



November 13-16, 2018 Messe München



www.semiconeuropa.org

Application Form Co-exhibitor

Deadline: August 13, 2018

Please complete in full and return

semiconeuropa@semi.org, Tel. +49 30 3030 8077 14, Fax +49 30 818 78879 SEMI Europe, Helmholtzstraße 2-9, 10587 Berlin, Germany

ompany		We hereby authorize the company name	d helow to exhibit at our
ontact	Stand no. (if already known)	booth as a co-exhibitor.	a below to exhibit at our
ostal code Town		The company has all technical and commercial documents necessary for the information of visitors concerning the exhibits on display. The exhibits correspond to the index	
		of products and services (cf. A4 of the General Terms of Please note the Terms of Participation B 4 "Co-exhibito	
co-exhibitor		B 3 "Mandatory communication fee."	is allu
SEMI-Member O Non-Member	r	Fee per approved co-exhibitor	EUR 350 (SEMI-Member
ompany		Mandatory communication fee for co-exhibitors	EUR 520 (Non-Membe EUR 23
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ostal code Town		VAT ID No. (required by VAT legislation)	
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○ Ms ○ Mr rea code Phone Response required. Please check: ○ Applicants who are established in Germany of earning income on a sustainable basis (Ar ○ Applicants who are foreign government ag	t. 9 MwStSystRL). The applicant herewith declares	Job function E-mail (personalized) applicant, his/her company carries out business-related activithat he/she is sourcing the services provided by Messe Münch shing to let space to co-exhibitors in exchange for payment: The	en GmbH for his/her company.
of earning income on a sustainable basis (Art	t. 9 MwStSystRL). The applicant herewith declares t	ven applicant, his/her company carries out business-related act hat he/she is sourcing the services provided by Messe Müncher charge for its services plus statutory German sales tax even if	n GmbH for his/her company.
and orders the services for the co-exhibitor from The application fee, the mandatory communica Response required. Please check:	ation fee, as well as all other costs will be charged as the Technical Guidelines (https://electronica	'	on-and-technical-guidelines.p
Place and date		Company stamp and legally binding signature of the main ex	







November 13–16, 2018 Messe München

Organizer and financing body:

Tel. +49 89 949-20331/20372

management@electronica.de

Fax +49 89 949-20339

www.electronica.de

Messe München GmbH Messegelände 81823 München

Germany





Special Terms of Participation (B)

The General Terms and Conditions of Participation A and the Technical Guidelines of Messe München GmbH shall apply, insofar as the present Special Terms of Participation do not contain any provisions in derogation thereof.

Duration:

Tuesday, 13 to Friday, November 16, 2018

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Opening hours visitors:

Tuesday to Thursday 09:00 – 18:00 Friday 09:00 – 17:00

Opening hours exhibitors:

Tuesday to Thursday 08:00 – 19:00

Friday 08:00 until dismantling deadline

All prices indicated below are net and subject to applicable value-added tax.

B1 Application

Applications should be filed online at www.semiconeuropa.org or using this form, duly completed and signed with a legally binding signature. The application form will be submitted to Messe München GmbH by SEMI.

B2 Eligibility

Admissible as exhibitors are all domestic and international manufacturers or their German subsidiaries, master distributors, licensed dealers or service companies and companies authorized by the manufacturer to exhibit his products. All exhibits must correspond to the range of products and services defined in the SEMICON Europa product index (see appendix to application/index of products and services). Objects other than those registered and admitted, or used and leased machinery, may not be exhibited. Messe

München GmbH as the fair organizer has the final decision. Organizers of joint stands are not exhibitors as defined by the "Special Terms of Participation (B)."

Only such German and international companies or institutions can be admitted as exhibitors whose objects of business conform to the index of products and services attached. Messe München GmbH reserves the right to extend the scope of exhibits.

