

## Robotics & Assembly Pavilion at automatica 2020

### All-inclusive Fair Package for your participation

automatica is the leading European innovation platform for the automation of production. It presents the world's largest range of robotics, assembly solutions and innovation platform for automation solutions. The fair will take place from 16 to 19 June 2020 in Munich, Germany.

In the course of automatica 2019 exhibitors from 29 countries presented their products and services on an exhibition area of about 66,000 m<sup>2</sup>. 45.584 professionals from over 89 countries visited the event.

VDMA Robotics + Automation is offering in cooperation with VDMA Services GmbH an all-inclusive Fair Package for the Robotics & Assembly Pavilion at automatica 2020. The package provides a hassle-free and cost-effective trade-fair participation, in order to position your company in an ideal way in the international environment. Media Partner of the Robotics & Assembly Pavilion is the trade magazine Automationspraxis.

### The Fair Package – Wide range of services for your success

#### Facilities

- 9 m<sup>2</sup> or 12 m<sup>2</sup> of stand space
- Booth construction with carpet
- Furnishings (1 table, 3 chairs/stools, counter, paper basket)
- Lighting
- Brochure rack
- Individual fascia lettering
- Electrical connection (3 kW, 230 V) incl. consumption

#### Marketing/PR

- Marketing starter set (100 visitor brochures, 1,000 stickers with hall and stand number)
- Free basic entry in catalogue and internet
- Free and unlimited vouchers for guest tickets
- Press package (display of press files, data-bank for press releases)
- PR activities through media cooperation with the trade magazine inVISION
- Guaranteed slot in the Expert Huddle Program

#### Operations

- 3 free exhibitor passes
- Daily cleaning
- Daily waste disposal
- Night guard provided for security of the Pavilion

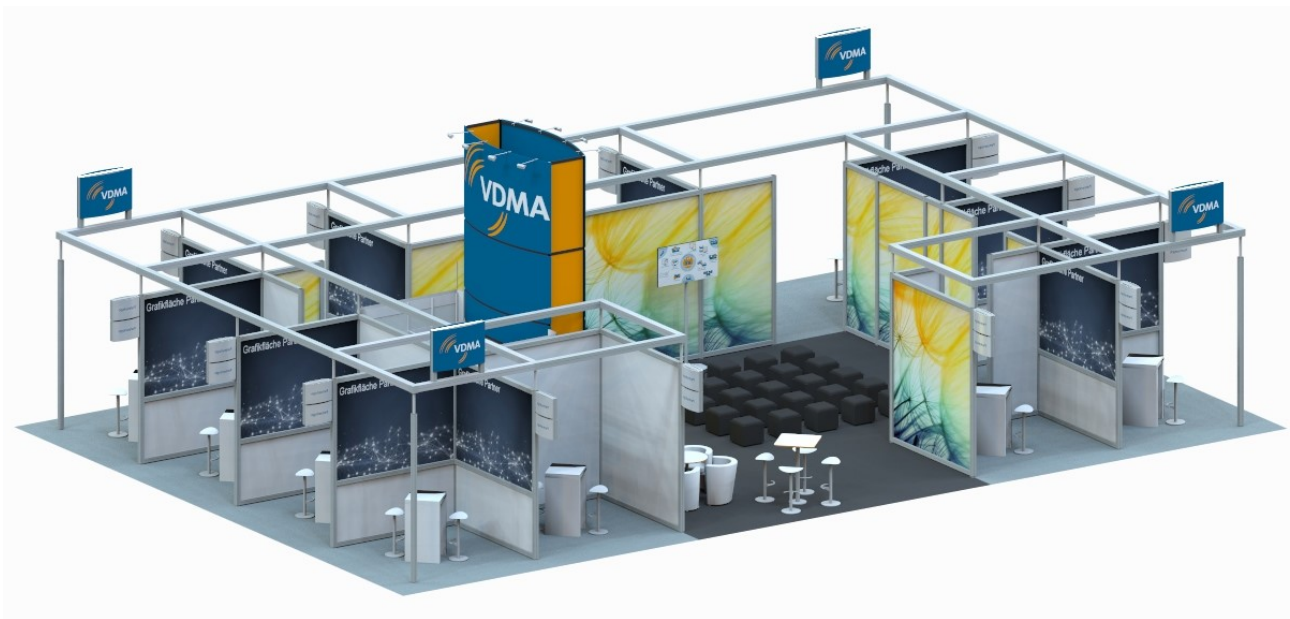
#### Your benefits

- High-visibility due to participation at the Pavilion
- Representative exhibition area for your company presentation
- Organizational support by an experienced trade fair team
- Effective visitor advertising
- Attractive price-performance ratio

