



# Application Form

## EXHIBITORS

Priority deadline for applications:

**27 February 2018**

Contact:  
Messe München GmbH,  
Messegelände  
81823 München, Germany  
Tel. (+49 89) 9 49-2 02 51  
Fax (+49 89) 9 49-2 02 59  
info@bauma-china.com  
www.bauma-china.com

International Trade Fair for Construction Machinery, Building Material Machines, Mining Machines and Construction Vehicles.

27 – 30 November 2018  
Shanghai New International Expo Centre  
(SNIEC) Shanghai, China



FOR EASIER PROCESS PLEASE FIND OUR EXHIBITOR APPLICATION FORM UNDER: [www.bauma-china.com/documents](http://www.bauma-china.com/documents)

### EXHIBITOR DETAILS

COMPANY \_\_\_\_\_

STREET, P.O. Box \_\_\_\_\_

POSTAL CODE / TOWN / COUNTRY \_\_\_\_\_

WEBSITE: WWW. \_\_\_\_\_ Member of the following trade associations: \_\_\_\_\_

**CONTACT FOR TRADE FAIR ORGANISATION:**

Mr  / Ms  Title: \_\_\_\_\_ First name: \_\_\_\_\_ Last name: \_\_\_\_\_

Country/Area Code: \_\_\_\_\_ PHONE: \_\_\_\_\_ FAX: \_\_\_\_\_ PERSONAL E-MAIL: \_\_\_\_\_

Legal Representative (President, Chairman, General Manager, etc.): \_\_\_\_\_

Type of Exhibitor:  Manufacturer  Dealer  Importer  Distributor  Service company (multiple entries possible)

Already participated in bauma China 2016 under the following company name: \_\_\_\_\_

Headquarters of the parent company with full address and country: \_\_\_\_\_

Under which country would you like to be included in the statistics:  Headquarters  Branch country:.....  Country:\_\_\_\_\_

### CONTACT FOR OUR PRESS OFFICE

CONTACT Mr  / Ms  NAME \_\_\_\_\_ PERSONAL E-MAIL \_\_\_\_\_

### PARTICIPATION FEES

We wish to participate and apply for:

Hall Stand size	Raw space Price* (min. 9 sqm)	Raw Space (sqm)	Front x Depth (m)
9 – 53 sqm	EUR 399.00/sqm		
54 – 99 sqm	EUR 357.00/sqm		
100 – 299 sqm	EUR 325.00/sqm		
300 – 599 sqm	EUR 287.00/sqm		
≥ 600 sqm	EUR 256.00/sqm		

Outdoor area Stand size	Raw space Price (min.300 sqm)	Raw space (min.300 sqm)	Front (m) x Depth (m)
300 – 600 sqm	EUR 201.00/sqm		
> 600 sqm	EUR 187.00/sqm		

SHELL SHEME BOOTH OFFER INDOOR		Space (sqm)	Front (m) x Depth (m)
9 – 53 sqm	EUR 490.00/sqm		

\*Upper-storey stand space in hall costs 50% of the price of the respective ground-floor space.

\*There will be booth construction packages on offer, in the exhibitor manual at a later stage.

\* **Hall Management Fee:** Shanghai New International Expo Center charges raw space exhibitors HALL MANAGEMENT FEE at RMB 20 per sqm. It is COMPULSORY to pay this management fee to the SNIEC directly. If you appoint the Stand Contractor, it's their responsibility to pay this management fee.

\* **Co-exhibitors:** A charge of EUR 220 will be applicable for each co-exhibitor. \_\_\_\_\_ Number of Co-Exhibitors represented at the stand with their own staff (according to Terms of Participation Clause 3). Additionally represented companies are not allowed at the stand.  
Please find the co-exhibitors' application form under: [www.bauma-china.com/documents](http://www.bauma-china.com/documents)

### IMPORTANT INFORMATION FOR ALLOCATION PROCESS (IF BELOW SPACE IS NOT SUFFICIENT PLEASE SEND EMAIL)

Comments relevant to your requested allocation: \_\_\_\_\_

Exhibits to be displayed (including co-exhibitors): \_\_\_\_\_

Maximum load per sqm floor space \_\_\_\_\_ kg

Heaviest exhibit \_\_\_\_\_ (length(m), width(m), height(m), weight in total (kg)) Largest exhibit in dimension \_\_\_\_\_ (length(m), width(m), height(m), weight in total (kg))

The following equipment will be demonstrated in operation: \_\_\_\_\_

The objects registered for and brought to the fair are our property:  yes  no / If no: Property of the following company/ies (full addresses): \_\_\_\_\_

### INDEX OF PRODUCTS AND SERVICES: see overleaf (Please complete and submit the attachment together with this application form)

Herewith I accept the Terms of Participation as well as the Technical Guidelines. The attached Participation Terms as well as the Technical Guidelines are recognized as legally binding in all parts. Each applicant acting on behalf of a third party shall be directly liable for meeting the demands of MMI in respect of the above fair.

PLACE AND DATE

COMPANY STAMP AND LEGALLY BINDING SIGNATURE. PLEASE ALSO PRINT NAME

# Index of Products and Services

(Attachment to bauma CHINA 2018 application form)

COMPANY NAME \_\_\_\_\_

Kindly mark the main product index under which most of your products can be allocated:

MAIN PRODUCT INDEX NR: \_\_\_\_\_

- |                          |  |                          |   |   |
|--------------------------|--|--------------------------|---|---|
| <input type="checkbox"/> | <b>1. All Around Construction Sites</b>                                      | <input type="checkbox"/> | 1.8.6   | Software systems for formwork planning                            |
| <input type="checkbox"/> | <b>1.1 Construction vehicles</b>   | <input type="checkbox"/> | 1.8.7   | Formwork accessories  |
| <input type="checkbox"/> | 1.1.1 Dumper trucks  | <input type="checkbox"/> | 1.8.8   | Scaffolding   |
| <input type="checkbox"/> | 1.1.2 Tractors   | <input type="checkbox"/> | <b>1.9 Site installations</b>   |   |
| <input type="checkbox"/> | 1.1.3 Semitrailer trucks   | <input type="checkbox"/> | 1.9.1   | Portakabins   |
| <input type="checkbox"/> | 1.1.4 Truck chassis  | <input type="checkbox"/> | 1.9.2   | Motor caravans, job site and office caravans                      |
| <input type="checkbox"/> | 1.1.5 Road sweepers  | <input type="checkbox"/> | 1.9.3   | Mobile toilet units   |
| <input type="checkbox"/> | 1.1.6 Body assemblies and trailers   | <input type="checkbox"/> | 1.9.4   | Hangars, mobile and stationary                                    |
| <input type="checkbox"/> | <b>1.2 Earth-moving machines</b>   | <input type="checkbox"/> | 1.9.5   | Contractors' air heaters  |
| <input type="checkbox"/> | 1.2.1 Machines for tunnel construction / Tunneling machines                  | <input type="checkbox"/> | 1.9.6   | Power distributors  |
| <input type="checkbox"/> | 1.2.2 Excavators   | <input type="checkbox"/> | 1.9.7   | Signal and locking systems for construction sites                 |
| <input type="checkbox"/> | 1.2.3 Back-hoe loaders   | <input type="checkbox"/> | 1.9.8   | Safety nets and belts   |
| <input type="checkbox"/> | 1.2.4 Loaders  | <input type="checkbox"/> | 1.9.9   | Concrete removing and rust-protection agents                      |
| <input type="checkbox"/> | 1.2.5 Scrapers   | <input type="checkbox"/> | 1.9.10  | Concrete and mortar buckets                                       |
| <input type="checkbox"/> | 1.2.6 Bulldozers and graders   | <input type="checkbox"/> | 1.9.11  | Loading rails   |
| <input type="checkbox"/> | 1.2.7 Drilling equipment and systems   | <input type="checkbox"/> | 1.9.12  | Construction site lighting  |
| <input type="checkbox"/> | 1.2.8 Pile drivers and pulling tools   | <input type="checkbox"/> | 1.9.13  | Construction site fences  |
| <input type="checkbox"/> | <b>1.3 Road Construction and Maintenance Equipment</b>                       | <input type="checkbox"/> | 1.9.14  | Mobile gas stations   |
| <input type="checkbox"/> | 1.3.1 Rollers  | <input type="checkbox"/> | 1.9.15  | Construction waste chutes   |
| <input type="checkbox"/> | 1.3.2 Plate vibrators  | <input type="checkbox"/> | <b>2. Mining, Extraction and Processing of Raw Materials</b>  |   |
| <input type="checkbox"/> | 1.3.3 Tampers  | <input type="checkbox"/> | <b>2.1 Machines for extraction of raw materials and for mining</b>                                      |   |
| <input type="checkbox"/> | 1.3.4 Soil stabilizers   | <input type="checkbox"/> | 2.1.1   | Shaft sinking   |
| <input type="checkbox"/> | 1.3.5 Special machines for road construction, maintenance and repair         | <input type="checkbox"/> | 2.1.2   | Exploration drilling  |
| <input type="checkbox"/> | 1.3.6 Slurry sealing machine/Micro-surface paver                             | <input type="checkbox"/> | 2.1.3   | Heading (also for tunneling)                                      |
| <input type="checkbox"/> | 1.3.7 Wall trenching cutters   | <input type="checkbox"/> | 2.1.4   | Shaft support   |
| <input type="checkbox"/> | 1.3.8 Paving stone placing machines  | <input type="checkbox"/> | 2.1.5   | Roof for roadways supports  |
| <input type="checkbox"/> | <b>1.4 Pipe &amp; Cable Laying Equipment &amp; Tools</b>                     | <input type="checkbox"/> | 2.1.6   | Facilities for lowering groundwater                               |
| <input type="checkbox"/> | 1.4.1 Cable laying machines  | <input type="checkbox"/> | 2.1.7   | Pumps   |
| <input type="checkbox"/> | 1.4.2 Pipeline and cable detectors   | <input type="checkbox"/> | 2.1.8   | Scrapers for gravel extraction                                    |
| <input type="checkbox"/> | 1.4.3 Cable sanitation and renovation  | <input type="checkbox"/> | 2.1.9   | Longwall mining   |
| <input type="checkbox"/> | <b>1.5 Lifting appliances and conveyors</b>                                  | <input type="checkbox"/> | 2.1.10  | Room and pillar and vein mining (also tunneling)                  |
| <input type="checkbox"/> | 1.5.1 Cranes   | <input type="checkbox"/> | 2.1.11  | Ventilation and air-conditioning                                  |
| <input type="checkbox"/> | 1.5.2 Site Hoists  | <input type="checkbox"/> | 2.1.12  | Stowing   |
| <input type="checkbox"/> | 1.5.3 Transport platforms  | <input type="checkbox"/> | 2.1.13  | Dewatering  |
| <input type="checkbox"/> | 1.5.4 Working platforms  | <input type="checkbox"/> | 2.1.14  | Open cast mining, extraction                                      |
| <input type="checkbox"/> | 1.5.5 Mast climbing platforms  | <input type="checkbox"/> | 2.1.15  | Marine mining   |
| <input type="checkbox"/> | 1.5.6 Hoists and winches   | <input type="checkbox"/> | 2.1.16  | Blasting equipment  |
| <input type="checkbox"/> | 1.5.7 Bottle hoists, electrical lifts  | <input type="checkbox"/> | 2.1.17  | Surveying/measuring technology for mining                         |
| <input type="checkbox"/> | 1.5.8 Vacuum lift systems  | <input type="checkbox"/> | <b>2.2 Handling of raw materials</b>  |   |
| <input type="checkbox"/> | 1.5.9 Forklifts  | <input type="checkbox"/> | 2.2.1   | Continuous conveying  |
| <input type="checkbox"/> | 1.5.10 Lift trucks   | <input type="checkbox"/> | 2.2.2   | Bin equipment   |
| <input type="checkbox"/> | 1.5.11 Lifting technology, others  | <input type="checkbox"/> | 2.2.3   | Stockyard systems   |
| <input type="checkbox"/> | <b>1.6 Construction equipment, tools and special systems</b>                 | <input type="checkbox"/> | <b>2.3 Mineral processing (incl. coke oven equipment)</b>   |   |
| <input type="checkbox"/> | 1.6.1 Stone Processing Equipment   | <input type="checkbox"/> | 2.3.1   | Complete processing plant   |
| <input type="checkbox"/> | 1.6.2 Equipment and tools for reinforcing steel processing                   | <input type="checkbox"/> | 2.3.2   | Crushers  |
| <input type="checkbox"/> | 1.6.3 Ground water lowering systems, construction pumps                      | <input type="checkbox"/> | 2.3.3   | Mills   |
| <input type="checkbox"/> | 1.6.4 Compressed air tools   | <input type="checkbox"/> | 2.3.4   | Screening machines  |
| <input type="checkbox"/> | 1.6.5 Hydraulic tools  | <input type="checkbox"/> | 2.3.5   | Sorting equipment   |
| <input type="checkbox"/> | 1.6.6 Electrical tools   | <input type="checkbox"/> | 2.3.6   | Dewatering units  |
| <input type="checkbox"/> | 1.6.7 Petrol-driven drills   | <input type="checkbox"/> | 2.3.7   | Briquetting plants  |
| <input type="checkbox"/> | 1.6.8 Joint cutters  | <input type="checkbox"/> | 2.3.8   | Palletising machines  |
| <input type="checkbox"/> | 1.6.9 Laser cutting systems  | <input type="checkbox"/> | 2.3.9   | Granulation machines  |
| <input type="checkbox"/> | 1.6.10 High-pressure and steam cleaners                                      | <input type="checkbox"/> | 2.3.10  | Bins  |
| <input type="checkbox"/> | 1.6.11 Sand and shot blasting cleaners                                       | <input type="checkbox"/> | 2.3.11  | Dryers for sand and gravel  |
| <input type="checkbox"/> | 1.6.12 Surveyor's equipment  | <input type="checkbox"/> | 2.3.12  | Dedusting units   |
| <input type="checkbox"/> | 1.6.13 Bolt cutters  | <input type="checkbox"/> | 2.3.13  | Water treatment systems   |
| <input type="checkbox"/> | 1.6.14 Welding sets and accessories  | <input type="checkbox"/> | <b>3. Production of Building Materials</b>  |   |
| <input type="checkbox"/> | 1.6.15 Compressors   | <input type="checkbox"/> | <b>3.1 Manufacture of cement, lime and gypsum compounds for building materials</b>                      |   |
| <input type="checkbox"/> | 1.6.16 Canal sheeting equipment  | <input type="checkbox"/> | 3.1.1   | Machinery and plant for the cement industry                       |
| <input type="checkbox"/> | 1.6.17 Canal maintenance equipment   | <input type="checkbox"/> | 3.1.2   | Machinery and plant for the gypsum industry                       |
| <input type="checkbox"/> | 1.6.18 Wheelbarrows and construction ladders                                 | <input type="checkbox"/> | 3.1.3   | Machinery and plant for the lime industry                         |
| <input type="checkbox"/> | 1.6.19 Garbage compactors  | <input type="checkbox"/> | 3.1.4   | Ovens, cookers, autoclaves  |
| <input type="checkbox"/> | <b>1.7 Handling and processing concrete and mortar at construction sites</b> | <input type="checkbox"/> | 3.1.5   | Pulverizing calcination plants                                    |
| <input type="checkbox"/> | 1.7.1 Concrete pumps   | <input type="checkbox"/> | 3.1.6   | Coolers   |
| <input type="checkbox"/> | 1.7.2 Distributer booms for concrete pumps                                   | <input type="checkbox"/> | 3.1.7   | Mixing plants / mixers  |
| <input type="checkbox"/> | 1.7.3 Truck mixers   | <input type="checkbox"/> | 3.1.8   | Machines and systems for producing gypsum and gypsum plasterboard |
| <input type="checkbox"/> | 1.7.4 Pneumatic conveyors  | <input type="checkbox"/> | <b>3.2 Machines and systems for producing concrete, concrete products and pre-fabricated components</b> |   |
| <input type="checkbox"/> | 1.7.5 Mortar pumps   | <input type="checkbox"/> | 3.2.1   | Machines and plants for producing fresh concrete                  |
| <input type="checkbox"/> | 1.7.6 Concrete guns  | <input type="checkbox"/> | 3.2.2   | Machines and plants for producing concrete blocks and plates      |
| <input type="checkbox"/> | 1.7.7 Concrete injectors   | <input type="checkbox"/> | 3.2.3   | Plant engineering for piping and shaft construction               |
| <input type="checkbox"/> | 1.7.8 Waste concrete recycling, residual concrete washing systems            | <input type="checkbox"/> | 3.2.4   | Plant engineering for producing pre-fabricated concrete parts     |
| <input type="checkbox"/> | 1.7.9 Rendering machines   | <input type="checkbox"/> | 3.2.5   | Plant engineering for lightweight building blocks                 |
| <input type="checkbox"/> | 1.7.10 Concrete compaction   | <input type="checkbox"/> | 3.2.6   | Machines and plants for working reinforced concrete               |
| <input type="checkbox"/> | 1.7.11 Telescopic conveyor belts (self propelling)                           | <input type="checkbox"/> | <b>3.3 Machines and plants for producing asphalt</b>  |   |
| <input type="checkbox"/> | 1.7.12 Aggregates for the concrete and mortar processing                     | <input type="checkbox"/> | 3.3.1   | Turnkey mixing systems  |
| <input type="checkbox"/> | 1.7.13 Concrete vibrator   | <input type="checkbox"/> | 3.3.2   | Mixing plants / mixers  |
| <input type="checkbox"/> | <b>1.8 Formwork and scaffoldings</b>   | <input type="checkbox"/> | 3.3.3   | Cookers   |
| <input type="checkbox"/> | 1.8.1 Formwork systems for civil engineering                                 | <input type="checkbox"/> | 3.3.4   | Systems for the bitumen production                                |
| <input type="checkbox"/> | 1.8.2 Formwork systems for bridge building                                   |                          |   |   |
| <input type="checkbox"/> | 1.8.3 Formwork systems for tunnel construction                               |                          |   |   |
| <input type="checkbox"/> | 1.8.4 Formwork plates  |                          |   |   |
| <input type="checkbox"/> | 1.8.5 Formwork cleaning, repair and regeneration                             |                          |   |   |