B 3 Participation fee, advance payment for services (cf. A 7)

The net participation fees per m² space are:

The minimum stand size is 9 m²

Standard raw space EUR 395
Raw space of 72 m² or more EUR 375
Innovation Village, Start Up Companies EUR 519 per kiosk

Innovation Village Growth Companies,

more than 5 years EUR 699 per kiosk Cluster Alley (Standard raw space)* EUR 335 Cluster Alley (Raw space of 72 m² or more)* EUR 318

Container space EUR 1,050

Exclusively for SEMI Members

SEMI grants its members the following discounted rates:

Standard raw space EUR 295/m²
Raw space of 72 m² or more EUR 275/m²
Innovation Village, Start Up Companies EUR 419 per kiosk

Innovation Village Growth Companies,

more than 5 years EUR 599 per kiosk Cluster Alley (Standard raw space)* EUR 235/m² Cluster Alley (Raw space of 72 m² or more)* EUR 218/m²

SEMI Membership must be active at all times to receive Member Pricing. The individual financial contribution will be considered on your admission invoice.

* A specific discounted fee of 15% is applied to Microelectronic Clusters and Associations who are exhibiting with minimum 5 companies belonging to their organization.

Two-story stand construction

On two-story constructions, the upper floor space is charged at 80% of the respective ground floor rate.

The participation fee covers the stand space rental and moreover comprises extensive services provided by Messe München GmbH, which include in particular: advice on stand planning, advice on the technical conditions and requirements on site regarding stand design, advice on setting up and dismantling the stand, concept and public relations work for the fair, visitor marketing and visitor acquisition for the fair, preparation and organization of trade-fair related opening events, press conferences, presentations and exhibitor evenings, insofar as these are organized by Messe München GmbH, the preparation and implementation of forums and special shows, insofar as these are organized by Messe München GmbH or third parties on behalf of Messe München GmbH, the provision of exhibitor passes for authorized persons in accordance with clause B 13 "Exhibitor passes," the provision of advertising media, the lighting, heating and air-conditioning of all the exhibition spaces, basic guard service for the event site, regular cleaning of general areas, the provision of loudspeaker systems used for informing visitors to the fair, and other visitor information systems including signage, the provision of visitor lounges, meeting rooms and catering facilities for exhibitors, visitors and the press within the exhibition premises, the deployment of first-aid operatives as well as traffic routing to and within the event site.

Mandatory communication fee

Exhibitors will be charged a mandatory communication fee amounting to EUR 465, co-exhibitors will be charged with EUR 233. This fee includes the basic entry in the catalog (print, online and mobile, cf. B 12 Media services) plus one copy of the trade fair catalog (hand-out on site at the fair). It also covers the basic entry in the visitor guide and other communication services as set out in provision B 12 "Media services (Catalog—Internet—Mobile)." Exhibitors can book other entries in the respective advertising media for extra





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Cont. B 3 Participation fee, advance payment for services (cf. A 7)

charges. Prices for the additional listing and promotion opportunities are given on the respective order forms, which will be sent to exhibitors by the media services partner contracted by Messe München GmbH.

Advance payment

The advance payment for exhibitor services ("Advance payment," cf. A 7) is EUR 20/m² of rented exhibition space. In the final invoice, the advance payment will be offset against the services actually ordered by the exhibitor, subject to the provisions stipulated in A 7.

AUMA charge

The German Council of Trade Fairs and Exhibitions (AUMA) levies all exhibitors a charge of **EUR 0.60/m²** of rented exhibition space. This amount is charged by Messe München GmbH and transferred directly to AUMA.

Mandatory waste disposal charge

At electronica 2018/SEMICON Europa 2018, a fixed disposal fee of **EUR 4.00/m²** plus statutory VAT is levied, which is to cover the disposal of all waste generated at the exhibitor's booth during setup and dismantling and throughout the duration of the trade fair.

B 4 Co-exhibitors (so-called logo partners)

The participation of companies as co-exhibitors (cf. A 4) is on principle possible. Participation is, however, subject to Messe München GmbH's prior authorization. Permission to participate may be granted only if the co-exhibitor would also be eligible to participate as an exhibitor. However, a mandatory communication fee in the amount of **EUR 233** will be levied for each co-exhibitor. The mandatory communication fee for each co-exhibitor includes the same services as for the main exhibitor (cf. B 3).

