



21.-23.11.2018

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Name Main exhibitor:

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## Application for main exhibitor

Please send in along with the completed list of products (Forms 1.30/1.31)!

Deadline: 30.09.2018

# 1.10

### 1 Main exhibitor

#### 1.1 Address:

Company/Name: (English)

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Company/Name: (Chinese)

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Address (English):

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Address (Chinese):

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Postcode, town:

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State, country:

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Tel:

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Fax:

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e-mail:

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Internet:

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Owner/Managing Director:

Mr  Ms

Sort alphabetically under the letter:

Contact person (exhibitor) for the event is:

Mr  Ms

Position at the company:

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Tel:

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Fax:

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e-mail:

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#### 1.2 We are a/an: (please tick only one box)

- |  |  |
|--|--|
| <input type="checkbox"/> Association/institution | <input type="checkbox"/> Wholesaler/distributor    |
| <input type="checkbox"/> Importer                | <input type="checkbox"/> Commercial representative |
| <input type="checkbox"/> Manufacturer            | <input type="checkbox"/> Trade media               |
| <input type="checkbox"/> Service provider        | <input type="checkbox"/> Others                    |
| <input type="checkbox"/> Trading company         |  |

### 2 Stand request

#### 2.1 According to the Conditions of Participation, we order the following space at a net price of:

- |  |                          |
|--|--------------------------|
| <input type="checkbox"/> Space Only (min. 18sqm)                 | EUR 260 / m <sup>2</sup> |
| <input type="checkbox"/> Space with Shell Scheme Package         | EUR 310 / m <sup>2</sup> |
| <input type="checkbox"/> Space with Shell Scheme Premium Package | EUR 340 / m <sup>2</sup> |

10% Early Bird discount will apply for applications signed before 2018, February 28

\_\_\_\_\_ Space in total m<sup>2</sup>:

**Booth requests for location will be taken into account where possible but cannot be guaranteed.**

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#### 2.2 Advertisements & Packages

- |  |         |
|--|---------|
| <input type="checkbox"/> Catalogue Ad (1 page, full color) | EUR 760 |
| <input type="checkbox"/> Logo in catalogue listing         | EUR 110 |
| <input type="checkbox"/> Beer Package                      | EUR 250 |
| <input type="checkbox"/> Wine Package                      | EUR 350 |

See included services in 1.10 SHELL SCHEME SPECIFICATIONS

### 3 Exhibits

**Please fill in the list of products (Forms 1.30/1.31) and enclose it to your registration form!**

Please tick your products/services on the enclosed list of products.

#### PLEASE NOTE:

##### Payment terms & schedule:

30% of total participation fee (+VAT) due within 1 month upon date of the invoice issued.

Remaining balance of total participation fee (+VAT) due on or before 1 August 2018.

All bookings after 1 August 2018 will be invoiced for 100% and are due within 14 working days upon date of the invoice issued.

##### Cancellation terms & schedule:

Refer to "Special conditions of participation at ANUFOOD China 2018"

By signing and returning the application form, we acknowledge that the General and Special Sections of Koelnmesse Co., Ltd's Conditions of Participation as well as the stipulations of the Exhibitor Service Manual (in particular the technical regulations and the supplements contained in the order forms) are binding for our company.



Place, date, legally binding signature and company stamp of the main exhibitor

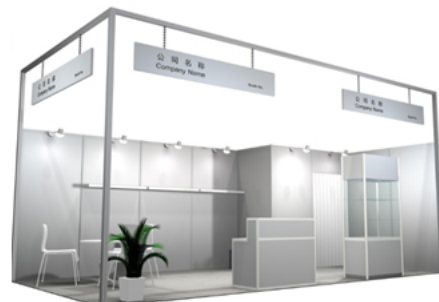
**A) Standard Shell Scheme Entitlements**

Standard Shell Scheme	9 - 15 sqm	18 sqm
Carpet	As per stand space	
System wall elements (2.5mH)	As per stand space on all closed sides	
Fascia Board with Chinese & English Company Name and Booth Number	On all open sides	
Lockable Info. Counter	1	2
Round Table	1	2
Leather Chair	3	6
Waste Paper Basket	1	2
Flat Shelf	3	6
5 Amp / 220V Power Socket	1	2
100W Longarm Spotlight	1 / 3sqm	
Daily Booth Cleaning	Included in package	



**B) Premium Shell Scheme Booth**

Premium Shell Scheme	18 sqm
Carpet	As per stand space
System wall elements (2.5mH)	As per stand space on all closed sides
Fascia with Stand Number, Company Name in Chinese & English and Logo	On all open sides
Lockable Info. Counter	1
Round Table	1
Leather Chair	3
Tall Showcase (1.0mx0.5mx2m)	1
Shelf Rack (for storage )	1
Potted Plant 1m Height	2
Waste Paper Basket	1
Flat Shelf	3
5 Amp / 220V Power Socket	2
100W Long-arm Spotlight	1 / 3sqm
Storage room (2m x 1m)	1
Daily Booth Cleaning	Included in package



Booth facilities listed above are subject to change at the discretion of the Organizers without prior notice. If exhibitors do not want any item in the booth package, they must accept that the cost of the package will not change and there will be no compensation by other equipment.

Wine Package  
Entitlements

Ice Wine Barrel x 1  
 One wine Tasting Spitton x 1  
 Wine Glasses x 25  
 Washing of glasses x 2 a day

Beer Package  
Entitlements

Beer Glasses x 25  
 Washing of glasses x 2 a day



21.-23.11.2018

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Name of main exhibitor:

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**Enclosure to the application  
 for main exhibitor**

Invoice address/  
 address for correspondence

**1.11**

**1 Alternative invoice address**

If the **invoice** should be sent to an address other than the one given in Form 1.10, please enter it below:

Company/Name: (incl. legal form, such as "Limited", "Corporation" etc.)

\_\_\_\_\_

\_\_\_\_\_

Street:

\_\_\_\_\_

Postcode, town:

\_\_\_\_\_

P.O. Box:

\_\_\_\_\_

Postcode, town:

\_\_\_\_\_

State,  
 country:

\_\_\_\_\_

Tel:

\_\_\_\_\_

Fax:

\_\_\_\_\_

e-mail:

\_\_\_\_\_

**Note:**

If the invoice recipient does not make payment, the registered company is liable for payment!