# Index of Products and Services

(Attachment to bauma CHINA 2018 application form)

COMPANY NAME \_\_\_\_\_

Kindly mark the main product index under which most of your products can be allocated:

MAIN PRODUCT INDEX NR: \_\_\_\_\_

- |                                   |   |                                 |   |
|-----------------------------------|---|---------------------------------|---|
| <input type="checkbox"/> 3.4      | <b>Machines and plants for producing pre-mixed dry mortar, plaster, screed and building supply store products</b>             | <input type="checkbox"/> 4.2.8  | Tubes and hoses for concrete pumps, mortar pumps and pneumatic conveyors                                |
| <input type="checkbox"/> 3.4.1    | Turnkey systems   | <input type="checkbox"/> 4.2.9  | Ropes, reels, chains, etc.  |
| <input type="checkbox"/> 3.4.2    | Mixing plants / mixers  | <input type="checkbox"/> 4.2.10 | Linings for crushers, mills, etc.   |
| <input type="checkbox"/> 3.5      | <b>Machines and plants for producing lime sandstone and building products using power plant residue (fly ash, slag, etc.)</b> | <input type="checkbox"/> 4.2.11 | Screen decks  |
| <input type="checkbox"/> 3.5.1    | Turnkey systems   | <input type="checkbox"/> 4.2.12 | Vulcanization equipment and materials   |
| <input type="checkbox"/> 3.5.2    | Mixing plants / mixers  | <input type="checkbox"/> 4.2.13 | Brushes, technical  |
| <input type="checkbox"/> 3.5.3    | Lime sandstone presses  | <input type="checkbox"/> 4.2.14 | Drivers' cabs   |
| <input type="checkbox"/> 3.5.4    | Autoclaves  | <input type="checkbox"/> 4.2.15 | Driver seats  |
| <input type="checkbox"/> 3.6      | <b>Building material handling and packaging (in a plant)</b>  | <input type="checkbox"/> 4.2.16 | Heaters, coolers, etc.  |
| <input type="checkbox"/> 3.6.1    | Mechanical conveyor systems (conveying worms, band conveyors, conveyor belts, vibration machines)                             | <input type="checkbox"/> 4.2.17 | Special tires   |
| <input type="checkbox"/> 3.6.2    | Pneumatic conveyor systems  | <input type="checkbox"/> 4.2.18 | Anti-skid tire chains   |
| <input type="checkbox"/> 3.6.3    | Transport and storage systems   | <input type="checkbox"/> 4.2.19 | Brake and clutch linings  |
| <input type="checkbox"/> 3.6.4    | Metering and weighing equipment   | <input type="checkbox"/> 4.2.20 | Filters for engines   |
| <input type="checkbox"/> 3.6.5    | Packaging systems and accessories   | <input type="checkbox"/> 4.2.21 | Gaskets & Seals   |
| <input type="checkbox"/> 3.6.6    | Control and process control engineering   | <input type="checkbox"/> 4.2.22 | Central lubrication systems, lubricants   |
| <input type="checkbox"/> 4.       | <b>Component and Service Suppliers</b>  | <input type="checkbox"/> 4.2.23 | Noise-protection systems  |
| <input type="checkbox"/> 4.1      | <b>Transmission engineering, fluid technology and power generation units</b>  | <input type="checkbox"/> 4.2.24 | Coolers   |
| <input type="checkbox"/> 4.1.1    | Motors and engines  | <input type="checkbox"/> 4.2.25 | Protective ventilation and air-conditioning systems   |
| <input type="checkbox"/> 4.1.2    | Gearwheels  | <input type="checkbox"/> 4.2.26 | Remote radio controls   |
| <input type="checkbox"/> 4.1.3    | Gear units  | <input type="checkbox"/> 4.2.27 | Fire extinguisher systems   |
| <input type="checkbox"/> 4.1.4    | Axles   | <input type="checkbox"/> 4.2.28 | Explosion protection equipments   |
| <input type="checkbox"/> 4.1.5    | Bearings  | <input type="checkbox"/> 4.2.29 | Engine exhaust gas purifiers  |
| <input type="checkbox"/> 4.1.6    | Universal driving shafts  | <input type="checkbox"/> 4.2.30 | Equipment and accessories, other  |
| <input type="checkbox"/> 4.1.7    | Steering mechanisms   | <input type="checkbox"/> 4.3    | <b>Services</b>   |
| <input type="checkbox"/> 4.1.8    | Coupling  | <input type="checkbox"/> 4.3.1  | Trade publishers, trade literature, films and photographic documentation                                |
| <input type="checkbox"/> 4.1.9    | Brakes  | <input type="checkbox"/> 4.3.2  | Professional associations / organizations   |
| <input type="checkbox"/> 4.1.10   | Hydraulic drive, control and process control engineering  | <input type="checkbox"/> 4.3.3  | Equipment rental companies  |
| <input type="checkbox"/> 4.1.11   | Pneumatic drive, control and process control engineering  | <input type="checkbox"/> 4.3.4  | Financing / leasing / insurance companies   |
| <input type="checkbox"/> 4.1.12   | Power generation units, stationary  | <input type="checkbox"/> 4.3.5  | EDP hardware and software for fleet management  |
| <input type="checkbox"/> 4.1.13   | Power generation units, mobile  | <input type="checkbox"/> 4.3.6  | Consulting / engineering  |
| <input type="checkbox"/> 4.1.14   | Frequency and current transformers  | <input type="checkbox"/> 4.3.7  | Research and advice   |
| <input type="checkbox"/> 4.1.15   | Batteries   | <input type="checkbox"/> 4.3.8  | Public agencies, business and professional associations, other organizations                            |
| <input type="checkbox"/> 4.1.16   | Electricity equipment for vehicles  | <input type="checkbox"/> 4.4    | <b>Test, measurement and process control engineering</b>  |
| <input type="checkbox"/> 4.1.17   | Other power distribution elements and lighting  | <input type="checkbox"/> 4.4.1  | Measuring, steering, controlling (software, sensor technology, recording, documentation and evaluation) |
| <input type="checkbox"/> 4.1.18   | Equipment and accessories   | <input type="checkbox"/> 4.4.2  | Testing facilities  |
| <input type="checkbox"/> 4.1.19   | Electrical drive, control and process control engineering   | <input type="checkbox"/> 4.4.3  | Automation  |
| <input type="checkbox"/> 4.1.20   | Hybrid drive  | <input type="checkbox"/> 4.5    | <b>Communication and navigation</b>   |
| <input type="checkbox"/> 4.2      | <b>Attachments, Accessories and wear parts</b>  | <input type="checkbox"/> 4.5.1  | Remote control technique and data transmission  |
| <input type="checkbox"/> 4.2.1    | Attachments for construction vehicles   | <input type="checkbox"/> 4.5.2  | Goods technology and operation, monitoring, documentation and evaluation                                |
| <input type="checkbox"/> 4.2.1.1  | Chips and sand spreaders  | <input type="checkbox"/> 4.5.3  | Telephones, radio systems, intercom systems and signal systems  |
| <input type="checkbox"/> 4.2.1.2  | Sweepers  | <input type="checkbox"/> 4.5.4  | Navigation equipment  |
| <input type="checkbox"/> 4.2.1.3  | Roadside mowers   | <input type="checkbox"/> 4.6    | <b>Job safety</b>   |
| <input type="checkbox"/> 4.2.1.4  | Snow-clearing machines  | <input type="checkbox"/> 4.6.1  | Respiratory Equipment   |
| <input type="checkbox"/> 4.2.2    | Attachments Earth-moving machines   | <input type="checkbox"/> 4.6.2  | Rescue equipment  |
| <input type="checkbox"/> 4.2.2.1  | Hydraulic shears  | <input type="checkbox"/> 4.6.3  | Testing equipment   |
| <input type="checkbox"/> 4.2.2.2  | Hydraulic grapples  | <input type="checkbox"/> 4.6.4  | Clothing  |
| <input type="checkbox"/> 4.2.2.3  | Excavator buckets, loader buckets   | <input type="checkbox"/> 4.6.5  | Dedusting   |
| <input type="checkbox"/> 4.2.2.4  | Quick coupling systems  |                                 |   |
| <input type="checkbox"/> 4.2.2.5  | Grapples  |                                 |   |
| <input type="checkbox"/> 4.2.2.6  | Backhoes  |                                 |   |
| <input type="checkbox"/> 4.2.2.7  | Hydraulic hammers   |                                 |   |
| <input type="checkbox"/> 4.2.2.8  | Hydraulic cutters   |                                 |   |
| <input type="checkbox"/> 4.2.2.9  | Hydraulic crushers  |                                 |   |
| <input type="checkbox"/> 4.2.2.10 | Vibratory tools   |                                 |   |
| <input type="checkbox"/> 4.2.2.11 | Auger drives  |                                 |   |
| <input type="checkbox"/> 4.2.2.12 | Fork prongs/carriers  |                                 |   |
| <input type="checkbox"/> 4.2.2.13 | Telescopic pile leaders, fixed leaders  |                                 |   |
| <input type="checkbox"/> 4.2.2.14 | Screener crushers   |                                 |   |
| <input type="checkbox"/> 4.2.3    | Rubber/metal connectors   |                                 |   |
| <input type="checkbox"/> 4.2.4    | Track-laying chassis  |                                 |   |
| <input type="checkbox"/> 4.2.5    | Teeth and cutting strips  |                                 |   |
| <input type="checkbox"/> 4.2.6    | Round shaft chisels and similar tools   |                                 |   |
| <input type="checkbox"/> 4.2.7    | Hydraulic hoses   |                                 |   |

