Reed Messe Wien GmbH, Reed CEE GmbH, Standout GmbH, Reed Exhibitions Deutschland GmbH or Reed Exhibitions Germany GmbH sending you e-mails with information from time to time, advertising and surveys on their own offers, events and services as well as with information on products or services of other companies with reference to trade fair or similar events ("e-mail newsletter") or contacting you by phone for information, advertising and surveys about your own events and services. This consent can be withdrawn at any time by sending an e-mail to dataprotection@reedexpo.com.

28. Written Form

There are no verbal side agreements. Unless otherwise regulated, changes, additions and additions to these trade fair terms and conditions as well as other parts of the contract must be made in writing. The exhibitor cannot derive any rights of any kind from previous events or contracts.

29. General Provisions, Place of Jurisdiction

Only Austrian law applies except for the conflict of law rules. The place of jurisdiction is the competent court at the location of the organizer.

Should one of the provisions of this contract be or become void due to a violation of mandatory law, this has no influence on the effectiveness of the remaining contractual provisions. The parties will replace the ineffective provision with a provision that most closely corresponds to the purpose of the original provision.

The offer of the organizer and any additional agreements between the parties, the house rules and the technical guidelines of the venue, the exhibitor conditions, the safety regulations, set-up and dismantling conditions as well as other conditions mentioned on the trade fair website and any additional order forms (e.g., press service, exhibitor passes, advertising material, seminars and lectures) are integral parts of the contract.

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