**2 Alternative correspondence address**

If **correspondence** should be sent to an address other than the one given in Form 1.10, please enter it below:

Company/Name: (incl. legal form, such as "Limited", "Corporation" etc.)

\_\_\_\_\_

\_\_\_\_\_

Street:

\_\_\_\_\_

Postcode, town:

\_\_\_\_\_

P.O. Box:

\_\_\_\_\_

Postcode, town:

\_\_\_\_\_

State,  
 country:

\_\_\_\_\_

Tel:

\_\_\_\_\_

Fax:

\_\_\_\_\_

e-mail:

\_\_\_\_\_

Internet:

\_\_\_\_\_

Contact person (exhibitor) for the event is:

Mr  Ms

Position at  
 the company:

\_\_\_\_\_

Tel:

\_\_\_\_\_

Fax:

\_\_\_\_\_

e-mail:

\_\_\_\_\_





21. - 23.11.2018

Client number of the main exhibitor

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Name of main exhibitor:

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## Application for co-exhibitors\*

Please send in along with the completed list of products (form 1.30/1.31)!  
 Deadline: 30.09.2018

# 1.20

We hereby register companies represented by us on our stand according to the Conditions of Participation

If you wish to register more companies, please photocopy the blank form first.

### 1 Co-exhibitor

#### 1.1 Address:

Company Name (English):

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Company Name (Chinese):

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Address (English):

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Address (Chinese):

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Postcode,  
town:

---

State,  
country:

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Tel.:

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e-mail:

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Internet

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Owner / Managing Director:

Mr  Ms

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Contact person (exhibitor) for the event is:

Mr  Ms

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Position at  
the company:

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Tel:

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Fax:

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e-mail:

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#### 1.2 The Company is a/an:

- |  |  |
|--|--|
| <input type="checkbox"/> Association/institution | <input type="checkbox"/> Wholesaler/distributor    |
| <input type="checkbox"/> Importer                | <input type="checkbox"/> Commercial representative |
| <input type="checkbox"/> Manufacturer            | <input type="checkbox"/> Trade media               |
| <input type="checkbox"/> Service provider        | <input type="checkbox"/> Others                    |
| <input type="checkbox"/> Trading company         |  |

#### 1.3 The represented brand(s) is/are as follow:

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#### Please note:

The application for a co-exhibitor is FREE-OF-CHARGE, including a basic entry in our marketing materials, wherever relevant, according to the Special Conditions of Participation. The co-exhibitor is not permitted to relocate, exchange, share or in any other we make the stand space allocated to him completely or partially accessible to third parties, without the prior consent of the Organiser. The acceptance of this application for co-exhibitor is subjected to the sole discretion of the Organiser.

By signing and returning the application form, we acknowledge that the General and Special Sections of Koelnmesse Co., Ltd's Conditions of Participation as well as the stipulations of the Exhibitor Service Manual (in particular the technical regulations and the supplements contained in the order forms) are binding for our company.



Place, date, legally binding signature and company stamp of the main exhibitor



05.-09.10.2019

Client number

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Name of main exhibitor:

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**List of products:**

Must be returned by

- Main exhibitor
- Co-exhibitor
- Additionally represented companies

Please complete and return with application

**1.30**

**Name of main exhibitor:**

(Please also fill in if co-exhibitor/additionally represented company is indicated)

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**Name of co-exhibitor/additionally represented company:**

(Please fill in a separate list of products for each co-exhibitor/additionally represented company)

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**b** (Please check the appropriate box, multiple responses possible)

**We're offering:**

- Products for the food wholesale and retail trade
- Products for food service and catering
- Products for the food processing industry

**Trend topics**

The following trend topics will be communicated separately from the specialist trade fairs at Anuga. They will provide additional guidance to your relevant visitor target groups:

- Organic products
- Gourmet products and regional specialities
- Halal food
- Health & functional food
- Private labels
- Kosher products
- Vegetarian products
- Ingredients
- Products based on fair trade
- Vegan products

**Our target/sales markets are:**

**Africa**

- South Africa
- West Africa
- East Africa
- North Africa

**The Americas**

- USA
- Canada
- Mexico
- Colombia
- Brazil
- Others Central America
- Others South America

**Asia**

- China
- Japan
- South East Asia
- India
- Middle East

**Europe**

- Germany
- Western Europe
- Northern Europe
- Southern Europe
- Russia
- Turkey
- Others Eastern Europe

**Oceania**

- Australia
- New Zealand
- Others Oceania

**Global Opportunities**

We are interested in the following Koelnmesse events around the world. Please send us further information.

**Cologne**

- Anuga  
Cologne, Germany
- ISM  
Cologne, Germany
- Eu'Vend & coffeena  
Cologne, Germany
- Veganfach  
Cologne, Germany

**Global**

- Alimentec  
Bogota, Colombia
- Annapoorna – World of Food India  
Mumbai, India
- ANUFOOD Brazil  
São Paulo, Brazil
- Thaifex – World of Food Asia  
Bangkok, Thailand
- Wine & Gourmet Japan  
Tokyo, Japan
- Yummex Middle East  
Dubai, UAE



21.-23.11.2018

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Name of main exhibitor:

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## List of products

Must be returned by

– Main exhibitor

– Co-exhibitor

Please complete and return with application

# 1.31

Name of main exhibitor: (Please also fill in if co-exhibitor is indicated)

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Name of co-exhibitor:

(Please fill in a separate list of products for each co-exhibitor)

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List of products (Please tick  the corresponding items)

### Fine Food

- Staple foods
- Rice & rice products
- Canned food
- Ready-meals & soups products
- Condiment
- Other fine foods

### Dairy

- Milk & dairy products
- Pasteurized milk
- Sterilized milk
- Yogurt
- Formula milk
- Evaporated milk
- Sweetened condensed milk
- Flavored condensed milk
- Formula condensed milk
- Others

### Cream & Cream Products

- Single cream
- Cream
- Anhydrous butter
- Cheese
- Natural cheese
- Processed cheese
- Butter
- Others