## Other Products or Requirements

**Title of the fair**  
**bauma CHINA 2018**  
**International Trade Fair for Construction Machinery, Building Material Machines, Mining Machines and Construction Vehicles**

**Venue:** Shanghai New International Expo Centre

**Duration and Opening hours**  
**Tuesday, 27 to Friday, 30 November**  
**Tuesday to Thursday 9 am to 5 pm**  
**Friday 9 am to 3 pm**

## **CONTACT:**

**bauma CHINA 2018 exhibition management**  
**Messe München GmbH (MMG), Messegelände; 81823 München, Germany**  
**Phone: (+49 89) 949 20251; Fax: (+49 89) 949 20259**  
**info@bauma-china.com; www.bauma-china.com**

## **Organizer:**

Messe Muenchen Shanghai Co., Ltd. (MM-SH); 11<sup>th</sup> floor, PINGAN Fortune Tower, 1088 Yuanshen Road, Pudong New Area, Shanghai, 200122 P.R. China;  
[www.bauma-china.cn](http://www.bauma-china.cn); [www.b-china.cn](http://www.b-china.cn)  
China Construction Machinery Association (CCMA); China Council for the Promotion of International Trade-Machinery Sub-Council (CCPIT-MSC); China Construction Machinery Co., Ltd.(CNCMC)

## **Terms of participation**

All prices indicated below are gross, Chinese VAT is included. There might be further tax requirements in the exhibitor's state of residence; these taxes shall be borne by the exhibitor as well. (According to tax regulations dated July 1st 2017)

### **1 Application**

All potential exhibitors wishing to take part in the event must express their wish to do so by fully completing and signing – with a legally binding signature – the "Application" form and submitting it to Messe München GmbH (MMG) at the earliest opportunity or at the latest by the application deadline. **The deadline for applications is 27 February 2018.**

Messe München GmbH (MMG) is entitled and authorized by Messe Muenchen Shanghai Co., Ltd. (MM-SH) to act and invoice on behalf of MM-SH.

With the application, exhibitors express to MM-SH their serious interest in taking part in the event as exhibitors. All exhibits must be described precisely on the application form. Co-exhibitors must be named on the application form for co-exhibitors. The same particulars must be specified as for the exhibitor. Incomplete applications cannot be considered. When an exhibitor submits the application form, it means that the exhibitor acknowledges and observes the Terms of Participation and the Technical Guidelines. After exhibitors receive Participation Admission Letter (not Acknowledgment letter), it not only means that the exhibitors have been qualified for participating in the show but a "Booth Rental Contract" becomes valid with assigned area and other relevant services. The application form submitted by the exhibitor (including Terms of Participation and Technical Guidelines), together with the Admission Letter and Exhibitor Manual sent by MM-SH are indispensable parts of the "Booth Rental Contract", which has legally binding force on both parties. This application procedure does not apply to organizers of joint stands. They are not exhibitors as defined by the Terms of Participation. Organizers of joint stands have to fill in the application form for joint stands which can be obtained from MM-SH.

### **2 Permitted exhibits and exhibitors**

All domestic and foreign manufacturers or their Chinese subsidiaries, general importers and specialist dealers authorized by the manufacturers are admitted as exhibitors. Co-exhibitors shall not be admitted, nor additional organizations represented, unless expressly specified in the notice of admission.

General importers and authorized specialist dealers may only exhibit machines and plants whose manufacturers are not represented at bauma CHINA 2018. All exhibits must correspond to the relevant range of exhibits for this trade fair and be designated by name and category on the application form. Articles other than those permitted and registered, as well as used, hired or leased machinery, may not be exhibited. MM-SH has the final decision and has the right to remove any other exhibits at the exhibitor's risk and expense.

The Terms of Participation as well as the Technical Guidelines are accepted as legally binding with submission of application documents.

### **3 Co-exhibitors and additionally represented companies** (see Clause 1, 2)

Permission for co-exhibitors must be requested in writing. The registration fee is **EUR 220** for each co-exhibitor admitted.

A co-exhibitor is one who presents his own goods or services, using his own staff, at the stand of another exhibitor (the main exhibitor). This definition includes group companies and subsidiaries. Agents and representatives are not admitted as co-exhibitors.

The definition of an additionally represented company is as follows: In the case of an exhibitor who is also a manufacturer, an additionally represented company is any other company whose goods or services are offered by the exhibitor. If an exhibitor who is a distributor wants to display not only the products of one manufacturer but also goods and services of other companies, then these count as additionally represented companies.

#### **Additionally represented companies are not allowed on the stand.**

Admission of the exhibitor does not mean that a contract exists between MM-SH and the co-exhibitors or other companies he represents. Co-exhibitors are admitted against payment. The exhibitor must make this payment. The amount can also be invoiced subsequently by MM-SH.

The exhibitor is responsible for ensuring that his co-exhibitors and other companies he represents comply with the Terms of Participation, the Technical Guidelines as well as the instructions of the Trade Fair Management. The exhibitor is liable for the debts and negligence of his co-exhibitors as if they were his own. If co-exhibitors make direct use of MM-SH services, MM-SH is entitled to invoice the exhibitor for these services. He is jointly and severally liable. The exhibitor may not move, exchange or share his stand, nor surrender it either in part or in whole to third parties, without MM-SH's prior written consent

### **4 Participation fees, lien for Floor Space Only**

The participation fees per sqm of floor space are:

a) In the halls (minimum stand size 9 sqm)

Raw space (9 – 53 sqm) 399,00 EUR/sqm

Raw space (54 – 99 sqm) 357,00 EUR/sqm

Raw space (100 – 299 sqm) 325,00 EUR/sqm

Raw space (300 – 599 sqm) 287,00 EUR/sqm

Raw space (≥ 600 sqm) 256,00 EUR/sqm

**Upper-storey stand space indoor costs 50% of the price of the respective ground-floor space.**

b) Shell Scheme Booth in Hall

Shell Scheme (9 – 53 sqm) 490,00 EUR/sqm (Raw Space + Basic Booth Scheme)

c) On the Outdoor Area (minimum stand size 300 sqm)

Raw space (300 – 600 sqm) 201,00 EUR/sqm

Raw space (> 600 sqm) 187,00 EUR/sqm

d) Besides the rent of the stand area, the participation fees include extensive services provided by MM-SH, such as consultation and planning advice, publicity work, organization, technical assistance etc.

**Each square meter or part thereof will be included in full in the calculation**, the floor space always being considered rectangular, without taking account of projections, supports, service connections and the like.

**The applicant shall be invoiced for 40% of the projected participation fee shortly after the application.** This first payment will be refunded if the applicant is not admitted to the trade fair, but will be forfeited if the applicant withdraws unilaterally and completely from the undertaking. If an exhibitor decides to decrease applied area, the difference of the 40% deposit due to this change will not be refunded to the exhibitor separately but counted as the participation fee paid by the exhibitor as a whole. The exhibitor shall receive an invoice for the remainder of the participation fee after stand assignment. The remained amount will be the difference between the actual participation fee of the assigned area and the already paid amount.

Payment of the invoices is due immediately unless other payment deadlines are stated in the invoices. Payment of the participation fee as well as payment for admitting co-exhibitors is a prerequisite for occupation of the exhibition area.

If exhibitors have ordered MM-SH services, MM-SH is entitled to refuse the exhibitor's move-in request and withhold such services, including the supply of electricity, water, compressed air, etc., until the exhibitor has fulfilled his financial obligations to MM-SH. This applies in particular to obligations arising from previous events.

MM-SH reserves the right to enforce the lessor's lien, as permitted by law, in order to secure its claims arising from the rental. The exhibitor must inform MM-SH at any time about the ownership of articles, which are exhibited or to be exhibited. If an exhibitor does not meet his financial obligations, MM-SH can detain the exhibits and stand fittings and, at the exhibitor's expense, sell them at public auction or privately.

The legal provisions on the realization of the pledge are – as far as permitted by law – excluded. MM-SH does not accept liability for damage to exhibits and stand fittings detained under this clause, unless MM-SH is guilty of intent or gross negligence.

Upon special application by the exhibitor, the participation fee and/or the payment for the admittance of co-exhibitors can be invoiced to a third party. As prerequisites, the third party must declare acceptance of the obligation or promise to pay the amount owed to MM-SH, and MM-SH must declare its agreement with such.

Should the exhibitor wish to have an invoice rewritten because the name, tax number or address of the recipient of the invoice has changed, the exhibitor is obliged to pay MM-SH a sum amounting to EUR 50 plus VAT for each change of invoice unless the details in respect of name, legal form or address of the recipient of the invoice were incorrect on the original invoice and MM-SH was responsible for the incorrect details. The exhibitors should be ultimately responsible for failure of third party.

### **5 Terms of payment** (see Clause 4)

The deadlines for payment given in the invoices must be observed. Prior payment in full of the amount invoiced is a condition for access to the exhibition area, an entry in the catalogue, and provision of workers' and exhibitors' passes. The applicant or exhibitor will receive invoices for all additional charges (e.g. technical services, advertising material) with the confirmation of the order; they are to be paid immediately on receipt. All invoiced amounts in all MM-SH invoices, which are connected with the event, are to be paid in EUR, without deductions and free of all charges (e.g. bank charges occurring when transferring via bank account have to be paid by the applicant in full), by credit transfer to the account specified in the invoices, mentioning the exhibitor's company name and invoice number.

MMG bank information is the following:

Bank: Bayerische Hypo- und Vereinsbank AG; Bank Address: Kardinal Faulhaber Str. 14; D-80333 München  
Beneficiary: Messe München GmbH; Beneficiary Address: Messegelände; D-81823 München  
Account No.(EUR): 7825609; Swift code: HYVEDEMM3333

### **6 Rental contract**

The application of the exhibitor represents the contractual offer and means that the exhibitor acknowledges and observes the Terms of Participation and the Technical Guidelines. The admission or rejection will be confirmed to the exhibitor in writing in due time. Admission cannot be transferred. The rental contract comes into force when MM-SH has notified the exhibitor in writing that he is admitted. This generally occurs when layout planning has been completed. The application form submitted by the exhibitor (including Terms of Participation and Technical Guidelines), together with the Admission Letter and Exhibitor Manual sent by MM-SH are indispensable parts of the "Booth Rental Contract", which has legally binding force on both parties. The exhibitor may not move, exchange or share his stand, nor surrender it either in part or in full to third parties as are neither co-exhibitors admitted by MM-SH nor additionally represented companies admitted by MM-SH without MM-SH's prior written consent. According to this contract, MM-SH is authorized to assign a stand area to an exhibitor, which might deviate from the information in the application unless these deviations are unacceptable for the exhibitor. A deviation is considered acceptable if MM-SH does not receive the exhibitor's rejection of the assignment of the stand area within one week.

If an exhibitor rejects a stand area before the above mentioned deadline and the assigned stand area is unacceptable for the exhibitor, the exhibitor can demand that MM-SH assign him an acceptable stand area. If MM-SH does not comply with the demand within an appropriate time period, the exhibitor can withdraw from the contract. The exhibitor does not have any further rights.

The allocation of the other stands, in particular of neighboring stands, can change by the time the trade fair opens. MM-SH is also entitled to relocate or close entrances to and exits from the trade fair grounds and halls, and to make other structural alterations.

Exhibitors cannot make claims against MM-SH because of such changes. MM-SH may also subsequently, i.e. after the rental contract and the stand assignment have come into force, change space allocations, and in particular change the location, type, dimensions and size of the exhibition area rented by the exhibitor, insofar as this is necessary for reasons of safety or public order, or because the trade fair is oversubscribed and further exhibitors must be admitted or because changes in assignments of exhibition space ensure that the facilities and space required for the trade fair are used more efficiently. However, such subsequent changes may not exceed the scope which the exhibitor can reasonably be expected to accept. Should such subsequent changes result in a lower participation fee, the difference in amount will be refunded to the exhibitor. Further claims against MM-SH are excluded. If exhibitors cannot use their stand space or are impaired in the use of their stand because they have infringed legal or official regulations or the Terms of Participation or the Technical Guidelines, they are nevertheless obliged to pay the participation fee in full and to pay MM-SH compensation for all damage caused by themselves, their legal representatives or employees; exhibitors are not entitled to cancel or terminate the contract unless the law specifically entitles them to do so.

The exhibitor's reservations, conditions, and particular wishes (e.g. regarding location, exclusion of competitors, stand construction or design) will be taken into account only if expressly confirmed in the notice of admission. Space will be allocated according to MM-SH's requirements and the prevailing conditions, and in accordance with the classification system for the trade fair as applied by MM-SH at its own discretion, and not according to the order in which applications are received.