Co-exhibitors must be registered by the main exhibitor at: www.semiconeuropa.org

The co-exhibitors will be submitted to Messe München GmbH by SEMI. Messe München GmbH contacts the main exhibitor and sends a list of all registered co-exhibitors. The main exhibitor has to confirm these applications with his signature and return the document to Messe München.

The application fee, the mandatory communication fee, as well as all other costs will be charged to the main exhibitor.

An application fee in the amount of EUR 520 will be levied for each co-exhibitor

SEMI grants its members the following discount:

Application fee for co-exhibitor: EUR 170/per co-exhibitor

For each co-exhibitor without Messe München GmbH admission, Messe München GmbH is entitled to demand a penalty charge of **EUR 750** from the exhibitor. Furthermore, Messe München GmbH may demand that co-exhibitors without Messe München GmbH admission vacate the stand. Should the exhibitor fail to comply with Messe München GmbH's vacation demand without delay, Messe München GmbH has the right of extraordinary cancellation in respect of the contractual relationship between Messe München GmbH and the exhibitor.

B 5 Terms of payment (cf. A 7)

The planned mailing date for the admission invoice is in summer 2018; the deadlines for payment specified in the admission invoice must be observed. The amounts invoiced in all invoices issued by Messe München GmbH in connection with the event are to be transferred in euros, without deductions and free of all charges to one of the accounts specified in the respective invoice, indicating the customer number. The times of payment specified in the invoices are binding and are to be complied with. Please note: Exhibitor passes will only be dispatched online after receipt of payment of the admission

invoice. The invoice for all additional costs (e.g. lettering, technical services, electricity) will be sent to the exhibitor after the end of the event; it is to be paid by him immediately upon receipt. Should the exhibitor wish to have an invoice re-issued because the name, legal form or address of the invoice recipient has changed, the exhibitor is bound to pay Messe München GmbH a fee of EUR 50 for each invoice amendment, unless the data included in the original invoice in respect of the name, legal form or address of the invoice recipient was incorrect and Messe München GmbH was responsible for the incorrect data.

B 6 Dates of setting up and dismantling (cf. A 15)

Setup

as of November 7, 2018, 08:00 through November 12, 2018, 18:00

On the last day of setup, November 12, 2018, all delivery and stand-construction vehicles must be removed from the halls and the outdoor exhibition area by 18:00 at the latest. Vehicles which are still in the halls or the outdoor exhibition area after this time will be removed by Messe München GmbH at the risk and expense of the respective exhibitor. Furbishing work and decoration inside the stand is possible until 20:00.

An extension of the setup time is permissible only in exceptional cases and with the prior written consent of Messe München GmbH, Technical Exhibition Services Division.

Rental system stands will be ready for occupancy as of 10:00 on November 12, 2018.

Dismantling

as of November 16, 2018, 17:00 through November 20, 2018, 18:00

Access to the fairgrounds for stand construction firms and delivery vehicles on November 16, 2018 no earlier than 17:00.

Should exhibits be removed or the stand dismantled before the fair closes, Messe München GmbH can demand that the exhibitor pays a contractual penalty of **EUR 500**.

An extension of dismantling time is unfortunately not possible.





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The General Terms and Conditions of Participation A and the Technical Guidelines of Messe München GmbH shall apply, insofar as the present Special Terms of Participation do not contain any provisions in derogation thereof.

B 7 Stand design and equipment

Stand designs for two-story constructions, for stands larger than $100\ m^2$ or stand structures exceeding $3\ m$ in height or with a stand covering require prior authorization. Dimensioned drawings including floor plans and elevations on a scale of 1:100 must be submitted in duplicate to Messe München GmbH, Technical Exhibition Services Division for approval no later than 6 weeks before setup begins.

Halls, general

One-story construction

The maximum construction height is $6\ m$. The maximum advertising height (upper edge) is $6\ m$.

Two-story construction

The maximum construction height is **7.50 m**. The maximum advertising height (upper edge) is **7.50 m**.

In addition, the maximum construction height (clearance) alongside the hall walls must be observed (see description of halls and outdoor exhibition grounds).