#### Package Price:

	9 m <sup>2</sup> stand	12 m <sup>2</sup> stand
■ <b>VDMA-Member:</b>	5,500.00 €	5,990.00 €
■ <b>Non-Member:</b>	7,990.00 €	7,990.00 €
	(plus VAT)	

## Robotics & Assembly Pavilion Exhibition presence at automatica 2020



Design example of the Robotics & Assembly Pavilion. The final layout and design will depend on the number of participants.

### Organizer:

VDMA Services GmbH

### In cooperation with:



### Media Partner:

*Automations  
praxis*

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### Contact:

VDMA Services GmbH  
-Expo Management-  
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60528 Frankfurt  
Germany

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**Please return to:**

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Email: arno.appenrodt@vdma.org



16 - 19 June 2019, Messe München,  
Germany

VDMA Services GmbH  
-Expo Management-  
Lyoner Straße 18  
60528 Frankfurt am Main  
Germany

**VDMA - Joint Stand**

Organiser: VDMA Services GmbH  
Contact: Arno Appenrodt  
Phone: +49 69 6603-1968  
Fax: +49 69 6603-2968  
Email: arno.appenrodt@vdma.org

**Application Registration deadline: 15 March 2020**

We hereby register as exhibitor at VDMA Robotics & Assembly Pavilion within automatica 2020:

**■ Company and address**

Company: \_\_\_\_\_  
Street: \_\_\_\_\_  
Postcode/  
City: \_\_\_\_\_  
Country: \_\_\_\_\_  
Phone/Fax: \_\_\_\_\_  
Internet: \_\_\_\_\_  
Email: \_\_\_\_\_  
Owner/  
Director: \_\_\_\_\_  
VAT-Id.-No.: \_\_\_\_\_  
(EU Countries)

**■ Contact person**

Name: \_\_\_\_\_  
First name: \_\_\_\_\_  
Position: \_\_\_\_\_  
Phone/Fax: \_\_\_\_\_  
Mobil: \_\_\_\_\_  
Email: \_\_\_\_\_

**■ Alternative address for invoice**

Company: \_\_\_\_\_  
Street: \_\_\_\_\_  
Postcode/  
City: \_\_\_\_\_

**■ Alphabetic sorting**

Initial letter: \_\_\_\_\_

**■ Stand space Robotics & Assembly Pavilion**

The space of the Pavilion is limited. Stand packages are offered by 3 m x 3 m or 4 m x 3 m.

**Order: Fair Package 9 m<sup>2</sup> Fair Package 12 m<sup>2</sup>**

VDMA-Member  5,500,00 Euro  7,320,00 Euro  
Non-Member  5,590,00 Euro  7,990,00 Euro

Hall space with stand construction and services (Please see service description).

**Communication fee**

An additional communication fee is mandatory for each exhibitor 560.00 Euro

All prices plus VAT at the valid German rate

**■ Exhibits**

Brief description: \_\_\_\_\_

**We accept all items of the enclosed Participation Terms.**

Place and date \_\_\_\_\_

Company stamp and legally binding signature \_\_\_\_\_

# General Terms and Conditions of Participation

Robotics & Assembly Pavilion at automatica  
2020



## 1. Basis of the contract

1. Organiser of the Robotics & Assembly Pavilion at automatica 2020 is the VDMA Services GmbH, Lyoner Strasse 18, 60528 Frankfurt am Main, Germany, Phone: +49 69 6603-1892, Fax: +49 69 6603-2263, vdmaseservices@vdma.org, www.vdmaseservices.de.