Exhibitors do not have a legal claim to admission unless such a claim exists by law. Exhibitors who have not fulfilled their financial obligations to MM-SH, e.g., in respect of previous events, or have infringed the regulations governing the use of the event grounds, or the terms of participation, may be excluded from admission. MM-SH is entitled to withdraw from the contract or to terminate the contractual relationship without notice if admission was based on incorrect or incomplete statements by the exhibitor, or if, at a later date, the exhibitor no longer fulfills the conditions for admission.

### **7 Cancellation of contract**

If the location, type, dimensions or size of the exhibition area rented by the exhibitor are subsequently changed so much that the exhibitor can no longer be reasonably expected to accept the exhibition area, the exhibitor is entitled to **withdraw from the rental contract within one week** of receiving written notification by MM-SH. Otherwise, apart from the statutory rights to withdraw from the contract, the exhibitor has no right to withdraw from this contract. If the exhibitor states that he is withdrawing from the contract, this means – regardless whether he has the right to withdraw from the contract or not – that he is renouncing once and for all his intention to take part in the trade fair. If the exhibitor states that he is withdrawing from the contract and thus renounces once and for all his intention to take part in the trade fair, MM-SH is entitled to re-let the stand area or use it itself without being obliged to do so, even if the exhibitor has no right to withdraw from the contract. If the exhibitor has stated that he is withdrawing from the contract, although he has no right to do so, the exhibitor is obliged to pay the participation fee.

However, MM-SH must allow as a credit the value of the expenses saved and the advantages it has gained by re-letting or otherwise using the exhibition area; the exhibitor shall not have any further rights due to the fact that the exhibition space is rented to others or used in another way. In addition, the exhibitor must pay **40% of the agreed participation fee as flat-rate compensation** for expenses incurred by MM-SH because the exhibitor has withdrawn from the contract and cancelled his participation in the trade fair without being entitled to do so. MM-SH's right to claim further damages remains unaffected. The exhibitor can demand that the flat-rate compensation be reduced if he proves that MM-SH has sustained less damage. MM-SH is entitled to withdraw from the contract if the exhibitor fails to meet his financial obligations to MM-SH on time, MM-SH has extended the deadline by 5 days and this deadline for payment has not been met. This applies especially if the exhibitor is in default of payments for the **down payment of 40% for the projected participation fee**. MM-SH is also entitled to withdraw from the contract if the exhibitor neglects his duty arising from this contract to respect MM-SH's rights, objects of legal protection and interests and MM-SH can no longer reasonably be expected to adhere to the contract. In the aforementioned cases MM-SH is entitled not only to withdraw from the contract but also to demand from the exhibitor the agreed participation fee as flat-rate compensation. MM-SH's right to claim further damages remains unaffected. The exhibitor can demand that the flat-rate compensation be reduced if he proves that MM-SH has sustained less damage. If the exhibitor withdraws the contract after acknowledgement is issued, the down payment shall not be refunded. If the exhibitor withdraws the contract within 2 months before the show, 100% of the actual participation fee shall be charged.

### 8 Force majeure, cancellation of the event

If MM-SH is compelled, as a result of force majeure or other circumstances beyond its control (e.g. failure of the power supply), to vacate one or more exhibition areas, temporarily or for longer periods, or to postpone or curtail the trade fair, the exhibitors do not thereby acquire the right to withdraw or cancel, nor do they have any other claims against MM-SH, in particular claims for damages. If MM-SH cancels the event because it cannot hold the event as a result of force majeure or other circumstances beyond its control, or because it has become unreasonable for MM-SH to hold the event, MM-SH is not liable for damages and disadvantages to exhibitors arising from the cancellation of the event.

### 9 Dates of setting up and dismantling / Assembly, staffing and dismantling of stand

The exact dates for set up and dismantling will be published at a later stage. There will be a special build up scenario for certain sections of the outdoor area. Early move-in needs to be confirmed with SNIIEC, MM-SH and its appointed official freight forwarder while relevant formalities should be completed and related expenses should be paid. If exhibitors want to showcase over-weight / high exhibits, it is mandatory to discuss details, such as move-in plan, display locations, and etc., with MM-SH and the official freight forwarder for the show and strictly follow the over-size / overweight exhibit schedule assigned by MM-SH and its official freight forwarder.

**All delivery and stand-construction vehicles must be removed from the halls and from the outdoor area by 6 pm on the last day of setting up, November 26, 2018.** Vehicles which are still in the halls or the outdoor area after these times will be removed by SNIIEC at the risk and expense of the exhibitor concerned. Setting up must be finished by 6 pm on November 26, 2018 at the latest. An extension is possible only in exceptional cases with the written permission of MM-SH. The dates for assembly and dismantling must be observed. Stands not occupied by the last day of assembly may be disposed of as MM-SH sees fit. Exhibitors admitted to the fair undertake to participate in the event. The stand must be properly equipped and staffed by qualified personnel throughout the trade fair during the prescribed opening hours. Particular attention should be paid to ensuring that the stand is already fully staffed when the trade fair opens. **Exhibitors are not permitted to remove trade fair goods or dismantle their stands before the trade fair closes (3 pm on 30 November 2018).** If they break this rule, MM-SH is entitled to demand a penalty of RMB 4,500.

MM-SH is entitled to exclude from future trade fair any exhibitor whose stand is staffed by insufficiently qualified personnel during the trade fair's opening hours, who exhibits an incomplete range of goods or goods not admitted to the trade fair, who vacates or clears his stand before the end of the trade fair, or who otherwise infringes the Terms of Participation, without prejudice to MM-SH's right to cancel the contract in accordance with Clause 7 or to a claim for all costs thereby incurred by MM-SH.

### 10 Stand design and equipment (see also Technical Guidelines)

a) In the halls  
Height:

The maximum booth construction and advertising height for one storey booth is 6,00 m. The maximum booth construction and advertising height for two storey booth is 8,50 m. Two-storey booth can only be built when the assigned booth area is 24 sqm and above.

#### Ultra-high or overweight exhibits are not permitted in the halls.

Assuming that the Technical Guidelines are observed in designing and constructing a stand, drawings need to be submitted for approval for raw space construction in the halls insofar as they are built by the exhibitor and its contractor. On request, MM-SH's Operations Department and the appointed service partners will check submitted stand construction plans (submitted in duplicate) for exhibitors. No specific approval will be issued. All stand constructions, two-storey stands (see item 4.9 Technical Guidelines), mobile stands, stands with bridges, stairs, cantilevered roofs, galleries, etc. and constructions on the outdoor area (see item 4.8 Technical Guidelines) require approval.

For booths 4.5m and upwards in height, or two-storey stand construction is permitted in the halls with the approval of a top-level certified structural engineer, who is employed by the exhibitor or recommended by MM-SH. Approval depends on the position of the stand within the hall and the area it occupies. Stand drawings containing elevations and cross-sections, cutaway view, electricity layout, static test report or static load calculation, specification of construction must be submitted in quadruplicate to MM-SH's Operations Department and the appointed service partners for approval by the deadline specified, at the latest 9 weeks before stand assembly is to start.

All the indoor booths can not have roof constructions, no matter how small the covering area is. In the halls for two-storey structures covering more than 30 sqm, a fire extinguisher must be prepared for each 12 sqm of both storey from build-up period onwards. Automatic alarm and sprinkler system should be installed for each 8sqm and a fire extinguisher for each 12sqm when the 1st floor area of an indoor two-storey booth is fully enclosed. The structures of stand cannot hang on the structures of the hall. Material piling is not allowed on the two main electricity tunnels in the halls. In the case of infringement of any of the conditions specified here, MM-SH is entitled to take action in accordance with the Terms of Participation. MM-SH will erect partition walls only upon request and at the exhibitor's expense. Exhibitors will receive, in good time, the order form for these walls and further stand walls (height 2.50 m) with the Exhibitor Manual. The stand sides bordering neighboring stands should be not lower than 2.5m and keep neutral, white and clear, so that they do not interfere with the design of the neighboring stand.

b) Outdoor Area  
Height:

The maximum booth construction and advertising height for one storey booth is 6,00 m. The maximum booth construction and advertising height for two-storey booth is 8,50 m. For double-storey booths whose second floor exceeding 30sqm, a fire extinguisher must be prepared for each 12 sqm of both storey from build-up period onwards. Automatic alarm and sprinkler system should be installed for each 8sqm and a fire extinguisher for each 12sqm when outdoor booths have full-closed room. The area of the stand construction or building at the outdoor area cannot exceed 1200 sqm and the height of the stand construction or building must be lower than or equal to two-storey buildings. All structures to be set-up in the outdoor area require the prior consent of MM-SH and get permission from a top level certified structural engineer.

Two-storey stand construction is permitted in the outdoor area with the approval of a top level certified structural engineer, who is employed by the exhibitor or recommended by MM-SH. Approval for the two-storey stand depends on the position of the stand and the area it occupies. The required application forms as well as plans of ground and upper floor, elevations, cross-sections, electricity layout and static calculations or test reports, specification of construction and material must be submitted to MM-SH's Operations Department and the appointed service partners in due time, but at least 9 weeks before set-up begins.

At the set-up of facilities, especially buildings, all applicable regulations at the event site must be observed. Both construction and material piling are not allowed on the facility well and drainage cover at the outdoor area. For all construction work, allowance must be made for existing supply lines, distribution boxes, etc. Where these are located within individual stand areas, they must be accessible at all times. Attention must be paid to all existing supply pipes, foundations, distribution boxes, etc. during all setup work. Insofar as they are within individual stand areas, they must be accessible at all times. The stand sides bordering neighboring stand should be not less than 2.5m and keep neutral, white and clear, so that they do not interfere with the design of the neighboring stand. Construction elements, stand signboards, exhibits and banners on the booth must be arranged so that there is no unreasonable nuisance to neighbors. Misleading company signs must be removed at the request of the trade fair management. Any underground work may only be commenced after approval by MM-SH's Operations Department.

Exhibitors whose stands adjoin the enclosing fence of the trade fair grounds may not use the fence for their construction purposes. Use of the outside of the fence to carry advertising material is not permitted. Publicity balloons are not permitted on the trade fair grounds.

Exhibitors who are allocated in more than one block with public aisles in between the blocks of the booth are not allowed to build booth construction or advertising construction or any other building component or exhibit across these aisles. Aisles are not part of the rented raw space area. No promotion measures are allowed on these aisles.

In the case of infringement of any of the conditions specified here, MM-SH is entitled to take action in accordance with the Terms of Participation.

### 11 Safety Measures

During set-up and dismantling period in the exhibition area (hall and outdoor) wearing of a safety helmet is compulsory. Herring bone ladder up to 2m is prohibited. It is necessary to wear safety helmets and safety belts and to carry out other safety measures against injuries that might be caused by falling objects in overhead work (height all of 2m).

### 12 Technical installations and other regulations

Applications for electrical installation, water, drainage, and telecommunication connections can be considered only if submitted in due time on the order forms available from MM-SH. The precise terms of delivery and the connection fees are stated on these forms. Facility cables needs to be protected by the cable bridge during the whole show period. Exhibitors will cover the cost of the facilities they ordered and the necessary damage prevention treatment for those facilities. Costs will be calculated based on the actual consumption.

All building structures on the trade fair grounds shall be executed in accordance with the legal requirements for construction materials. Revolving tower cranes, etc. must be secured according to regulations. Suspending advertising media or other loads from cranes is prohibited for safety reasons.

For security reason, hanging advertising materials or other objects on cranes, work platforms and exhibits is prohibited. If the display of special exhibit exceeds the range of the booth, its extension direction and location needs the permit of MM-SH, and the exhibitor needs to rectify with the requirement of MM-SH according to the actual situation.

### 13 Restoration of the exhibition areas

All exhibition areas must be handed over to MM-SH's Operations Department in their original condition by the stipulated date for completion of dismantling. At the end of the exhibition, exhibitors must remove from the site all the materials especially the double-sided carpet tape used from their stands by the respective timings stated in the "Operations Schedule". Apart from the clearance and cleanse of the construction materials and stains, outdoor booths exhibitors and contractors should restore the exhibition area into the initial state and clear all the garbage inside the comprehensive cementing. MM-SH is entitled to charge the exhibitor concerned for the removal of excessive waste (stand construction debris, crates/pallets, cartons, packing materials or literature) by a contracting firm at the exhibitor's cost.

### 14 Use of equipment

Only cranes, fork-lift trucks and working platforms may be used that have been provided by the MM-SH service partners responsible. In special cases, the consent of MM-SH's Operations Department is required. All the over-hanging operations as working on the cradle are strictly prohibited.

### 15 Transport of track-laying vehicles

Only track-laying vehicles with smooth track plates, that are also approved for public roadways, may be driven on the roads of the trade fair grounds. The transport of track-laying vehicles into the exhibition halls is permitted only with the express approval of MM-SH's Operations Department. The exhibitor is fully responsible for any damage to road surfaces and hall floors.

### 16 Sales regulations

Direct sales and other services or deliveries made from the stand are not permitted. Exhibited goods must not be delivered to purchasers until after the trade fair closes. Sales are permitted only to wholesalers, retail or trade customers. **Retail sales are prohibited in the exhibition. Otherwise, the Industrial and Commercial Department may be involved and therefore the corresponding penalties and losses incurred will be borne by the exhibitors.**

### 17 Catalogue, Internet, Visitor Information

An official trade-fair catalogue, an internet database and visitor information will be compiled for the trade fair. All exhibitors (including co-exhibitors and companies at joint stands) are included, with the name indicated in the application form, in the alphabetical list of exhibitors in these media. The minimum entry contains the exhibitor's company name, hall and stand number in the alphabetical list of exhibitors. Exhibitors (including co-exhibitors and companies at joint stands) will be offered other entries, e.g. in the Product Index, and other forms of presentation in these media on a separate order form. The forms will be sent to applicants in good time. MM-SH assumes no responsibility for the correctness and completeness of the catalogue, internet database and visitor information.