### Milk Powder

- Whole milk powder
- Skimmed milk powder
- Sweetened whole milk powder
- Flavored milk powder
- Infant formula milk powder
- Others formula milk powder

### Milk Nourishments, Health Products

- Ingredients for dairy
- Dairy inspection technology and equipment
- Dairy production equipment and accessories
- Others

### Frozen Food

- Frozen ready-meals
- Frozen baked goods
- Ice cream
- Frozen dairy products
- Other raw ingredients and auxiliary agents

### Bread and Bakery

- Cake
- Bread

- Moon cake
- Filling
- Raw materials for bread and bakery
- Ingredients for bread and bakery
- Others

### Meat

- Fresh meat
- Fresh poultry
- Cured meat
- Meat products
- Poultry products
- Frozen meat
- Others

### Seafood

- Fresh seafood
- Frozen seafood
- Processed seafood
- Ready-meals seafood
- Others

### Sweets, Confectionery and Snacks

- Sweet
- Chocolate
- Snacks
- Dried fruit & nut fruit
- Preserves
- Biscuits
- Jam
- Honey
- Raw materials for sweets and snacks
- Ingredients for sweets and snacks
- Others

### Coffee and Tea

- Coffee bean
- Tea
- Coffee processing
- Filtration & cleaning products
- Machinery & equipment
- Raw materials for coffee and tea
- Ingredients for coffee and tea
- Tools & accessories
- Suppliers & services
- Others

### Olive Oil & Edible Oil

- Olive oil
- Soy oil
- Vegetable oil
- Bean oil
- Other oils

**Beverage (Non-Alcohol)**

<input type="checkbox"/>	Fruit juice
<input type="checkbox"/>	Soft drinks
<input type="checkbox"/>	Energy drinks
<input type="checkbox"/>	Mineral water
<input type="checkbox"/>	Tea-based drinks
<input type="checkbox"/>	Others

**Beverage (Alcohol)**

<input type="checkbox"/>	Beer
<input type="checkbox"/>	Red wines
<input type="checkbox"/>	White wine
<input type="checkbox"/>	Rice wine
<input type="checkbox"/>	Fruit wine
<input type="checkbox"/>	Sparkling wine
<input type="checkbox"/>	Champagne
<input type="checkbox"/>	Brandy
<input type="checkbox"/>	Whisky
<input type="checkbox"/>	Vodka
<input type="checkbox"/>	Rum
<input type="checkbox"/>	Liqueurs
<input type="checkbox"/>	Sake
<input type="checkbox"/>	Cocktails
<input type="checkbox"/>	Raw materials for alcohol drinks
<input type="checkbox"/>	Shochu
<input type="checkbox"/>	Other spirits

**Vegetables & Fruit**

<input type="checkbox"/>	Fresh vegetables
<input type="checkbox"/>	Fresh fruit
<input type="checkbox"/>	Vegetable products
<input type="checkbox"/>	Fruit products
<input type="checkbox"/>	Frozen vegetables
<input type="checkbox"/>	Frozen fruit
<input type="checkbox"/>	Raw materials for vegetables & fruit
<input type="checkbox"/>	Ingredients for vegetables & fruit
<input type="checkbox"/>	Others

**Organic Food**

<input type="checkbox"/>	Organic rice & rice products
<input type="checkbox"/>	Organic grain products
<input type="checkbox"/>	Organic milk & dairy products
<input type="checkbox"/>	Organic meat & meat products
<input type="checkbox"/>	Organic baked goods
<input type="checkbox"/>	Organic drinks
<input type="checkbox"/>	Others

**Halal Food**

<input type="checkbox"/>	Milk
<input type="checkbox"/>	Honey
<input type="checkbox"/>	Fish
<input type="checkbox"/>	Plants-based food
<input type="checkbox"/>	Vegetables & fruit
<input type="checkbox"/>	Cereals
<input type="checkbox"/>	Meat
<input type="checkbox"/>	Others

**Food Service**

<input type="checkbox"/>	Kitchen technology
<input type="checkbox"/>	Catering technology
<input type="checkbox"/>	Refrigeration technology
<input type="checkbox"/>	Construction technology, furnishing and equipment
<input type="checkbox"/>	Information and billing systems
<input type="checkbox"/>	Rinsing, cleaning and disposal technology
<input type="checkbox"/>	Distribution systems/table and serving equipment
<input type="checkbox"/>	Others

**Vending & Office Coffee, Tea & Water Services**

<input type="checkbox"/>	Vending machines
<input type="checkbox"/>	Self-service equipment
<input type="checkbox"/>	Payment systems
<input type="checkbox"/>	OCS – office coffee, tea and water services (equipment, supplies & ingredients)
<input type="checkbox"/>	Parts & components
<input type="checkbox"/>	Receipt printer, point of sales machine & bar code machine

<input type="checkbox"/>	Related services for vending & OCS industry
<input type="checkbox"/>	Internet of things, intelligent technology & e-commerce applications
<input type="checkbox"/>	Vending industry service providers

**Others**

<input type="checkbox"/>	Government
<input type="checkbox"/>	Association
<input type="checkbox"/>	Institute
<input type="checkbox"/>	Training
<input type="checkbox"/>	Consulting
<input type="checkbox"/>	Media

# GENERAL CONDITIONS OF PARTICIPATION FOR TRADE FAIRS OUTSIDE GERMANY

## General Conditions of Participation

### I. Application

1. By signing and returning the registration form, these General Conditions of Participation shall – together with the Special Conditions of Participation – be acknowledged as legally binding. The information and data being provided by the exhibitor will be electronically saved by the organiser but always observing the regulations stipulated under the applicable Data Protection Laws and such information will be transmitted or disclosed to third parties only to fulfil contractual duties.

2. The regulations stipulated in the Special Conditions of Participation shall prevail over the regulations stipulated in these General Conditions of Participation should there be a conflict between the regulations stipulated in the Special Conditions of Participation and the regulations stipulated in these General Conditions of Participation. The house rules, the technical specifications and the regulations stipulated in the Special Conditions of Participation constitute also a part of the contract.

3. The application shall constitute a legally binding offer of the exhibitor to conclude a contract from the date the organizer receives the application, irrespective of acceptance; the application cannot be appended with conditions or reservations.