2. The contractual relations between the exhibitors and VDMA Services are governed by the Terms and Conditions, the description of the fair package and the technical guidelines of the automatica 2020 and the organiser as well as any supplementary information that is additionally transmitted to the exhibitors.

## 2. Venue and dates

1. Venue: Messegelände München (Fair Ground Munich), 81823 München, Germany

2. Date: 16 - 19 June 2020

3. Opening hours:           Visitors           9:00 - 17:00 h  
                                  Exhibitors       7:00 - 18:00 h

## 3. Eligibility for participation

Parties eligible as exhibitors in the Robotics & Assembly Pavilion are manufacturers and providers of robotics and assembly technology that offer products listed in the official nomenclature of automatic 2020.

## 4. Registration

1. The receipt of a completed and legally signed registration form by VDMA Services before the deadline is a prerequisite for participation. With their signature, exhibitors accept the Terms and Conditions of Robotics & Assembly Pavilion and automatica 2020 as binding.

2. VDMA Services shall confirm the receipt of the registration in writing. The registration form and the notice of receipt do not constitute a right to admission or to a specific stand location.

3. The deadline for registration is **15 March 2020**. Any later submissions will be considered subject to availability of space.

4. VDMA Services, with the aid of service providers (lettershops, printers, ticket shops, etc.), shall process the personal data of exhibitors for the purpose of contract fulfilment, in accordance with the basis of the contract specified in item 4 of the Terms of Participation. Apart from this, no transfer of your personal data to third parties shall take place.

Following application submission, the data transmitted by the exhibitor (company name, postal address, contact person, telephone/fax number and email addresses) shall be stored, processed and utilised.

In particular, GzF uses the personal data:

- for handling ordering and business transactions with the exhibitor
- for sending offers related to the event
- for event-specific information preceding and following the event
- for making contact, and for inquiries and further questions
- for sending information and advertising material by post
- for transferring selected data to individual service providers, for fulfilment of the contract
- for preparing personalised tickets
- for evaluations for statistical purposes.

The personal data shall be used only to the extent required.

This shall take place with strict observance of the applicable data protection laws. With respect to VDMA Services, exhibitors shall have the right to disclosure, correction, deletion and restriction of the processing of their personal data, as well as the right to data portability.

VDMA Services shall store and utilise personal data only for as long as necessary for the purposes for which the data were obtained, or in order to satisfy legal requirements concerning reporting or document retention. Exhibitors can object at any time to the use of their data for the purposes indicated above (vdmaseservices@vdma.org).

## 5. Admission, Stand confirmation

1. Admission is granted at the discretion of VDMA Services based on  
- these Terms and Conditions of Participation,  
- the available exhibition space and  
- the overall concept of the event.

2. If the available space does not permit the approval of all registrations received before the deadline, the selection of participants will be based on the sequence of registrations received ("first come, first served basis").

3. Companies who have defaulted on their financial obligations to VDMA Services or Messe München from previous events may be barred from participation.

4. The rental agreement shall be deemed concluded with receipt of written notice of admission from VDMA Services. If the information in the stand notice differs from the information in the registration, the information in the stand notice shall take precedence for the purposes of the agreement, unless the participant objects in writing **within 2 weeks** of receiving the stand notice.

5. With the stand notice, the exhibitor will receive a map detailing the location, dimensions and number of their stand as well as technical guidelines.

6. Participants are not entitled to claim a stand located in a specific hall or exhibition area.

7. VDMA Services reserves the right to relocate an exhibitor to a stand space other than that specified in the stand notice, change the size of an exhibitor's stand space, relocate or close entries or exits, or perform other construction measures, if special circumstances cause VDMA Services to have a significant interest in doing so. Such measures entitle the exhibitor to withdraw from the agreement in writing within 2 weeks of receiving notice of the changes if the effects of these changes are deemed unreasonable by the exhibitor.  
Damage claims shall be mutually excluded.

8. After receipt of the confirmation of the participation the contractual relationship continues to be legally binding even if the desired exhibits cannot be delivered to the exhibition (e.g. due to delays in transportation, loss, customs issues) or if visas necessary for the exhibitor or their representatives are not available in time for the exhibition.