The exhibitor is solely responsible for the permissibility under law – and particularly the law on competition – of any advertisement placed in the trade fair catalogue, the internet database or the visitor information of MM-SH at the instigation of the advertiser. Should third parties assert claims against MM-SH on account of the impermissibility of the advertisement under law in general or the law on competition, the advertiser shall hold MM-SH fully safeguarded against all claims asserted including all costs of any necessary defense in court on the part of MM-SH. The same applies to exhibitor entries actuated by exhibitors in the trade fair catalogue, the Internet database or the visitor information of MM-SH.

### 18 Exhibitors' and Workers' passes

Exhibitors' passes are issued only after payment of the participation fee, and the remuneration for the admission of any co-exhibitors. For the time in which the trade fair is held, each exhibitor receives the following number of exhibitors' passes free of charge:

Hall				Outdoor			
Registered sqm	Passes	Registered sqm	Passes	Registered sqm	Passes	Registered sqm	Passes
9 to 17	5	55 to 100	30	up to 450	20	> 1000	max 50
18 to 26	10	101 to 400	40	451 to 600	30		
27 to 54	20	> 400	max 50	601 to 1000	40		

The number of exhibitors' passes is not increased for co-exhibitors. Additional exhibitors' passes are obtainable from the trade fair management and will be charged for. Exhibitors' passes are intended solely for stand personnel, and must not be passed on to unauthorized third parties.

Workers' passes for setting up and dismantling of stands are available in the numbers required and will be charged for. They can be purchased on site from SNIIEC during setting-up after hall management fee and construction deposit are paid in full amount. Each company attending the show must appoint an onsite safety manager during the show period, who should wear exhibitor badge with ID photo attached on it.

### 19 Circular letters

Once the stands have been allocated, exhibitors will be informed by circular of further details concerning preparation and organization of the trade fair.

### 20 Alterations

MM-SH reserves the right to make alterations and additions in matters affecting technical arrangements (such as dismantling time, facilities switching on and cutting off time, etc.) and safety.

**21 Liability and insurance**

Considering the safety issue and to ensure the smooth operation of the show, all exhibitors and its contractors should purchase 3rd party public liability insurance and relevant insurances towards employees and exhibits. The minimum insured amount for the public liability insurance should be no less than 5 million RMB. MM-SH and its partners are neither liable for any personal damages or damages for exhibits nor liable for any compensation on lost material, theft and fire.

If MM-SH has to pay compensations due to the events related to the exhibitors' participation during the show, MM-SH has the right to ask the relevant exhibitors reimburse the compensation to MM-SH. MM-SH is not liable for any direct or indirect personal injuries and property damages towards exhibitors, their representatives, and employees.

MM-SH is under no circumstances liable for damage to or loss of goods brought to the trade fair by the exhibitor or the stand fittings or furnishings. In this case, it is immaterial whether such damage or loss occurs before, during or after the trade fair. The same applies to vehicles left on the trade fair grounds by exhibitors, their employee contractors or representatives. For his part, the exhibitor is liable for any culpable damage to persons or property caused by him, his employees, representatives and co-exhibitors and their exhibition articles or exhibition installations and equipment.

MM-SH is not liable for any lost, damages or delays occurred during the import / export procedures, such as customs declares, transportations, loading/unloading, for the exhibits. Exhibitors should purchase sufficient amount of transportation insurances.

**22 Photography, filming, video recording, and sketching**

Only persons authorized by MM-SH and in possession of a valid MM-SH pass may film, photograph, or make sketches or video recordings in the exhibition halls and the outdoor exhibition area. Under no circumstances may photographic or other images or recordings be made of other exhibitors' stands. If this rule is infringed, MM-SH can demand that the recorded material be surrendered and take legal steps to achieve this end. Photographs of stands which are to be taken outside normal opening hours and need special lighting require MM-SH's prior consent.

Such photographs require the main ring circuit to be switched on by the hall electrician. The exhibitor will be charged the costs incurred, insofar as they are not borne by the photographer. MM-SH is entitled to have photographs, drawings, films and video recordings made of events at the trade fair, of stands and exhibits, and to use them for advertising or general press publications.

**23 Catering, deliveries to stands**

Only companies approved for the event grounds may supply exhibition stands with food, beverages. Deliveries to exhibition stands are only permitted with restrictions. MM-SH is authorized to allow deliveries to stands only at certain times. Detailed information on the possibilities of catering at the booth will be given in the exhibitor manual at a later stage but in due time before the trade fair starts.

It's strongly suggested by MM-SH that the exhibitors and visitors should not buy or take any food or drink from illegal peddlers in the exhibition center.

**24 Intellectual property rights**

When participating in trade fairs organized by MM-SH, exhibitor warrants that its exhibits, packages and all related publicity materials found in the trade fair do not in any way whatsoever violate or infringe any third party's rights including trademarks, copyrights, designs, names and patents whether registered or otherwise. MM-SH is entitled but not obliged to set up an Intellectual Property Right Complaint Office (IPR Office) for each trade fair, whose purpose shall be to support exhibitors in cases of infringement of their IP rights by other exhibitors. The exhibitors or agents should provide active cooperation for the investigation for obtaining the evidence, inspection and enquiry work conducted by the IPR Administration and the judicial department. Any exhibit or material suspected of infringement should be removed from the exhibition. The organizer has the right to refuse participation of any exhibitor found guilty of infringement of intellectual property rights at any future trade fairs. If the exhibitor has complained about another exhibitor or its exhibits in the previous shows and complain this time again, the certifications of the previous complaints should be presented. Otherwise, the IPR Office has the right to refuse its complaint request.

**25 Verbal agreements**

All verbal agreements, individual and special arrangements are valid only with MM-SH's written confirmation.

**26 Regulations for use**

Exhibitors must comply strictly with the building and use rules for the event grounds. Exhibitors and transport vehicles not permitted to spend the night in the halls or on the outdoor area. Exhibitors must take the other participants in the event into consideration, must not act contrary to public policy and must not misuse their participation in the event for ideological, political or other purposes which have nothing to do with the event.

**27 Period of limitation, period of exclusion**

Any complaints about invoices are to be made in writing within a period of exclusion amounting to 14 days following receipt of the invoice concerned.

**28 Place of performance, applicable law**

Shanghai shall be the place of performance, also for all financial obligations. Only the law of the People's Republic of China shall apply.

**29 Jurisdiction, arbitration agreement**

The following shall apply to exhibitors incorporated in the PR of China:

In the event of any dispute, controversy or claim (collectively, "dispute") arising out of or relating to this rental contract, or the breach, termination or invalidity of this rental contract, both parties shall attempt in the first instance to resolve such dispute through friendly consultations. If any dispute is not resolved by friendly consultations, then any party may bring an action at the court which has jurisdiction at the registered address of MM-SH.

The following shall apply to exhibitors incorporated or with their principal place of business outside the PR of China:

In the event of any dispute, controversy or claim (collectively, "dispute") arising out of or relating to this rental contract, or the breach, termination or invalidity of this rental contract, the both parties shall attempt in the first instance to resolve such dispute through friendly consultations. If any dispute is not resolved by friendly consultations, then any party may submit the dispute to Shanghai International Economic and Trade Arbitration Commission for arbitration in Shanghai in accordance with its rules of arbitration procedure.

**30 Data protection**

In compliance with data protection legislation, the person-related data of the exhibitor is processed and used for fulfilling the business purposes of MM-SH as well as being forwarded to third parties in order to above all fulfill the purpose of the contract concerned.

In compliance with data protection laws in India, the personal data of the Exhibitor is processed and used for fulfilling the business purposes of the Company and is shared with third parties in order to fulfill the purposes of the Contract.

**31 Severability Clause**

Should the provisions set out in the Terms of Participation or Technical Guidelines be or become legally invalid or incomplete, the validity of the other provisions or the contract concerned remains unaffected. In such a case, the contracting parties undertake to replace the invalid provision and/or fill the gap with a provision with which the contracting parties are most likely to achieve the economic purpose they pursue. – In case of divergence between the English and the Chinese text, the English shall prevail.

As of July 2017

# TECHNICAL GUIDELINES

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# TECHNICAL GUIDELINES

## 1. Opening Hours

### 1.1. During installation and dismantling

Work is permitted in the halls and open-area exhibition grounds during general installation and dismantling from 9:00 a.m. till 6:00 p.m., insofar as other hours specific to a trade fair are not stipulated.

These hours are subject to change. For reasons of general security in the trade fair grounds, the halls and the trade fair grounds remain closed completely outside of these hours.

### 1.2. During events

During an event, the halls are opened an hour before the trade fair starts in the morning and closed an hour after closing time in the evening. MM-SH reserves the right to apply special regulations. Exhibitors, who need to work at their stand in substantiated individual cases beyond these hours, they need to apply for the overtime work from the venue.

## 2. Traffic on the Trade Fair Grounds, Escape Ways, Safety Installations

### 2.1. Traffic regulations

Driving vehicles of any type on the trade fair grounds is at your own risk and is only allowed with corresponding permission, valid entry authorization or a valid parking permit. Driving on the trade fair grounds or parking vehicles in the trade fair grounds is prohibited on principle during an event. MM-SH can make exceptions to this and grant corresponding parking permits or permission for driving in. MM-SH is authorized to make the granting of parking permits or permission to drive in which depends on payment of a fee. The parking permits or entry permits should be placed clearly visible behind the windshield of the corresponding vehicle. The regulations, which are connected with permits for parking or driving in, must be observed strictly.

Permits for parking or driving in must be returned upon request by the staff delegated to handle traffic regulations and routing by MM-SH or the security guards at any time. A parking permit or permit to drive in is only valid for the vehicle, for which it was issued.

MM-SH is authorized to demand a deposit for driving into the trade fair grounds and to limit the maximum time allowed on the grounds. If the maximum time is exceeded, the deposit shall not be returned. This regulation shall apply during setup and dismantling times in those cases, in which MM-SH permits to drive on the trade fair grounds during an event.

The speed limit on the trade fair grounds is 5 km/h. Only driving at a walking pace is permitted in the halls at all times; this regulation also applies to the complete trade fair grounds during an event.

Optimum courtesy should be shown to pedestrians. Driving is not permitted on blocked paths and planted areas. Driving in the halls is only permitted for loading and unloading based on a written confirmation. Attention must be paid to the load-carrying capacity of the hall floors as well as the height and width of the gates. Engines should be turned off during loading and unloading. Parking vehicles in the halls is prohibited on principle. Mobile homes and caravans may not be driven into the trade fair grounds for the purpose of overnight stays. Areas, which MM-SH has designated as campgrounds for an event, are not subject to this regulation. Parking is absolutely prohibited in the complete trade fair grounds, except at areas specially designated for such. MM-SH reserves the right to tow away or remove any vehicles, trailers, containers or empties in the no-stopping zones which are otherwise illegally parked at the costs and own risk of the person who did this or the owner.

MM-SH is authorized to issue more far-reaching traffic regulations and traffic routing measures, especially to ensure smooth flow of traffic during setup and dismantling times as well as during an event; every person on the trade fair grounds is obligated to comply with such. MM-SH especially reserves the right to regulate access to exhibitors or their stand construction or other suppliers to the individual stands.

We recommend using the complete setup time during trade fairs and events, because the trade fair grounds are usually overcrowded on the last two setup days in our experience. No claims may be made against MM-SH if the trade fair grounds are overcrowded or if delays occur for exhibitors, their stand construction or other suppliers in accessing the individual stands due to directives of MM-SH are subject to the regulation of traffic on the trade fair grounds.

## 2.2. Escape Ways

### 2.2.1. Fire department zone, hydrants

The designated fire department zones, escape ways and safety zones are not allowed to be obstructed by parked vehicles or storage of exhibition material, construction or packaging material, etc., even during the setup and dismantling times. Those areas need to be clear all the time. If exhibitors use those areas to pile up their building materials or exhibits and do not cooperate after receiving warning from MM-SH, MM-SH has the right to charge for a penalty from the exhibitors' construction deposit.

Vehicles and objects, which are in fire department zones, escape ways and safety zones, will be towed away or removed and a charge shall be levied for this. If any damages occur during the process, no claim of reimbursement for the damage should be put towards MM-SH.

Hydrants in the halls and the open-air exhibition grounds are not allowed to be obstructed by constructions, made difficult to locate or inaccessible.

A passage of at least 1.2 metres (4 ft) wide between any temporary structure and the fire hydrant, equipment room door and fire-alarm bell contact must be guaranteed.

Any behavior which could hamper the normal operation of the fire protection system and central supervising system, including the fire-alarm bell contact, the fire hydrant, fire extinguisher and fire escape is forbidden.

### 2.2.2. Emergency exits, escape hatches, hall aisles

All designated exits and aisles in the hall layouts shall be kept completely free of obstructions. They serve as escape ways in emergencies and consequently shall not be made narrower by objects put down or protruding objects. It must be

possible to open the doors of the escape ways to their complete extent from the inside. The exit doors and escape hatches and their identification shall not be covered by structures, blocked or otherwise be rendered unrecognizable. Information stands, tables and other furniture shall only be set up at sufficient safety distances from access and exit doors or stairwell accesses. If hall exits are located within a stand, these areas designated as hall exits shall not be made narrower.