### II. Acceptance / Transfer of Stand Space / Contractual Obligation

1. The organizer shall accept the application in accordance with the Conditions of Participation, which apply to all participants (acceptance).

2. The acceptance is subject to the organizer's discretion. If the number of application forms complying with the requirement profile and received by the organizer prior to the expiration of the registration period exceeds the number of available exhibition space, the organizer shall have the right to make a discretionary decision regarding the admission of applicants to the exhibition.

3. The exhibitor may be disqualified from admission to the exhibition, if the exhibitor failed in the past to fulfil his financial obligations vis-à-vis the organizer at any time, or if he failed to fulfil such financial obligations within the prescribed period of time.

4. The legally binding contract shall be concluded upon written notification of acceptance. Should the content of the acceptance differ from that of the application (registration), the contract shall be concluded under the terms of the acceptance – even if the acceptance differs from the application – unless the applicant objects in writing within 2 weeks after receipt of the acceptance. At the beginning of the period, the organizer has to particularly point the exhibitor to the right to object and the consequences of the non-objection in writing. The same shall apply, if it is necessary to postpone the event or to transfer the venue of the event, provided that the change can be regarded to be reasonable; in this case, the corresponding notification of change from the organizer shall supersede the admission.

5. The acceptance only applies to the respective event, the company or corporation applying, its products and services. Products, which do not conform to the list of permitted goods, must not be exhibited at the trade fair.

6. The organizer allocates stand space in accordance with the exhibits being registered to belong to a certain topic or theme within the exhibition.

7. There is no legal entitlement for the allocation of stand space in a certain hall or in a certain hall area. If deemed necessary by the organizer, the organizer is entitled to subsequently allocate the stand space other than stated in the acceptance, to change the size and dimensions of the stand space, to relocate or close entrances or exits from and to the stand and to undertake structural changes in the exhibition halls without legal claims against the organizer, provided there is substantial cause for doing so. In the event of a reduction in stand space size, the exhibitor will be credited with the prorated difference arising from the correspondingly lower space cost. The exhibitor will be notified without undue delay, if the stand space becomes unavailable due to reasons, which are beyond the organizer's control. In this

case, the exhibitor will be entitled to a reimbursement of the participation fee. Any further claims for damages, exceeding the aforementioned reimbursement, shall be expressly excluded.

8. Any complaints by the exhibitor must be submitted in writing without undue delay but at the latest while the event is in progress; the organizer cannot consider complaints at a later date.

9. Furthermore, the organizer shall have the right to rescind the contract for a substantial cause. Such a substantial cause shall be constituted, in particular, if an admissible application for opening insolvency proceedings against the exhibitor's assets has been made or such an application has been dismissed due to lack of funds. The exhibitor must inform the organizer of such circumstances without undue delay.

10. The organizer is entitled to rescind the contract, if the event utilization falls below 50 % of the rental stand space. In this case the organizer is not liable for any damages or losses but has to refund already paid fees or down payments.

11. After the binding registration and the consequent acceptance, release from the contractual relationship is not possible without the organizer's consent.

12. The organizer may agree to the request for release from the contract only in exceptional cases, e.g. if the stand space in question can be rented to another exhibitor. In this case, the organizer is entitled to demand liquidated damages in the amount of 25% of the participation fee without providing any proof. The exhibitor shall have the right to prove that a damage or loss has not been incurred or that the quantum of damage or loss incurred is considerably less. In addition to the liquidated damages, the exhibitor is liable for catalogue fees and other costs and expenses, which in particular, have been incurred as a result of a claim by a third party. The occupancy of stand space by an already accepted and allotted participant by means of a stand exchange does not constitute a mitigating form of stand area rental.

13. Should the exhibitor fail to assume the stand space allotted to him at the beginning of the construction period, the organizer will demand the exhibitor to assume the stand space by setting a reasonable timeframe.

14. Should the timeframe set in accordance with II 13 fruitless expire, the organizer shall have the right to rescind the contract and to assert a claim for damages due to non-performance.

15. The following cases will fall solely within the exhibitor's scope of risk:

- the products, which have been stipulated for the presentation, cannot be introduced at the venue of the event due to legal requirements prevailing there or due to other reasons, or
- such products do not arrive in time, do not arrive undamaged or do not arrive at the venue of the event at all – e.g. as a result of any loss, delay in transport or customs, etc. – or
- The journey, the journey of the exhibitor's employees or the exhibitor's stand or installation personnel is delayed or becomes impossible. The exhibitor will in all these cases remain under the obligation to pay all the contractual charges and fees agreed upon.

16. After the exhibition has ended the exhibitor is obliged to leave and return the allotted stand space in a condition that equals the condition when the exhibitor took over the stand space. The timeframe in which the exhibitor has to leave shall be determined by the organizer in the Special Terms of Participation. Should the exhibitor fail to comply with this obligation to vacate in time, the organizer is entitled to remove the exhibitor's belongings from the exhibition place on the exhibitor's expense. Furthermore the organizer shall have the right to sell the exhibitor's belongings and to set off claims against him.



### III. Construction and Arrangement of Stands

1. All stand constructions and stand designs must comply with statutory safety regulations, and comply with the specified requirements stipulated in the Special Conditions of Participation.
2. All stand construction service providers must have a special permit from the organiser in order to construct the trade fair stands in the exhibition halls. Any additional technical services that may be required, particularly the installation of electricity, water and safety devices, the recruitment of local auxiliary personnel, etc., may be ordered exclusively through the organiser by means of special order forms and against a separate charge, whereas the charges shall be in accordance with the usual charges being market price at the place of venue.
3. For the duration of the event the stands must display the exhibits and be staffed by personnel as stated in the acceptance.
4. The organiser is entitled to demand the removal of exhibits from the stand, which could constitute a considerable disruption to the operation of the event or put the safety of exhibitors and visitors at risk due to their door, noise, other emissions or appearance. Furthermore, the exhibitor will be responsible for ensuring compliance with all statutory provisions of the host country. In case of non-compliance, the organiser shall also have the right to demand the removal of exhibited articles or the forbearance of a certain activity. Should the exhibitor fail to comply with this demand without undue delay, the organiser is entitled to have the exhibits in question removed at the exhibitor's expense and risk and to close the exhibitor's stand, without any claims for loss or damages against the organiser.
5. The exhibitor is obliged to co-ordinate the construction and design measures for his stand with the organiser in advance. The organiser has to notify the exhibitor about any requested amendments or alterations as early as possible. Furthermore, the exhibitor is obliged to inquire about the relevant statutory regulations, laws etc. or building regulations on his own initiative. Should the exhibitor violate those regulations, the organiser is entitled to vacate or alter the stand on the exhibitor's expense. The organiser does not assume liability for any information provided by him.