9. The exhibition space is made available to the exhibitor by the VDMA Services prior to the opening of the exhibition as agreed. Booth space that is not moved into by the exhibitor can be used for other purposes. In the latter case, the exhibitor is not entitled to any compensations exceeding those described in paragraph 8.

10. VDMA Services shall be entitled to rescind any admissions granted based on incorrect prerequisites or information, or if the criteria for admission cease to be fulfilled at a later time.

## 6. Co-exhibitors

The exhibitor is not allowed to grant use of their stand space to third-party companies or other persons without approval from VDMA Services.

## 7. Terms of payment

1. The participation fee will be invoiced in two instalments. With the admission, a down payment of 50% of the total fee will be invoiced. In case the application for participation is rejected by VDMA Services, the down payment will be reimbursed. With the stand notice, the total amount will become due, less the down payment already made.

2. In case payment deadlines are not met despite reminders and reasonable extension periods the VDMA Services is entitled to cancel the contract and to put the exhibition space to alternative use. In case the exhibition space has been put to alternative use, - a contribution of 25% of the participation fee will be charged before the admission has been confirmed,

- a contribution of 50% of the participation fee will be charged after the admission has been confirmed. Unless the exhibitor proves that essentially smaller damage has occurred for VDMA Services.

3. In case the VDMA Services is unable to rent the booth space to another participant, the exhibitor is required to pay the complete participation fee.

4. Pillars, existing protrusions, maintenance connections, fire equipment or other fixtures in the rented stand space do not entitle the renter to a reduction of the rental price or of any other costs.

5. Complaints regarding the invoice must be made in writing within two weeks of the receipt of the invoice. Later complaints cannot be considered.

## 8. Withdrawal

1. VDMA Services shall have the right to terminate the agreement in the event of insolvency proceedings against the exhibitor's assets. The exhibitor shall be obligated to immediately notify VDMA Services of such proceedings. In this event, VDMA Services shall be entitled to receive an amount determined by the applicable provisions for withdrawal by the exhibitor.

2. After registration deadline, withdrawal from the rental agreement by the exhibitor can only be cancelled against a payment of 25% of the requested stand area.

3. After the stand confirmation, withdrawal or reduction of stand space by the exhibitor is no longer possible. An exhibitor who waives to use their assigned stand space shall still be obligated to pay all fees in full. If the stand can be rented by VDMA Services to another contractor, a fee in the amount of 50% stand rent is due. Unless the exhibitor proves that essentially smaller damage has occurred for VDMA Services.

4. A repositioning of an already contracted and accepted participant using the stand space that has become void does in no case constitute a renting out but only a swapping of stand space.

5. Any withdrawal by the exhibitor from the rental of stand space or from participating in the event shall not take effect until the receipt of a written notice by VDMA Services.

## 9. Stand design, Exhibits, Stand personnel

1. Individual furnishing and design of the booths beyond the elements included in the exhibition package is in the responsibility of each exhibitor. The exhibitor is required to coordinate individual designs and furnishings prior to the event with VDMA Services.

2. A booth design or furnishing that is in breach with regulations of the trade fair or incompatible with the general concept of the Robotics & Assembly pavilion, may be altered or removed by VDMA Services and the related costs are to be borne by the exhibitor causing the alteration or removal.

3. Only exhibits that comply with the participation conditions of automatica 2020 are permitted.

4. The exhibitor is responsible for obtaining any authorisations, rights and documents required for their activities offers, products, and employees in keeping with applicable laws and regulations (e.g. ensuring that no patent/intellectual property rights are infringed). The organisers are not liable for any damages related to such infringements. VDMA Services will be assisting in ascertaining evidence in matters regarding such infringements to a reasonable extent, e.g. through contacting the organisers of the trade fair, personal inspection on site or taking photos of the exhibit in question.

5. The booths are required to be stocked with the registered and approved products and staffed with information personnel during the opening hours of the entire event. Failure to comply with this requirement represents a grave violation of the participation conditions which entitles VDMA Services to ask for indemnification and to bar the exhibitor from future events of VDMA Services.