NEW GUIDELINE as of electronica 2018/SEMICON Europa 2018

In order to preserve the character of the trade fair as a communications and business trade show, exhibitors are requested to ensure an open stand design. Messe München GmbH is entitled to demand changes in the exhibition stand design in this context. Stand designs can only be approved if the open sides of the booth have a uniformly open design. Erecting closed walls is permitted, provided they do not take up more than 70% of the total length of the respective stand side, and completely closed walls may be no more than 6 m in length. A closed length of wall measuring 6 m must be followed by an opening at least 2 m wide. This ruling does not apply if the respective wall is set back from the stand perimeter by at least 2 m. Messe München GmbH reserves the right to allow exceptions to this ruling in individual.

The partition walls facing the neighboring stand must be kept white, neutral, free of installations and clean above a height of **2.50 m**. It is recommended that exhibitors install partition walls (height **2.50 m**) as demarcation to neighboring stands. Messe München GmbH supplies partition walls only at the request and expense of the exhibitor. Partition walls or additional cabin walls (height

2.50 m) can be ordered in the Exhibitor Shop. In the case of advertising structures directly facing adjoining stands, there must be a minimum distance of 2 m to the stand perimeters. Flashing or changing lights must not be used for advertising purposes. The stand design must be adapted to suit the type of rented stand (row, corner, end, island stand), e.g. by partition wall systems. The exhibition stand should also meet the character of the respective trade fair to preserve the visual identity of the event. Messe München GmbH is entitled to demand changes in stand design on this account.

Planning permission

As a matter of principle, every planner/designer of an exhibition stand is responsible for compliance with public statutory regulations, insofar as applicable to exhibition stands, and compliance with Messe München GmbH's Technical Guidelines as well as the General Terms of Participation. No planning approval from Messe München GmbH is necessary given compliance with the following requirements:

- stand and/or advertising structures no higher than 3 m
- stand area no larger than 100 m²
- stand is without covering.

Any stand concepts in non-compliance with the aforementioned requirements are to be submitted in duplicate for approval to Messe München GmbH's Technical Exhibition Services Division, containing to-scale stand design plans (ground plan, elevations and sectional drawings) no later than 6 weeks prior to official setup date. If items are to be suspended from the hall ceiling, the work involved must be carried out by Messe München GmbH's contractors. The placing of motor vehicles of any kind on the stand area for exhibition or decorative purposes is prohibited and is permissible only in exceptional cases on the prior written consent of the Exhibition Management. Moreover, multi-story stands and special constructions (such as bridges, stairs, cantilever roofs, galleries, etc.) are as a general rule subject to separate approval. Please consult the "Building Regulations" set out under "Leaflets-applications" in the Exhibitor Shop for further information. Please note under all circumstances the requirements set out in the Technical Guidelines and the information included in the individual notices. The respective exhibitor services order forms for further processing and additional stand services will be made available to you in due time.

B 8 Official regulations and permits

In the erection, operation and dismantling of their structures at the exhibition center, exhibitors are to comply with all statutory and official regulations as well as the relevant requirements of Messe München GmbH and especially those from the Terms of Participation and the Technical Guidelines. In addition to the

Technical Guidelines, the relevant safety regulations of the TÜV (German organizations for technical inspection and control) also apply to all exhibits and other equipment and facilities; recognized codes of practice are to be complied with.

B 9 Technical installations

The technical services designated accordingly in the Technical Guidelines such as the provision of installations to supply the stand with electricity and water can be ordered only from Messe München GmbH available by September 26, 2018.

Wired telecommunications equipment may only be provided by Messe München GmbH; Deutsche Telekom AG and other network operators are not authorized at the exhibition center. To connect his own stand area, the exhibitor may operate his own wireless LAN network at his stand after prior written approval from Messe München GmbH; the specifications of Messe München GmbH are to be complied with.

B 10 Use of equipment

Only cranes, fork-lift trucks and working platforms may be used that have been provided by the Messe München GmbH service partners responsible.

In special cases, permission must be obtained from Messe München GmbH's Technical Exhibition Services Division.