### IV. Participation Fee and Other Costs / Terms of Payment

1. The amount of the participation fee, the down payment as well as the flat-rate cost of energy will be calculated according to the rates specified in the Special Conditions for Participation. The Invoicing amount will be calculated on the basis of the total stand floor space as allocated and will not exclude any projecting or overhanging parts, pillars, installation connections and other permanent internal fittings.
2. After the exhibitor's admission, the exhibitor will receive an invoice for the participation fee and other costs and possibly a registration fee invoice. The invoice less the down payment must be paid not later than 10 weeks before the commencement date of the event. The aforesaid invoice amount is to be paid in full without any deductions. Invoices being issued less than 10 weeks prior to the commencement date are due immediately.
3. The organiser is entitled to request a down payment whereas the due day of such down payment is stipulated in the Special Conditions of Participation or the down payment invoice. The rates contractually agreed upon (in the acceptance) are net fixed rates plus legally applicable taxes.
4. The organiser shall have the right to increase the rates by the amount of the corresponding cost increment in the event of any increase in its own prime cost, particularly as a result of higher production, purchasing and labour costs as well as higher fees, taxes and other fiscal charges imposed at the venue of the event. Should the increment exceed 10 % of the rates being published by the Organiser in the application forms the Organiser grants the exhibitor the right to terminate the contract within 10 working days from the date of the receipt of such an increment notice.

5. The payment of all invoices on or before the due date shall be a prerequisite for the occupation of the stand space.
6. Failure to conduct payment in time will result in interest charges amounting to 6% per annum. Should the damages incurred by the organiser exceed this interest amount, he shall be entitled to these additional damages. The claim for compensation will cease or be reduced, if the exhibitor may prove that the organiser has incurred substantially less or no damage as a result of the payment default.
7. Should settlement of the invoice not be effected within the deadline (due date), the organizer is entitled to terminate the contract.
8. As a security for all claims the organiser might have against the exhibitor, the organiser has a pledge on all movable objects belonging to the exhibitor on the stand area.
9. Any services that the organizer has provided will be invoiced either in EUR, in USD or in another currency to be determined by the organizer at the organizer's discretion. The exhibitor is obliged to pay the amount and currency stipulated on the invoice ("billing currency"). Should the organizer, as a courtesy, accept settlement of the invoice in a currency other than the billing currency, such payment must be calculated based on the conversion on the official buying rate of the billing currency on the date of payment. Any exchange rate losses in relation to the billing currency after the invoice becomes due for payment are at the exhibitor's expense.
10. Any complaints relating to the invoice must be made in writing, without undue delay, at the latest 2 weeks after receipt; complaints submitted at a later date cannot be considered.
11. Any projecting or overhanging parts, pillars, installation connections and other permanent internal fittings in the stand space do not entitle the respective exhibitor to any reduction in the participation or other costs.
12. The organizer shall also be entitled to the payment of the full amount, should the exhibitor fail to fulfil any of his contractual obligations. This does not affect further claims for damages. Should the organizer fail to fully or partially fulfil his contractual obligation, the exhibitor is entitled to a proportional reimbursement of any payments already made by the exhibitor. Exceeding claims are excluded in accordance with section VII.
13. In the event of counter claims being made against those claims arising from the contract, the exhibitor may only set off or assert his right of retention in as far as these claims are undisputed or have been awarded by an enforceable judgement.
14. Should an invoice upon request of the exhibitor be sent to a third party, this does not constitute any waiver of claims or obligations of the exhibitor. The latter remains obliged to pay until such time as the account receivable has been settled in full.
15. All payments being due to the organizer must be made in full without deductions, whereas bank charges, currency exchange fees etc. have to be borne by the exhibitor or debtor.

### V. Co-exhibitors, Additional, Group and Joint Stands

1. Stand spaces shall be rented out only as a whole unit and only to one contracting party. The exhibitor is not permitted to relocate, exchange, share, or in any other way make the stand space allocated to him completely or partially accessible to third parties, without the prior consent of the organiser.
2. Use of the stand area by another company with its own products and own staff (co-exhibitor) requires a special application for admission and the consequent approval by the organiser. This also applies to companies for which one of the requirements mentioned (own products or own staff) is not fulfilled (additionally represented company). Companies, which are members of a corporate group as well as subsidiaries, are considered to be co-exhibitors. The organiser reserves the right to demand an additional participation charge and other costs for the admission of co-exhibitors/ additionally represented

companies. Such charges and costs will be invoiced to the exhibitor.

3. Co-exhibitors and additionally represented companies are accepted only under the conditions stipulated in section II of these General Conditions of Participation; these Co-exhibitors and additionally represented companies are equally subject to the Conditions of Participation as they apply to exhibitors.

4. Should an exhibitor accommodate a co-exhibitor or an additionally represented company without the express permission of the organiser, this shall entitle the organiser to immediate termination of the entire contract and to have the stand space vacated at the exhibitor's risk and expense.

5. After the acceptance has been received, the contractual relationship remains exclusively between the organiser and the exhibitor, who is liable for his and the co-exhibitor's and the additionally represented company's non-performance, breach of contract etc.

6. Should several exhibitors wish to participate at the event together on one stand, the General and Special Conditions of Participation are binding for each exhibitor. In addition, they are obliged to name a contact person in their application, jointly appointed as an authorized representative. Moreover the conditions stated in section IV apply analogously. In the event of permitted joint use of the stand space, all exhibitors are liable to the organizers for payment of the participation and other costs and the fulfilment of other obligations – regardless on which legal grounds – as co-debtors.