### 2.3. Safety installations

Sprinkler systems, fire alarms, fire extinguisher installations, smoke detectors, closing devices of the hall gates and other safety installations, their indication signs as well as the green emergency exit signs must be accessible and visible at all times; they shall not be blocked or obstructed.

### 2.4. Stand Numbering

The organizer will mark all stands with stand numbers, which may not be removed without prior consent of the organizer.

### 2.5. Guarding

MM-SH or the security company contracted by it and approved for the trade fair grounds shall provide guards at the entrances and in the halls. MM-SH does not guarantee complete guarding and surveillance of the trade fair grounds.

MM-SH is authorized to take required measures for guarding and surveillance. Guarding stands, exhibition goods and other objects at a stand is not the responsibility of MM-SH. If required, exhibitors must arrange for guarding of their stands themselves. Stand guards may only be contracted from the security companies authorized by MM-SH for the trade fair grounds.

Exhibitors are expressly warned that there are increased risks for exhibition goods and other objects brought in by exhibitors during setup and dismantling times. Valuable and easy-to-move objects should be guarded continually or kept under lock and key at night. No obligation or liability should be borne by MM-SH if there is any loss of exhibition goods or other objects at a stand or in other areas, whether guarded or not by MM-SH.

## 3. Technical Data

### 3.1. Hall data

Floor area per hall (gross):

W1-W5, E1-E7: 11,500sqm

N1-N5: 12,340sqm

Admissible floor load: 3,300kg/sqm (33 kN/sqm, for a single space of up to 50sqm (3,3t/sqm))

If there is any vertically vibrating part in the exhibit operation, the floor load bearing capacity mentioned above should be reduced at least by 50%.

Flooring: Concrete floor with hardener

Access: Please refer to "Technical Specifications" in Section I of Exhibitor Manual

Power supply: 5 wire, 3 phase 380V / 220V, 50HZ

### 3.2. Outdoor area data

Outdoor area has 3 types of floor conditions: 1 Heavy load area with loading capacity of 15tons/sqm; 2 Normal load area with loading capacity of 5tons/sqm and; 3 Light load area with loading capacity of 2tons/sqm. Due to this condition, the booth construction scheme provided by the exhibitors shall also include the loading capacity of the booth. In special cases, relevant info, such as floor material and etc., will be required from the exhibitors as well. The exhibitor has to observe the limits conveyed to him.

Power supply: 5 wire, 3 phase 380V / 220V, 50HZ

### 3.3 Floor loading capacity

Exhibitors are obligated to check the floor loading capacity and it's also the exhibitors' duty to inform the loading capacity to all the relevant personnel, such as its construction contractors, freight forwarder and etc.

The loading capacity should be considered during the exhibit installation and equipment operation. All the damages to the floor or other facilities due to the negligence of the loading capacity should be borne by the exhibitor itself.

It is strictly forbidden to pile up heavy construction materials or to build up booth structures on top of the two main electricity wire-tunnels in the hall, drainage cover and facility well at the outdoor area.

If exhibitors want to showcase heavy weight exhibits, it is mandatory to discuss details, such as move-in plan, display locations, and etc., with MM-SH and the official freight forwarder for the show.

Any exhibits that exceed the loading capacity of the floor need to have special treatment, such as laying thick steel plate and etc., to prevent the potential damage to the floor.

The exhibitors with heavy weight exhibits have to strictly follow the over-size / overweight exhibit schedule assigned by MM-SH and its official freight forwarder.

## 4. Stand Construction Regulations

The promotional materials in the booth should correspond to brand image of the company, or the co-exhibitors, who handed in the application at the first place. If not, MM-SH has the right to ask the exhibitor to change the promotion material and reserves the right to charge the exhibitor a penalty for violating this regulation.

During move-in/show/move out period, blocking the public aisle using construction materials, promotional materials, exhibits and causing human traffic are strictly forbidden. MM-SH has the right to charge a penalty from the construction deposit of the exhibitor at fault if no improvement is made after receiving oral/written warnings from MM-SH.

### 4.1. Stand safety

Exhibition stands including furnishing and exhibits as well as advertising material should set up sufficiently stably, so that public safety and order are not endangered, especially with respect to life and health.

Exhibitors are responsible for the static security of the stands and must provide proof of such if necessary.



Securing stand constructions via connections to the hall ceiling is not permitted (see item 4.7.5.2 for information about attaching objects to fastening points). All building structures on the trade fair grounds shall be executed in accordance with the legal requirements of planning, construction and safety of the administrative authorities. Exhibitors shall complete all the related procedures for which they are responsible in compliance with the relevant laws, rules and regulations.

#### 4.2. Approval of Stand Construction

Assuming that the Technical Guidelines are observed in designing and constructing a stand, drawings need to be submitted for approval for one-storey stand constructions in the halls insofar as they are built by the exhibitor and its constructor. On request, MM-SH's Operations Department and the appointed service partners will check stand construction plans submitted (in two copies) for exhibitors. No specific approval will be issued.

All stand constructions, two-storey stands (see item 4.9), mobile stands, stands with bridges, stairs, cantilevered roofs, galleries, etc. and constructions on the outdoor exhibition grounds (see item 4.8) require approval.

**\*\* A new regulation is issued by SNIEC. From 1<sup>st</sup> September, 2011 onwards besides double-decker and outdoor stands, the indoor booths exceeding 4.5m (including 4.5m) in height shall get the approval from the local authority as well.**

##### 4.2.1. Checking and Approving Constructions Requiring Official Approval

Each organizer, exhibitor, renter, service partner or other service provider is obligated to check whether the provisional built-in parts or constructions require approval, regardless of whether in the halls or the outdoor exhibition grounds. Dimensioned stand plans for one-storey stand constructions must be submitted in two copies (ground plan and view drawing and electricity layout at least in a scale of 1:100) at the latest by the deadline cited in the Exhibitor Manual of MM-SH. No specific approval will be issued to the indoor booth below 4.5m. The indoor booth of height 4.5m and upwards shall get the further approval from the local authority.

Two-storey stand constructions must be applied for at the latest by the deadline cited in the Exhibitor Manual using the form "Building approval for outdoor stand and two-storey stand design". The form must be submitted in bilingual (Chinese and English) with the documents, also in bilingual (Chinese and English), requested in the form, in the required number of copies to MM-SH. Insofar as approval is granted, stand construction shall only be authorized after the approval letter has been presented to the exhibitor/stand constructor and the documents with the static have been sent back to the exhibitor/stand constructor.

The costs of the above building approval procedures shall be charged from the exhibitor who has the booths 4.5m and upwards in height, has two storeys or the booth is in the outdoor area. (see Section II.A of Exhibitor's Manual).

##### 4.2.2. Vehicles and Containers

Vehicles and containers as exhibition objects in the halls require approval.

##### 4.2.3. Removal of non-approved stand constructions

Stand constructions, which have not been approved, or do not comply with the Technical Guidelines or laws, must be changed or removed according to the case. If this is not done within a set time limit, MM-SH is authorized to make the changes at the expense of the exhibitor or insofar as required to remove such stand constructions.

##### 4.2.4. Scope of liability

Insofar as an exhibitor or a stand constructor contracted by him does not comply with the stand construction provisions stated above, he is liable for all damages resulting from violation of the stand construction provisions.

In addition, an exhibitor or a stand constructor contracted by him shall exempt MM-SH from any and all claims of third parties, which are enforced resulting from violation of the stand construction provisions stated above.

The organizer is exempt from the liability of any dispute between exhibitors and their own suppliers.

The organizer is exempt from the liability of any dispute between exhibitors and the organizer's appointed service partners.

#### 4.3. Height of construction

The maximum booth construction and advertising height for one-storey booth is 6,00 m.

The maximum booth construction and advertising height for two-storey booth is 8,50 m.

Shell scheme stands are forbidden to change its original height limit. The structure height is set specific to events and can be seen either in the special participation conditions or an inquiry can be sent to MM-SH's Operations Department responsible for this.

Exhibits are not subject to this limitation on principle, but MM-SH should be informed of them in advance.

#### 4.4. Fire Protection

Exhibitors and booth construction contractors shall obey the fire protection rule and regulation from the venue and the organizer. Other than the safe operation protocols, fire protection facilities shall not be damaged during the whole show period and the fire protection exits can not be occupied by booth construction materials.

##### 4.4.1. Fire protection and safety regulations

4.4.1.1. Materials used for stand construction and decoration or other building structures must accord with the national and local fire protection regulations that all of them must be non-combustible with a burning diffusion rate not lower than Class B1. Easily flammable materials, materials that drip when burning or materials that create toxic gases such as bengaline, polystyrene rigid foam (Styrofoam) or similar materials may not be used. Decoration materials must be at least flame-proof.

Normal flammable decoration materials may be used in partial areas if it is flame proof and its burning diffusion rate is up to Class B1.

Special requirements can be set for load-bearing construction parts in individual cases for reasons of safety (e.g., non-combustible).

Stand flooring must be laid joint-tight.

The carpet paved must be non-combustible with a burning diffusion rate not lower than Class B1.

4.4.1.2. The building material for temporary tent should be noncombustible with a burning diffusion rate not lower than Class B1. The size of the tent should be no bigger than 2,000 sqm and the distance between tents should be kept at 9 meters. If the automatical sprinkler system is installed in the tent, the size of the tent could be doubled. Smoke discharge facilities that cover 2% of the building area must be installed when the booth area is above 2000 sqm.

4.4.1.3. All the indoor booths can not have roof constructions, no matter how small the covering area is. For double-storey booths whose second floor exceed 30sqm, a fire extinguisher, which passes through annual inspection, must be prepared for each 12 sqm of both storeys from build-up period onwards.

4.4.1.4. The upper storey area above 200sqm, at least two stairways must be arranged, the stair width is not less than 0.9m, and distance between 2 evacuation exits must be 5m at least. Do not store any frames or other stuff at the bottom of the stair. Spiral stairs are not allowed to be used as evacuation stairs.

4.4.1.5 Automatic alarm and sprinkler system should be installed for each 8sqm and a fire extinguisher for each 12sqm when outdoor booths or the 1st floor area of an indoor two-storey booth is fully enclosed. When the 1st floor area of a two-storey booth is semi or fully enclosed with the range of above 120 sqm, 2 or more evacuation doors wider than 0.9m should be set up.

##### 4.4.2. Stand location

a) The stand decoration can not be in obstruction with the fire prevention facilities in the halls. Stand construction or material piling is not allowed at the fire protection emergency pathways and safety exits.

b) The distance of the pathway between the stand and the wall of the exhibition hall shall be 60 cm at the least and piling up materials in this pathway is forbidden.

c) The area of the stand construction or building at the outdoor area can not exceed 1200 sqm and the height of the stand construction or building must be lower than or equal to two-storey buildings.

##### 4.4.3. Vehicles

Vehicles with combustible engines may only be exhibited in the halls with almost empty tanks. The battery should be disconnected, and the fuel tank must be locked; combustible engines may not be demonstrated in operation in the hall; fuel may not be stored at stands. Combustible engines shall not be demonstrated in operation in the halls or in the structures of the exhibitors. They must be equipped with mufflers for demonstrations in outdoor grounds. Fuel may not be stored at stands.

##### 4.4.4 Hazardous Materials

a) Pyrotechnics, open fires and combustible gases are not permitted at the fairground during build-up/show/dismantling period.

b) The exhibitors/contractors shall clean up the flammable materials in time during build-up/dismantling period. The flammable packaging materials of exhibits is prohibited to be kept at the fairground.

c) Weapons, firearms, cutlery, explosive materials, oil, easy combustible materials, toxic materials and caustic materials may not be exhibited at trade fairs or exhibitions. Radio-active substance is not allowed to be brought into the exhibition venue.

##### 4.4.5 Smoking

Smoking is forbidden in the halls.

##### 4.4.6. Use of air balloons

The use of airships and balloons is not permitted in the halls and on the outdoor exhibition grounds.

##### 4.4.7. Recyclable material and waste product containers

No recyclable material or waste product containers made of flammable materials shall be used at the stands. Any recyclable materials or waste products at the stands are to be disposed by the exhibitor. Easily flammable materials such as wood chips, wood residue, sawdust and the like are to be placed in closed containers and removed daily or - if substantial quantities of such collected - several times daily.

##### 4.4.8 Abrasive cutting and all work with open flames

Chainsawing, electric planning, electric welding and cutting work shall be carried out at the outdoor area during build-up period. All workers for specific-type work, such as electric welding and other tasks that might be in link with fire hazard and etc, must possess Specific-type Operator Certificate and strictly accord with fire prevention operation rules.

Only after receiving written approval from SNIEC, any welding, cutting, defrosting and milling work can be operated onsite. Meanwhile, notices should be made to the surrounding stands and working staff within the stands before any of above mentioned tasks are operated.

At the place where the electric welding is carried out, the flammable materials must be cleaned up at the surrounding area. A safety manager must be assigned onsite for supervision.

Precautions must be taken against possible flying sparks in the area. Grooves and cracks must be sealed with suitable, non-flammable materials.

The welding and cutting are prohibited to the pipelines in operation or to the containers with flammable and explosive materials inside. The onsite safety manager shall inspect and make sure there's no remnant tinder or unburned material after the work.

##### 4.4.9. Empties

Storage of empties of any kind (e.g., packaging materials) is prohibited in the stands and outside of stands in the hall. Any empties should be removed without delay.