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The General Terms and Conditions of Participation A and the Technical Guidelines of Messe München GmbH shall apply, insofar as the present Special Terms of Participation do not contain any provisions in derogation thereof.

B 11 Sales regulations

Open selling or other provision of goods and services from the stand is not permissible. Exhibited articles may be delivered to purchasers only after the end of the fair. It is not permitted to show the selling price openly. Under

No. 64 GewO (German trade regulation act), it is permissible to sell only to commercial resellers, commercial consumers and bulk purchasers.

B 12 Media services (catalog, internet, mobile)

For main exhibitors and co-exhibitors, the basic entry includes in the:

- Alphabetical list of exhibitors: company name, street, postcode, place, country, phone and fax number, e-mail and Internet address, space for a company profile on three lines (@ max. 50 characters/line incl. spaces), hall and stand number
- Application directory: two listings with company name, hall and stand number
- Product and service directory: two entries with company name, hall and stand number
- Hall plan (only exhibitors with own stand): company name, hall and stand number.

The basic entry is subject to a charge (cf. B 3 mandatory communication fee). Exhibitors can book additional listings, e.g. in the product directory and other presentation opportunities in these communication media on a separate order form. Order forms will be sent to applicants in good time by the media service partner commissioned, who handles these extra listings with the applicant in his own name and on his own account. Messe München GmbH assumes no responsibility for the accuracy and completeness of the exhibitor catalog (print, online and mobile).

The exhibitor is solely responsible for the permissibility under law—and particularly the law on competition—of entries placed in the online exhibitor catalog (print, online and mobile) of Messe München GmbH at the instigation of the exhibitor. Should third parties assert claims against Messe München GmbH on account of the impermissibility of the entries under law in general or the law on competition, the placer of the entries shall hold Messe München GmbH fully safeguarded against all claims asserted including all costs of any necessary legal defense on the part of Messe München GmbH. The same applies to entries from exhibitors, co-exhibitors and exhibitors on joint stands that the respective exhibitor has arranged in the Messe München GmbH exhibitor catalog (print, online and mobile).

The official media services partner for this trade fair is:

jl.medien e.K. Inselkammerstraße 5 82008 Unterhaching Germany

Tel. +49 89 666166-33 Fax +49 89 666166-95 info@electronica-media.de

B 13 Exhibitor passes

Each exhibitor receives a specific number of free exhibitor passes in dependence of stand size, valid for the duration of the fair:

up to 16 m² of stand size 2 Print up to 20 m² of stand size 3 Print as from 21 m² for every further 20 m² 1 Print or part thereof (in add

as from $161\,m^2$ for every further $20\,m^2$ or part thereof

2 Print@home-Tickets for exhibitors 3 Print@home-Tickets for exhibitors

1 Print@home-Ticket for exhibitors (in addition)

2 Print@home-Tickets for exhibitors (in addition)

Additional exhibitor passes can be ordered as of summer 2018 via the Exhibitor Shop at EUR 32 each. Exhibitor passes are also available for purchase on site at EUR 40 each. Exhibitor passes are intended solely for stand personnel and must not be passed on to third parties. In case of abuse, Messe München GmbH is entitled to withdraw the exhibitor pass.

Each co-exhibitor receives 2 Print@home-Tickets for exhibitors free of charge.

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

B 14 Communication/Circular letters

Following stand allocation, exhibitors will be informed by circular (e-mail) of further details concerning preparation and organization of the trade fair.

B 15 Noise, sound effects

Demonstrations of machines, video, music, stage shows etc. during the event (see opening hours) require the prior authorization of Messe München GmbH and must be conducted in such a way that no other exhibitors are disturbed or adversely affected. Accordingly, loudspeakers and other acoustic amplifiers/ sound systems must be turned towards the exhibition stand and may not sound off on neighboring stands or aisles. The sound level may not exceed **70 dB (A)**

at the stand perimeter (see also Technical Guidelines 4.7.7, 5.8.1 and 5.15). Messe München GmbH reserves the right to limit or prohibit demonstrations of any kind—irrespective of previous authorization—causing noise, optical disturbances or for other reasons constituting a hazard or impairment to the event and especially to event participants. The relevant statutory provisions must be observed.