## VI. Domestic Authority

1. The organiser has the right to establish rules of the house for every event. These rules come into force after their publication at the place of the event. The rules of the house become part of the contract. There is no obligation to hand out these rules of the house to each exhibitor and the exhibitors have to inform themselves about the content of the rules of the house.

2. The organiser shall exercise domestic authority throughout the exhibition area. The organiser is entitled to have exhibits removed from stands if their display contravenes statutory laws, is offensive or do not comply with the list of permitted goods.

3. The promotion of political and ideological contents is prohibited. In the event of serious offences against these Conditions of Participation, the organiser is entitled to close the stand or have it vacated.

## VII. Warranty / Liability / Insurance

1. The organiser does not assume any obligation to exercise proper care of exhibits, stand fittings and objects, which are the property of the stand personnel. Any liability for damages and losses is expressly excluded, if it is possible to underwrite the risks. This does not affect the liability incurred by wilful acts or grossly negligent misconduct. This exclusion of liability is not affected by security measures of the organiser.

2. Within the scope of liability, the statutory regulations concerning the burden of proof shall continue to apply; they will not be affected by this clause except in cases concerning liquidated damages.

3. It is recommended to conclude an exhibition insurance policy, which can be obtained via the Exhibitor Service Manual. In addition the exhibitor may order special security measures by applying so with the corresponding form in the Exhibitor Service Manual.

4. The exhibitor is liable to the organiser for any damage inflicted on the organiser, provided that such damage is attributable to the exhibitor's culpable (wilful action or negligence) action or the culpable action of the exhibitor's personnel, the exhibitor's employees or any third party which the exhibitor has appointed or any other third parties, whose services the exhibitor is using for the purpose of fulfilling his obligations.

5. Instead of proving the quantum of an incurred damage, the organiser shall be entitled to demand liquidated damages in the amount of 25 % of the participation fee (including rent and additional services) without providing any

proof. However, in this case the exhibitor shall have the right to prove that a damage or loss has not been incurred or that the quantum of the damage or loss incurred is less than the liquidated damage. The organiser may choose to claim damages exceeding the amount of 25 % of the participation fee if the organiser can prove such higher damage.

6. The exhibitor is obliged to strictly comply with the Technical Guidelines, which will be handed over to the exhibitor by the organiser, as well as with the information from the organiser's circular letters with regard to questions on the preparation and implementation of the event. The exhibitor is furthermore obliged to inform himself about legal requirements and necessary permits and to obtain the same.

7. The organiser may request from the exhibitor to obtain an insurance to cover certain risks, which have been specifically addressed to the exhibitor.

8. In the event of any claims regarding fatal injuries, bodily or health injuries, the organiser shall be liable for damages caused intentionally or by gross negligence in accordance with statutory obligations. Other contractual and/or legal damage claims of any type, including damage claims for consequential damages, shall be excluded, unless the damage was caused by the intentional or grossly negligent action of the organiser.

9. The foregoing limitations of liability shall apply, to the full extent, to the executive organs, employees, legal representatives, persons employed in performing an obligation and vicarious agents, whose services are used by the organiser for the performance of the contract. However, all claims shall be restricted to the payment of typical, foreseeable damages. Furthermore, the organiser shall be liable for every culpable infringement of an essential contractual obligation. Essential contractual obligations shall include only those contractual obligations, which are indispensable to the execution of the contract. This applies to all claims, which could arise as a result of, and in connection with, this contract. If the organiser is compelled to temporarily vacate or permanently close the exhibition area or parts thereof, to postpone, shorten or extend the event as the result of a force majeure, or for other reasons beyond his control, the exhibitor is not entitled to any claims, in particular, not to claims for damages or losses against the organiser.

10. The responsibility of the event organiser is limited to fault in all cases without prejudice to any limitations of liability under these Conditions of Participation. If a contract provides for the procurement of certain items, the organiser does not assume the risk of procurement, unless expressly agreed otherwise in individual cases.

11. The warranty period for deliveries of new items is 1 year if there is no shorter statutory warranty period applicable. For second hand articles, any liability based on warranty is excluded. There is no warranty or liability for normal wear and tear, force majeure, faulty or negligent handling, excessive demands or failure to comply with statutory provisions or operating instructions.

12. The exhibitor shall be liable and bear the risk for all damages incurred during transportation to and from the exhibition venue including all damages incurred during transportation within the exhibition building.

## VIII. Period of Limitation

Any claims of the exhibitor, which may be asserted against the organiser and which may arise from the contractual relationship, as well as all other claims relating thereto, shall become time-barred after one year, unless a shorter statutory limitation period applies or the liability of the organiser results from an intentional action. The longer statutory limitation period for tortious claims, fraudulent intent and culpable impossibility of performance shall remain unaffected. The limitation period shall commence at the close of the month, in which the closing date of the event falls.

## **IX. Reservations / Final Provisions**

1. The exhibitor is solely responsible for compliance with all the laws, guidelines, and other regulations being applicable at the place of venue of the event, even if the contents of the organiser's conditions for participation deviate from such regulations. The exhibitor must inquire about the relevant regulations prevailing at the venue of the event promptly and comprehensively, and thereby obtain the required information. The organiser will not assume any liability for damages and other losses, which might result from any non-compliance with this obligation.

2. The organiser shall have the right to postpone, shorten, extend or cancel the event, as well as to terminate the event temporarily or definitely, as well as individually or collectively, if such an action is required due to unforeseen events such as force majeure, natural disasters, wars, disturbances, strikes, breakdown or obstruction of traffic and communication. In the event of any postponement, shortening, extension or termination, the exhibitor shall not be entitled to the payment of any resulting damages, which the exhibitor may suffer. The exhibitor shall have the right to rescind the contract, if he loses interest in participating because of such an action and if the exhibitor consequently waives the reservation for the stand space allotted to him. Upon full knowledge of the change, the rescission of the contract must be declared in writing and without undue delay.