6. VDMA Services shall have the right to demand removal of any products that do not conform to the approval or that are liable to disturb the event by their smell, sound, or other emissions, or that may pose a hazard to exhibitors or visitors. If the exhibitor does not comply with such a demand, VDMA Services shall have the right to have the products or hazards removed at the expense of the exhibitor and close the stand without the exhibitor is becoming entitled to any claims against VDMA Services.

## 10. Transport

The transport of the exhibits to and from the stand, the storage of empty packaging, the use of hoists and conveyor devices, the employ of personnel for packing and unpacking, the set-up and dismantling of exhibits, re-packaging and any other related activities are the exclusive responsibility of the exhibitor. VDMA Services shall not be held liable for any related damages.

## 11. Liability, Insurance

1. The insurance of exhibits against the risks of transport and during the event, in particular against damage, theft, etc., is the responsibility of the exhibitor.

2. The exhibitor shall be liable for any and all damages to third parties caused by the exhibitor's participation in the exhibition, including damage to buildings and/or facilities on the premises.

3. VDMA Services does not accept liability for any commercial risk of the exhibitor.

4. VDMA Services shall never be liable for damage to, theft of, or other forms of destruction of exhibits or stand materials, including consequential damages, unless in case of premeditation or gross negligence. By agreeing to these Terms and Conditions of Participation, the exhibitor expressly indemnifies VDMA Services against any and all liability claims by third parties related to the subject matter.

5. Exhibitors are hereby advised to obtain suitable insurance for the event.

## 12. Information material

After the participation has been confirmed and exhibition space has been allotted, exhibitors will receive further information on the

implementation of the Robotics & Assembly Pavilion. Consequences caused by a failure to observe the guidelines given in the afore-mentioned information material have to be borne exclusively by the exhibitor.

### **13. Reservation of rights**

1. Regulations and guidelines of the relevant authorities of the Federal Republic of Germany that differ from these Terms and Conditions of Participation or cause additional restrictions shall have precedence at all times. VDMA Services is not liable for any damage or other disadvantages that are caused as a result of this.

2. VDMA Services shall be entitled to postpone, abridge, extend, cancel, or temporarily or permanently close the pavilion for cause (e.g. force majeure, strike, natural disaster), entirely or partially.

3. In case such measures are taken, the exhibitor is not entitled to compensation for any damage suffered. If in such case, the exhibitor sees no sufficient benefit in a participation and therefore decides to not make use of the booth space, the exhibitor may rescind the contract. This is to be communicated to VDMA Services immediately after a notice of the changes has been received. In this case, the stipulation under 8.2 shall apply.

4. In the case of cancellation or limitation of the pavilion, either by VDMA Services or Third Parties, VDMA Services shall not be held liable for any damages or disadvantages for the exhibitor. On the request of VDMA Services, the exhibitor is obligated to pay a reasonable share of the cost incurred by the preparation of the pavilion. The amount representing this reasonable share of cost incurred shall be determined by VDMA Services.

### **14. Provision of services**

1. The services to be provided for the participation fee are as specified in the document "Robotics & Assembly Pavilion at automatica 2020 – All-inclusive Fair Package".

2. If the exhibitor places orders with VDMA Services that are not included in the exhibition package, these will be invoiced separately.

### **15. Householder's rights**

VDMA Services and Messe München exercises the householder's rights within the VDMA Robotics & Assembly Pavilion.

### **16. Limitation, Written notice**

1. Any claims against VDMA Services by the exhibitor shall be asserted in writing. Claims shall expire after 12 months. The limitation period shall begin at the end of the month of the last day of the event.

2. The agreement and any amendments shall be made in writing. In case of one of the above provisions' becoming invalid or inapplicable, the remaining provisions shall remain unaffected. The remaining provisions should be interpreted so as to maintain the purpose and content of the agreement.

### **17. Place of performance, Jurisdiction**

1. Frankfurt am Main shall be the place of performance and the jurisdiction for any disputes arising from the agreement.

2. The mutual rights and obligations arising from this agreement shall be governed by the law of the Federal Republic of Germany.

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Date: September 2019