Storage of empties on the trade fair grounds is only permitted by the forwarding company contracted to do this by MM-SH. This service is subject to charges.

MM-SH is authorized to have materials removed at the cost and own risk of an exhibitor if an exhibitor does not comply with a request to remove prohibited stored materials.

##### 4.4.10 Glass and acrylic glass

Only safety glass may be used for structures made of glass. Installations of glasses need to be fixed properly and eye-catching signs need to be put on the glasses to avoid any potential danger to the workers and employees. Edges of glass panes must be worked or protected in such a way that danger of injury is excluded. All-glass construction components must be marked at eye height.

#### 4.5. Exits, escape routes, doors

##### 4.5.1. Exits, escape routes

Stands with a base area of more than 100 sqm, and an escape route length of more than 10 m or stand layout, in which the exit/escape route is not visible from every spot on the stand, must have at least two separate exits/escape routes, which should be at opposite ends of the stand. Stand layouts should be designed in such a way that there are no difficult-to access rooms, corners or niches created. Each separate room must be equipped with sufficient visual contact to the exhibition area or to the hall.

Rooms that are only accessible via another separate room (so-called trapped rooms) are prohibited.

##### 4.5.2. Doors

The use of swing doors, revolving doors, coded doors or sliding doors is not permitted in escape routes.

##### 4.6. Platforms, ladders, ascents, footbridges

In general, areas where you can walk and also borders directly to areas, which are more than 0.20 m lower, must be provided with railing. These must be at least 1.00 m high. The floor-carrying load must be designed for at least 2.0 kN/sqm. An upper chord, middle chord and lower chord must at least be provided.

One-level platforms, on which you can walk, may have a maximum height of 0.20 m, and need to arrange ascents.

Ladders, ascents and footbridges must be in compliance with current safety regulations.

#### 4.7. Stand Design

##### 4.7.1. Appearance and boundary

The furnishing and design of a stand and the associated required setup is the responsibility of the exhibitor. However, exhibitors must take into consideration the character and image of each trade fair. MM-SH is authorized to prescribe changes in stand design in this context. It also reserves the right to prescribe the frame setup for individual trade fairs in the special participation conditions. Walls, which border visitor aisles, should be brightened up via the building in display cases, niches, displays, etc.

The name and main office of an exhibitor must be clearly visible on a stand.

The stand sides bordering neighboring stand should be kept neutral, white and clear.

A back wall or partition must be installed that is not lower than 2.5m for each raw space stand structure, except island stand and national pavilion structure, to separate from neighbouring booth. The side of back wall facing neighbouring booth must be kept white, neutral and clean. In addition, plate or construction paper must be underlaid under the back wall to protect the floor surface. The exhibitor should not use the back wall or partition of neighboring booth for his own use or for displaying his company name, logo, etc. MM-SH has the right to deduct a penalty charge from the construction deposit of the exhibitor at fault if no improvement is made after receiving oral/written warnings from MM-SH in case the above mentioned violation happens.

No part of any structure or logo or exhibit may extend beyond the boundaries of the contracted area. This includes exhibitor's name, logo, light fitting or posters. All stands in the exhibition, irrespective of height, must have at least half of any frontage facing an aisle open.

Exhibitors are not permitted to display, hang, or distribute any exhibit, material, furniture or product, nor extend their stand structures and fittings, beyond their contracted boundaries. MM-SH has the right to ask the exhibitor modify the stand structure within time limit in case the above mentioned violation happens. Stand constructions must not obstruct the normal operation of the fire protection system, air conditioning, mechanical ventilation vents. MM-SH has the right to ask the exhibitor modify the stand structure in case the above mentioned violation happens.

##### 4.7.2. Checking the rented area

MM-SH measures the rented area on the hall floor and marks it at the corners. Every exhibitor is obligated to obtain information about stand allocation about the location and dimensions of any installations, especially fire alarms, layout of service tunnels, ventilation systems, etc. and to inform the stand constructor if applicable. It is imperative that stands remain within the borders of the rented area.

##### 4.7.3. Protection of the public facilities in the hall

Hall components and technical facilities may not be damaged, soiled or in any way changed (e.g. by drilling holes, use of nails or screws, etc.).

Painting, applying wallpaper and pasting are not permitted.

Hall components and technical facilities may not be subject to loads, for which they are not designed, by stand structures or exhibits.

Grooves on hall walls, ceilings and floors may not be damaged under any circumstances by chiseling, foundation or similar work. Installation of bolts or anchoring is not permitted either.

Exhibitors need to be responsible for any damages they have caused on the public facilities and pay the penalty based on the quotations provided by SNIEC (please find the detailed quotation at 5.1.1). If the penalty is not fulfilled by the deadline assigned, MM-SH has the right to deduct the charged penalty from the construction deposit paid by exhibitors / construction contractors directly. SNIEC and the organizer reserve the right to sequentially claim the damage if the deposit fails to fully compensate

##### 4.7.4. Hall floors

Carpets and other flooring are to be laid accident-proof and may not extend beyond the rented area. Inferior carpets containing CaCO<sub>3</sub> are forbidden.

Only tape, which can be removed without leaving any residue, such as double-faced cloth adhesive tape, may be used for attaching. Double-faced blown-sponge or any other materials difficult to clean up are forbidden.

Otherwise, nothing shall be stuck on the hall floors nor shall they be painted. All materials used must be removed without leaving any residue. Substances such as oil, grease, paint and similar things must be removed from the floor immediately.

##### 4.7.5. Objects hung from the hall ceiling

The objects to be suspended (lighting fixtures, spotlights, etc.) at the ordered fastening points may only be attached by hall owner's appointed staff under observance of the regulations applicable at the event site and in accordance with the current state of technology. During the operation, jacks can not carry overload.

Exhibitors need to fill the form for Hanging points and banners and follow all the regulations indicated in the form closely.

##### 4.7.6. Separating Walls

Separating walls can be ordered using the Exhibitors' Manual.

Exhibitors shall neither change nor work separating walls and supports.

Exhibitors are liable in the case of a violation of these provisions for all consequent damages to persons and property.

##### 4.7.7. Presentations, Demonstrations of Exhibits and Onsite Activities

The following regulations need to be observed and followed if the exhibitors require onsite demonstration / presentation of their products and services:

a) Only exhibits / products uninvolved in any intellectual property rights dispute for which they are agent, distributor or dealer could be displayed. Should there is any intellectual property rights dispute between/ among exhibitors in the exhibition, MM-SH reserves the right to stop them from exhibiting and hand them over to intellectual property rights office.

b) All exhibits, goods, products, posters, documents or services presented by the exhibitor shall be relevant to the exhibition theme and be part of the exhibits profile. MM-SH reserves the right to remove any exhibit, article or item complementary to an exhibit which violates the above regulation. Any cost incurred will be borne by the exhibitors.

c) Retailing is forbidden.

d) The loudness level may not exceed 70 dB(A) at stand borders. The presentation / demonstration shall not in any way effect the neighbouring stands. If exhibitors receive warnings of noise pollution for 2 or more times, MM-SH has the right to cut off the electricity power supply within the booth. If there are any direct or indirect damages towards the power cut off, exhibitors will not receive any compensation and will not bear all the damage by themselves.

e) MM-SH is authorized to restrict or prohibit presentations (despite previously granted permission), which cause noise, visual annoyance, dirt, dust, vibrations or any other emissions or result in substantial negative effects on the event or event participants for any other reasons.

f) All machines for onsite demonstration must be equipped with safety devices and running signs, which may be removed only when the machines are disconnected from power without any latent danger.

g) Working machines must be placed at a relatively safe distance from visitors, and safety operation device is needed.

h) Any machine or apparatus can only be demonstrated within the booth, and operated and supervised by qualified persons. No motors, engines or power driven machines are allowed to be used without adequate fire-protection measures taken by the exhibitors.

i) Blinking, rotating or fast-moving advertising materials as well as moving letters at stand borders are not permitted. The hanging of advertising material or other loads from cranes, platforms and exhibits is prohibited for safety reasons.

j) The distribution of printed materials, samples, gifts and etc is only permitted within your own stand area. MM-SH reserves the right to determine whether it's safe to distribute the materials or not.

k) Toxic fume, exhaust or other irritants caused by the exhibits / products are not released into the exhibition hall.

l) All relevant local government authorized licenses and / or permits must be obtained and its stipulated regulations and conditions observed and abided with for the demonstration and / or use of electronics, radio and / or satellite transmitting equipment.

m) Should the exhibitor intends to launch activities, including performance, press conference or gift and material distribution onsite, the specific plan shall be submitted to MM-SH in written in advance. It's principally forbidden for the exhibitor to run an on-site patrolling advertising team. The activities are allowed only with MM-SH's approval. The exhibitors shall guarantee that such activities do not violate the political and spiritual civilization and ensure the safety during the activities. The neighboring booths within the same hall shall plan staggered periods for their activities. Should there is any problem caused by the activities, MM-SH reserves the right to tune down the sound volume, shut down the equipment or stop the activities.

n) It is strictly prohibited to demonstrate or operate heating, barbecue stoves, or make heating or open fire apparatus, candles, lanterns, torches, welding equipment or other smoke creating material.

o) It is strictly prohibited to demonstrate or operate any electric power, mechanism or chemistry apparatus which are recognized dangerous.

p) MM-SH reserves the right to make further restrictions for special cases. MM-SH is authorized to enter stands to check if the stand compliances with the above regulations.

MM-SH is authorized to remove, cover or otherwise prevent advertising, which violates the regulations cited above.

#### 4.8. Outdoor Exhibition Grounds

##### 4.8.1. Checking the rented area

MM-SH measures the rented area on the ground of the open-air exhibition and marks it at the corners.

Every exhibitor is obligated to obtain information on the assigned stand's position and dimension, especially the dimension of any built-in parts, such as supply pipes, foundations, electricity box, telecommunication box, etc. and to inform the stand constructor if applicable.

It is imperative that stands remain within the borders of the rented area. No objects on the rented area may protrude beyond the rented area. MM-SH Operations Department, can grant exceptions for rotary tower cranes for safety reasons: MM-SH can make the exceptional permission dependent on whether all affected exhibitors have granted permission for the fact that a rotary tower

crane protrudes over their stand. If an exhibitor refuses to grant this permission, this refusal is insignificant if the affected rotary tower crane must protrude over his stand area for safety reasons.

Exhibitors are not permitted to display, hang, or distribute any exhibit, material, furniture or product, nor extend their stand structures and fittings, beyond the rented area. In that case, MM-SH is authorized to require the modifications within the time limit.

#### 4.8.2. Setup

##### 4.8.2.1. Stand Setup

All structures, which should be set up on the open-area exhibition grounds, require the prior consent of MM-SH and SNIIEC.

The required application forms as well as booth schematics, elevations, cross-sections, electricity layout and static calculations or test reports must be submitted to MM-SH's Operations Department and the appointed service partners in due time, but at least nine weeks before setup begins.

Attention must be paid to all existing supply pipes, foundations, distribution boxes, etc. during all setup work. Insofar as they are within individual stand areas, they must be accessible at all times.

The outdoor stand itself needs to be safe and secure and all the construction materials need to meet the standard in the relevant national regulations for the temporary building constructions. It is forbidden to use onsite permanent buildings, its decorations, fencing, walls to secure the stand construction. Operations that will cause damages to the onsite ground and buildings, such as drilling in the grounds, using wallplugs, are strictly forbidden. Protections for the grounds and onsite buildings need to be applied during the booth construction. Spraying, painting material, and glue on the ground or onsite building surface is forbidden. Exhibitors are bound to pay for any facility damages they cause during the whole show period. If any exhibitors fail to fulfil such duty, MM-SH and SNIIEC have the right to deduct the damage amount from exhibitor's construction deposit. If the construction deposit is not enough to cover the damages, MM-SH and SNIIEC reserve the right to pursue the rest damage compensation from the exhibitors.

Factors, such as rain, strong wind and such natural conditions that may bring unsafe elements to the booth, need to be considered during booth design and prevention work needs to be fully prepared.

For outdoor booth, lightings, plugs, electric switch box and such electricity related equipments need to be water resistant. Equipments connected to electricity power need to have efficient protection against rain and potential electric leaking. Cables laying on the ground need to be protected by the cable bridge and no connection should be exposed on the ground directly. Metal structures need to have a ground connection.

Stand structures on the outdoor exhibition grounds may not be built narrower than 0.5 m to the border of neighboring stands unless MM-SH gives written permission for this.

Booth construction and material storage is strictly forbidden at the loading area, drainage and facility well at the outdoor area. Forklift and crane are not allowed to operate at above areas as well.

##### 4.8.2.2. Anchoring and work in the fair

Precise site plans must be submitted to MM-SH and written permission obtained for anchoring tents, cables, flagpoles and other work in the ground of the outdoor exhibition ground. Any work in the area grounds is prohibited without written permission.

##### 4.8.2.3. Cranes and Exhibits

All cranes and exhibits, which are to be placed in the outdoor exhibition grounds and are higher than 20m, require prior consent of the Operations Department of MM-SH and must be registered using the appropriate forms of the Exhibitor Manual of MM-SH, at least 12 weeks before the trade fair begins. If the required documents are submitted later than 12 weeks before the trade fair begins, MM-SH will set the binding maximum setup height available for these exhibits for safety reasons. MM-SH is the authorized to limit or prohibit setup to maintain the prescribed height, if necessary.

MM-SH reserves the right to have experts check or inspect exhibits even if these have dimensions which are not within those cited in the framework data requirements of the form.