3. In case of the cancellation of an event, the organiser shall not be liable for damages and/or other losses, which might be incurred for the exhibitor. Upon request of the organiser, the exhibitor will be obligated to defray a reasonable share of the expenses resulting from the preparation of the event. The amount of the share to be paid by each exhibitor shall be stipulated by the organiser after consultation with the business organizations concerned, whereas the maximum shall be 5% of the total costs. By signing the application form the exhibitor acknowledges the organiser's Conditions of Participation (the General and Special Sections) together with all other regulations relating to the contractual relationship, as legally binding.

4. Should these provisions be or become partially legally invalid or void, this shall not affect the validity of the remaining provisions or the contract. In this event, the parties bind each other to replace the invalid provision with a valid provision that comes to the commercial purpose of the invalid provision as close as possible. The same applies to loopholes.

5. All agreements, approvals and alterations to the contract must be made in writing. The same shall also apply to any amendment or waiver of this written-form clause itself.

## **X. Place of Fulfilment / Place of Jurisdiction**

1. Place of fulfilment for monetary obligations of the exhibitor – no matter on which legal basis – shall be the principal place of business of the organiser as far as there is no other place of fulfilment stipulated in the Special Terms of Participation.

2. The place of jurisdiction, also in cases involving documents, bills of exchange and cheques shall be the principal place of business of the organiser. At its option, the organiser shall also be entitled, to lodge claims at the court of the place where the exhibitor has his place of business or his branch.

3. The entire legal contractual relationship between the exhibitor and the organiser, including any annexes and schedules shall be governed and interpreted in accordance with the substantive laws (but without reference to the conflict of law rules) of China.



## SPECIAL CONDITIONS OF PARTICIPATION AT ANUFOOD China 2018

### Special Conditions of Participation

#### 1 The fair, The organisers, The venue, The dates

The Trade Fair ANUFOOD China 2018 is being organized by

**Koelnmesse Co., Ltd**  
**Unit 0906, Landmark Tower II,**  
**No. 8 Dongsanhuan North Road,**  
**Beijing 100004 PR China**

As the organiser of ANUFOOD China 2018  
The exhibition is being held from Wednesday 21st to Friday 23rd November, 2018 at China National Convention Centre (CNCC), Beijing, China.

The exhibition is open to exhibitors on November 21-23 from 9.00 a.m. to 5.30 p.m. and to visitors on November 21-23 from 9.30 a.m. to 5.00 p.m. (admission up to 4.30 p.m.)

The period for setting up is from Monday, November 19 to Tuesday, November 20, 2018, daily from 9.00 a.m. to 6.00p.m. The period for dismantling for is on Friday, November 23 2018, from 16.00 p.m. to 21.00p.m.

#### 2 Eligibility to take part

Exhibitors should be manufacturers of goods that are included in the nomenclature of the exhibition ("List of products") and if they are produced by the exhibitor at his own manufacturing plant or are offered as parts or accessories thereof. Admission is also open to exhibitors displaying items which, in accordance with the list of goods are in keeping with the overall theme of the event and which the exhibitor has had manufactured under his own name.

In addition, importers and dealers may participate, if their application for ANUFOOD China is approved by the manufacturer(s) of the respective products and brands and if they are not to be exhibited by the original manufacturer.

The agreement of the manufacturer(s) must be documented upon request. In case of failure of this pre-condition, the organiser has the right to withdraw the acceptance of the importer and/or dealer.

The organiser will decide upon the acceptance of firms or products.

#### 3 Participation Costs, Payment Terms and Cancellation Terms

Your participation will entail the following costs:

Stand costs – Exhibition

- In the halls per square metre excluding stand construction, excluding provision of stand partition walls (minimum size 24 sqm.): **EUR 260 /sqm**

The construction of the stand shall be the obligation of the exhibitor.

- In the halls per square meter with Standard shell scheme construction (Minimum size 9 sqm): **EUR 310/sqm**

The rented space in total must be divisible by three m<sup>2</sup> (9, 18, 27, etc.). stand costs for the Standard Shell Scheme include the rent for the exhibition space for the entire duration of the event including the setting up and dismantling periods, a specific number of exhibitor and work badges, the use of all general technical and service facilities in the fair halls like lighting, ventilation, air conditioning, electrical consumption, general surveillance of the halls and cleaning of the aisles; consulting on organisational matters by Koelnmesse Co Ltd employees, catalogue entry.

The stand costs do not include the installation and use of compressed air, and the installation of water connections on the stand.

For two-storey exhibition stands, the actual allotted area in the upper storey following the technical inspection is calculated at 50% of the raw space price per m<sup>2</sup> of floor area. For multiple island booths who wish to utilize the

connecting aisle space by carpet or construction (arch or banner), it is calculated at 50% of the raw space price: EUR 130 per sqm of floor area.

If the Application for Main Exhibitor 1.10 is received by the organiser 100% of total participation fee incurred is due upon date of receipt. An invoice of the said amount will be issued and sent to you. This invoice is to be paid in full before commencement of the event according to the terms of payment as indicated on the invoice.

The aforementioned payments may be made by cheque or wire transfer according to the terms of payment as indicated on the said invoices. All bank and administrative charges as well as foreign exchange differences are to be borne by exhibitors.

If an exhibitor fails to pay according to the abovementioned terms and payment schedule, the organiser reserves the right to release without notice to the exhibitor the stand space reserved for exhibitor.

If an exhibitor cancels its participation ON OR BEFORE July 23rd, 2018, the exhibitor shall remain liable to the Organiser for liquidated damages in the amount of 25% of the total participation fee.

If an exhibitor cancels its participation July 24th, 2018 - August 23rd, 2018 (both dates inclusive), the exhibitor shall remain liable to the Organiser for liquidated damages in the amount of 75% of the total participation fee.

If exhibitor cancels its participation ON OR AFTER August 24th, 2018 or fails for any reason whatsoever to utilize the stand space allotted to him, the exhibitor shall remain liable to the Organiser for liquidated damages in the amount of 100% of the total participation fee (including any balance due at the time of cancellation).

Any notice of cancellation to be given hereunder is required to be in writing to Koelnmesse Co., Ltd and shall not be effective until such cancellation notice is received by Koelnmesse Co., Ltd. No cancellation shall relieve the exhibitor of his obligation to pay any sums due to Koelnmesse Co., Ltd prior to the effective date of such cancellation.