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Special Terms of Participation (B)

The General Terms and Conditions of Participation A and the Technical Guidelines of Messe München GmbH shall apply, insofar as the present Special Terms of Participation do not contain any provisions in derogation thereof.

B 16 Photo, film and video shooting (cf. A 10)

For professional photo and film shots of the exhibitor's own stand during the running time of the fair, authorization is required from Messe München GmbH unless the exhibitor commissions persons who have already been admitted for this purpose and these possess a valid pass issued by Messe München GmbH. The exhibitor or the photographer commissioned receives the authorization at the security control center of Messe München GmbH, Administration

Building, access via Gate 1. For the authorization, a written order issued to the photographer is to be submitted. A fee of **EUR 50** is charged for the authorization. During show opening hours, the photo/filming team must additionally carry a valid exhibitor ticket (Print@home-Ticket for exhibitors) to be admitted entry to the fairgrounds.

B 17 Stand parties

Stand parties on the exhibition stand require authorization by Messe München GmbH and must be notified by November 2, 2018 at the latest. Events on November 13, 14 and 15, 2018 may start at 18:00 and must end no later than 22:00. Until 22:30, the necessary clearing-up work may be undertaken on the stand area. By 23:00 at the latest, all persons must have left the fairgrounds. The exhibitor is responsible for ensuring that the attendees of his stand party do not access other trade fair booths or touch any exhibits located there. The exhibitor is to ensure that the attendees of his stand party follow the instructions of the safety and security service employed by Messe München GmbH.

The minimum scope of the safety and security services necessary is determined by Messe München GmbH. The exhibitor indemnifies and holds Messe München GmbH harmless in connection with the stand party.

The services provided by Messe München GmbH in connection with each stand party are charged to the exhibitor in the final invoice.

To ensure a smooth, uninterrupted event, we recommend that you consult with your booth neighbors of the planned party in advance. Please note that the volume of musical renditions on the stand may not exceed **85 dB** (A) between 18:00 and 22:00.

B 18 Deliveries

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

- Name of the event
- Hall (designation: A, B or C as well as the number of the hall (1–6)) or the outdoor exhibition area (designation: F and the block number (5–13))
- Stand number of the exhibition stand
- Name of the exhibitor
- Messegelände/Willy-Brandt-Allee, 81829 Munich, Germany

Messe München GmbH does not take delivery of consignments, letters and other mail intended for exhibitors or third parties. Exhibitors are advised not to deposit shipments or other objects unsecured in the hall or the outdoor exhibition area during setup and dismantling times.

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

B 19 Restoration of exhibition areas

All exhibition areas must be handed over to Messe München GmbH's Technical Exhibition Services Division in their original condition by the stipulated date for completion of dismantling.

B 20 Advertising

The following provision replaces Clause A 11: No advertising activities, including the deployment of stationary and mobile advertising carriers, promotion teams or the distribution of printed media and food samplings may be conducted at the exhibition grounds outside the confines of the given exhibitor's stand, unless the exhibitor has applied for and obtained authorization from Messe München GmbH for such activities, which are subject to a fee. The charge for this authorization is set out in the order documents for advertising space. Messe München GmbH is entitled to stop unauthorized advertising activities

outside the confines of the rented stand space, in particular to expel persons who are used as advertising carriers from the site, and to confiscate, remove or destroy unauthorized advertising media. Messe München GmbH is entitled to demand a compensation for unauthorized advertising activities carried out by the exhibitor outside his booth, amounting to twice the fee Messe München GmbH would have charged for granting approval. Messe München GmbH's right to claim further damages remains unaffected.

B 21 Promotion teams

Promotion teams are not allowed. The deployment of stationary or mobile electronic sales and promotion tools, advertising displays carried by personal or vehicle carriers, as well as the distribution of printed media, stickers and food samplings outside the confines of the rented stand or the retained

promotion points is not permissible. For information on bookable promotion points, please contact the Media Sales: Beate Rader & Anita Mayr Tel. +49 89 949-20594/-97, mediasales.electronica@messe-muenchen.de

B 22 Alterations

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

Status: November 2017

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