If a written request to change (downsize) the assigned exhibit space(s) is received by Koelnmesse Co., Ltd, a downsize and / or re-allocation of the stand space is subject to the absolute discretion of the organizer. The exhibitor is obligated to pay Koelnmesse Co., Ltd liquidated damages of total participation fee of change (downsize) in the event that the original space cannot be rented to another participant before the commencement of the event.

#### The stand costs for the shell scheme construction include:

(cf. also Application for Main Exhibitor 1.10/2 "Shell Scheme Specification")  
General setting up and dismantling of the stand, incl. all additional costs consisting of:

- General hall cleaning of the aisle
- Laying carpet over the entire booth area
- Booth partition walls (rear and side walls) as per stand space
- Fascia board with Company Name
- Booth furniture per booth: as specified in Form 1.10/2 "Shell Scheme Specification"

The stand costs do not include the installation and use of compressed air and water connections on the stand.

#### Co-exhibitors

As far as accommodation of other companies or firms will be permitted on the stand (cf. figure V. (2) in the General Conditions of Participation, whereas co-exhibitors and additionally represented companies will be treated as the same), their application will be free-of-charge. This includes the basic catalogue entry.

All and any costs caused by the co-exhibitor or services additionally ordered shall be payable separately by the main exhibitor.

#### 4 Fitting and arrangement of the stands

4.1 Please take into account that where necessary hall pillars and other permanent construction features are contained in the rented stand spaces, the participation fee is calculated on the basis of the exact measurements of the stand space allocated.

4.2 Stand construction will only commence if the exhibitor orders Standard stand construction.

4.3 Any individual stand construction must be approved in advance by Koelnmesse Co., Ltd and the hall proprietor in writing. The stand must be constructed to comply with the dimension of the space allocated. Plans for non-standard structures or designs for stands with meeting rooms or where technical calculations are required, as well as plans for technical fittings should be submitted to Koelnmesse Co., Ltd and the hall proprietor in duplicate for perusal not later than 6 weeks prior to the beginning of the event.

In the event of these plans having to be scrutinized by the proprietor of the halls, Koelnmesse Co., Ltd shall assume responsibility for forwarding them as commissioned by and for the account of the exhibitor and shall notify the exhibitor of the outcome. Koelnmesse Co., Ltd will not release the exhibitions space in question for construction work until the results of the inspection have been received.

Any other fitting and arrangement of the stand is left to the exhibitor but should be appropriate for the event in question. The exhibitions company's name must be clearly visible on each stand.

Each Shell Scheme exhibitor will receive a stand sign with number of the booth according to the stand confirmation. The stand sign has to be clearly visible during all the exhibition time.

## 5 Exhibitors' badges and badges for stand construction personnel

### As an exhibitor you will receive

Size of booth	Quantity of badges (max.)
If Up to 12 sqm	3
13 – 24 sqm	6
25 – 36 sqm	9
37 – 48 sqm	12
More than 48 sqm	15

The badges will be valid from the first day of the setting up until the last day of the dismantling period.

Used exhibitor cards, i.e. those with the names of stand personnel printed on them, may be exchanged once for new cards free of charge in case the stand Personnel will be replaced during the exhibition. The new cards can be obtained at the exhibitors' service office. You can order additional passes with the correct order form in the Exhibitor Manual.

You will also receive free badges to enable the company personnel to enter the trade fair complex for the purpose of erecting and dismantling the stand. These badges are only valid up to the beginning and after the end of the exhibition. They do not entitle the holder to enter the complex during the exhibition. Exhibitors can order these passes with the correct order form in the Exhibitor Manual.

Non-company stand designers require a special permit to undertake construction work in the halls.

## 6 Rules on selling

In view of the professional nature of the event, the organiser shall have the right to prohibit the direct sale and open-price-labeling of exhibits or samples on the stands, in particular in case of official order or to intervene in all cases where safety and orderly conduct on the exhibition floor is at peril. Compensation or claims for reimbursement by the exhibitor are ruled out in the case of the afore-mentioned measures.

## 7 Show Catalogue

The organiser issues for their fairs and exhibitions a catalogue which includes an alphabetical list of firms, a list of goods and advertisements. This makes the catalogue an important and up-to-date source of reference for all interested persons and also gives it added value after the fair. The space application includes free entry in the Trade Fair Directory, including name and address of exhibitor, executive, telephone and fax. The reproductions of logos and texts as well as advertisements are offered separately in the Application Forms and are subject to an extra charge. All entries in the catalogue must be submitted to the organiser or to the company commissioned by the organiser 6 weeks prior to the first day of the event. The organiser of the fair reserve the right to commission a third company with the production of the catalogue.

The organiser does not accept any liability for printing errors, incorrect placing, mistakes and other gaps or faults in printing. The advertiser shall be responsible for the subject matter of advertisements and entries and for any omission or mistake resulting from them.

## 8 Verbal agreements

Any verbal agreements, individual permissions and exceptions outside the framework of these contracts are not valid until confirmed in writing by the organiser.

## 9 Exhibitor Manual

After signing the Space Application Form and the formal admission of the exhibitor by the organiser, the exhibitor will receive the Exhibitor Manual. In this manual the exhibitor can order the different free-of-charge and chargeable services (such as e.g. additional furniture, additional stand cleaning, extra stand security, etc.) that the organiser offers.

## 10 Intellectual Property Rights

Koelnmesse Co., Ltd, as a professional Organiser for international exhibition, respects and expects our Exhibitors to respect the lawful rights of the owners of intellectual property rights. For the purpose of protecting the lawful rights of the owners of intellectual property rights and facilitating the handling of intellectual property infringement complaints at the exhibition held by Koelnmesse Co., Ltd, Koelnmesse has set out the intellectual property protection rules to be complied with at the exhibition in the Exhibitor Service Manual according to the relevant Singapore laws and regulations. Please refer to the Exhibitor Service Manual for details.

## 11 General Conditions of Participation

We would like to draw your attention to the provisions contained in the General Conditions of Participation for Trade Fairs outside Germany. All legal relationships between you and the organizer are subject exclusively to the laws of the People's Republic of China (PRC). The house rules and the regulations set down in the Special Section of the Conditions of Participation form part of the contract.

Status: 09 / 2017