#### 4.8.3. Dismantling

All exhibition areas must be entrusted back to MM-SH in their original condition by the set dismantling deadline. All wastes in the booth need to be cleared out and construction will be returned if and only if the following 2 conditions are fulfilled:

- 1) All facility damages caused during the show are fully compensated.
- 2) SNIIEC approval for accepting the booth condition

Attention must be paid to all existing supply pipes, foundations, distribution boxes, etc. during all dismantling work.

If the required reconditioning work has not been completed by the set dismantling deadline, MM-SH is authorized to do this or contract a third party to do this at the expense of the exhibitor.

#### 4.8.4. Public aisles between the blocks of stand areas

Exhibitors who are allocated in more than one block with public aisles in between the blocks of the booth are not allowed to build booth construction or advertising construction or any other building component or exhibit across these aisles. Aisles are not part of the rented raw space area. No promotion measures are allowed on these aisles.

#### 4.8.5. Other regulations

Exhibitors, whose stands border on the edge of the trade fair grounds, may not use the fence for their purposes. The fence outer side may not be used as advertising space. This also applies to setup and dismantling times.

Building components, stand signs and flags must be installed in such a way that they do not interfere unreasonably with others, especially not with other exhibitors or with visitors. Misleading company signs must be removed at the request of the trade fair management.

Rotary tower cranes and similar objects must be secured in line with regulations.

The hanging of advertising material or other loads from cranes, platforms and exhibits is prohibited for safety reasons, apart from flags. The exhibitor takes full responsibility to ensure that the flags are fastened in a very safe way. If the

display of special exhibit exceeds the range of the booth, its extension direction and location needs the permit of MM-SH, and the exhibitor needs to rectify with the requirement of MM-SH according to the actual situation.

The general regulations and the regulations for the hall area, insofar as they can be applied to the outdoor exhibition grounds in the sense they are intended, also apply to the outdoor exhibition grounds.

#### 4.9. Two-storey Constructions

##### 4.9.1. Construction request

The booth within 24 sqm and above is allowed to build 2<sup>nd</sup> storey.

Both storeys can only presents the products and services from the same exhibitor and its co-exhibitors.

Two-storey stands can only be built with the prior consent of MM-SH's Operations Department and the appointed service partners.

However, approval is dependent on the projected location in the hall and the area belonging to it. Hall facilities, direction signs and visual effect to the neighbouring stands need to be considered during the booth designing stage.

The number of two-storey booths will be limited and MM-SH has the right to forbid the exhibitor to build a two-storey booth.

Another decisive factor for approval is how the two-storey stand affects the design and clear structure of the hall as well as the neighbouring stands.

All the indoor booths can not have roof constructions, no matter how small the covering area is. Upper storey of the two storey booth can not cross the aisles in the hall.

If the upper storey area exceeds 30 sqm, a fire distinguishing, which passes annual inspection, must be placed for both storeys. A fire distinguishing is required in any closed rooms within the booth. When the 1st floor area of a two-storey booth is semi or fully enclosed and above 120 sqm, 2 or more evacuation doors wider than 0.9m should be set up. Automatic alarm and sprinkler system should be installed for each 8sqm and a fire extinguisher for each 12sqm when outdoor booths or the 1st floor area of an indoor two-storey booth is fully enclosed.

##### 4.9.2. Conditions concerning stand area safety distances, height of stand interior rooms

The maximum structure height is set separately for each event and stated in the participation conditions.

The height clearance of interior rooms in two-storey structures must be at least 2.40 m in the ground (first) floor as in the upper floor (second floor).

The distance between the public pathway and stairs, open exhibition areas and client meeting areas should be more than 1.0 meter.

##### 4.9.3. Live loads/assumed loads

The following should be estimated for the storey ceiling of a two-storey stand in a trade fair hall:

- 1) When the upper storey is used for general visitor traffic, meetings, presentations and/or as storage space, the storey ceiling must be designed for a live load of 5.0 kN/sqm.
- 2) When the upper storey is used for show case room, sales area, conference room or with a great number of chairs, the storey ceiling must be designed for a live load of 5.0 kN/sqm.
- 3) When the upper storey is used for the rest for employers, offices, corridors and no permanent staff is positioned while no stairs towards the upper storey has a clear sign of no public access, the storey ceiling could be lowered to a live load of 3.0 kN/sqm.

The use should be clearly recognizable in the plans, which are submitted for approval.

Stairs must always be designed for a live load of 5.0 kN/sqm.

Balustrades and railings should be designed for 1 kN/sqm at railing height. Proof must be submitted that the bearing load of the supports does not exceed the permissible bearing load of the hall floor.

##### 4.9.4. Escape ways/stairs

The upper storey area above 200sqm, at least two stairways must be arranged, and width are not less than 0.9m, while distance between 2 evacuation exits must be 5m at least. Do not store any frames or other stuff at the bottom of the stair. Spiral stairs are not allowed to be used as evacuation stairs.

##### 4.9.5. Construction materials

In two-storey stands, the load-carrying construction components, ceiling of the ground floor and the floor of the upper floor must be composed of at least fireproof construction materials.

Construction materials normally used in trade fair structures are permitted for flooring and wall covering in the ground and upper floors. Anchoring in the hall floor is not permitted.

Two-storey trade fair stands should be designed in such a way that they can be set up and dismantled within the time period projected for the event for setup and dismantling.

General construction law regulations must be observed. MM-SH reserves the right to apply any additional technical safety or fire safety requirements, which might become necessary.

##### 4.9.6. Upper storey

All common rooms of the stand must have visual contact to the hall.

In the upper storey, rolling safeguards in a height of at least 0.05m must be installed on the floor in the area of railings in the upper storey, if required.

Railings should be installed in line with items 4.6 and 4.9.3.

A closed ceiling is not allowed for the upper storey.

#### 4.10. Dismantling Stands

Exhibitors must remove all stand construction material, all exhibition pieces and objects and all other exhibition material without exception and restore the original state of the booth and its nearby pathway by the end of the dismantling time announced for each event (see the Special Terms of Participation).

MM-SH is authorized but not obligated to transport away and store exhibition goods, which is still at the stands after the end of the dismantling time at the expense and own risk of the exhibitor as well as charge an appropriate handling fee from trade fair forwarding companies. MM-SH is authorized to dispose of

exhibition material and all other objects, which an exhibitor has left behind after the end of the dismantling time.

## 5. Technical Safety Regulations, Technical Regulations, Supply of Technical Features

### 5.1. General regulations

Setup and dismantling work may only be carried out within the framework of the respectively valid labor and commercial laws.

#### 5.1.1 Damage compensations

Exhibitors need to protect the exhibition hall, ground, wall and related facilities. In case of damages occurred, exhibitors need to compensate the damage according to the quotation from SNIEC.

Any damage caused by an exhibitor or a party contracted by an exhibitor on the trade fair grounds, buildings or facilities will be repaired by MM-SH at the expense of the exhibitor in question after the end of the event. MM-SH has the right to deduct expense mentioned above from the construction deposit from the exhibitor. If the construction deposit is not enough to cover the damages, MM-SH and SNIEC reserve the right to pursue the rest damage compensation from the exhibitors.

For shell scheme exhibitors, fees related to repairs and replacements for the damaged items, such as flooring, lighting, rental equipments, no matter the damage is done by exhibitor itself, its representatives, its partners, service providers hired by exhibitor, its representatives and partners or by individuals, should be borne by the exhibitor.

#### 5.1.2 Safety operations

During set-up and dismantling period in the exhibition area (halls and outdoor) wearing a safety helmet is compulsory. It is necessary to wear safety helmets and safety belts and to carry out other safety measures against injuries that might be caused by falling objects in overhead work (height all of 2m). Herring bone ladder up to 2m is prohibited. Moveable scaffolding without guardrail on the top or with guardrail lower than 1.2m is prohibited. The four wheel break of climbing ladder must be justly braked in place when high-altitude is needed.

Only qualified overhead operation tools may be used. Unqualified ones are strictly prohibited. When passing tools or objects, throwing is forbidden.

Overhead work after drinking alcohol is also strictly forbidden. It is prohibited to use hanging basket.

### 5.2. Use of tools

The use of cartridge-powered tools is prohibited.

The use of woodworking machines without chip suction-off is not permitted.

Only cranes, forklifts and platforms may be used, which are made available by the service partners of MM-SH responsible for this. An agreement about this must be reached with MM-SH in special cases.

### 5.3. Electrical Installations

#### 5.3.1. Connections

Only MM-SH or its suppliers may carry out electrical installations from the areas to the stands. The electrical installations, which are only to be carried out by MM-SH or its suppliers, include the main connection with electric power lines, main power fuse and-if applicable-main switch/electric supply meter. The exhibitor is not allowed to obtain electricity for his stand from such persons as have not been authorized to supply electricity by MM-SH. Exhibitors are expressly forbidden to obtain electricity from neighboring stands.

In the case of stands which require an extended use of power supply, exhibitors shall apply for permission in advance through MM-SH. Individual regulations have to be made. The use of generators at the stands is not permitted without the prior written consent of MM-SH.

A layout drawing should be sent with an order, which make the desired placement of the connections clear.

Exhibitors must ensure that the electric installation is designed in such a way that all current consumers at a stand can be operated simultaneously. If MM-SH determines that the electric installation ordered by the exhibitor does not permit simultaneous operation of all current consumers at a stand, MM-SH is authorized to upgrade the electric installation at the expense of the exhibitor even without an order from the exhibitor.

Electric installations are laid in the area channels insofar as possible, but possibly above ground if the location of the connection point requires this.

MM-SH is authorized to run electric power lines and connections, which serve neighboring stands, through the stand of an exhibitor, unless MM-SH can make the electric connection to the neighboring stand at the same or lower costs without running cables and connections through the stand of the exhibitor.

Exhibitors shall not have any objection towards all the required facility layouts, such as electrical cables, Internet cables, water pipelines and etc., at the fairground. If the exhibitor wants to re-allocate the cables lay across / around the stand, or wants to lay cables that cross traffic paths or other stands, the exhibitor must pay for the cost of changes after having the written consent from MM-SH. The cables must be laid road-worthy.

Facility cables needs to be protected by the cable bridge during the whole show period.

Exhibitors will cover the cost of the facilities they ordered and the necessary damage prevention treatment for those facilities. Costs will be calculated based on the actual consumption.

Electricity power consumption will be calculated based on the quotation in the Exhibitor Manual.

The power supply will be switched off in accordance with the terms or rules for the closing of the trade fair on the last trade fair day for safety reasons.

#### 5.3.2. Stand installation

Within stands, installations may only be carried out by the exhibitor's own skilled workers or by authorized specialist companies under observance of the regulations applicable at the event site and according to the current state of technology. The installation personnel must hold valid electrician operation certificate.

Electric installations within a stand can be carried out by MM-SH or its suppliers on order.

Connections, machines and equipment, which do not comply with the regulations or which have higher consumption than registered, are not permitted. They can be removed from the stand by MM-SH at the expense and own risk of the exhibitor and be stored for safekeeping.

#### 5.3.3. Assembly and operating regulations

The complete electric installation must be carried out according to the latest applicable safety regulations valid at the event site. Conductive construction components are to be included in the measures for protection against indirect contact (stand earthing).

Double-sheath copper wires and cable lines must be used, and the section of the conducting wires must be  $\geq 1.5$  mm. Electrical materials must be equipped with enough safe loading capacity. Fire resistant cables with insulate casings must be used. It is strictly forbidden to use single wires with no sheath, twist pairs or aluminum wires. As to the configuration of wires, three-phase five-wire system shall be applied for the line voltage (L1, L2, L3, N, PE) and single-phase three-wire system for the phase voltage (L, N, PE). Flat conductors of all types are not permitted. Uninsulated electric cables and terminals are not permitted in low-voltage systems. Secondary cables must be protected against short-circuits and overloading.

All metallic structures and shells shall have a reliable grounding. Any electrical terminal switches should be installed with 30mA leakage protectors. The conducting wires should be fixed in a cellular or other form instead of being randomly installed on roads, grounds or doorways. Electric lines crossing passageway shall be protected by a cable bridge. When sub-circuits are connected, insulating porcelain and plastic joints must be used instead of being wrapped directly by insulating adhesive tape before any insulation protection measures are taken.

The electric and gas connections should be fixed and isolated from constructions. The electric and gas connections should be installed in pipe or protected by a cable bridge if those connections are on the ground. Double-sheath insulated conductor must be used but may not be directly connected with each other, only can be connected by insulating porcelain instead.

#### 5.3.4. Safety measures

All heat-generating and heat build-up electric equipment (hotplates, spotlights, transformers, etc.) must be installed on non-combustible, heat-resistant, asbestos-free supports and monitored adequately during operation.

Sufficient distance must be maintained to flammable materials in line with the heat generation. The heat-generating and heat build-up electric equipment are not allowed to be focused on nor be stationed near the fire sprinklers.

Lighting fixtures may not be attached to flammable decorations, among other things. Heat insulation measures must be taken when electrical appliances is close to non-flammable materials

The safe distance between lighting fixture and flammable exhibits must be kept more than 50cm.

High-temperature lighting and neon lights could not be installed without permission and examination from the relevant authority. The installation height of neon lights should not be less than 2.5 m.

Outdoor lighting fixtures should be water-proof and save measure toward rain, wind should be considered. Cables must be protected by water-proof bridge plates. Irrelevant electrical devices are not allowed to be used. Raw space booths should be installed with a master electrical switch.

All the booths must switch off the electrical power supply every day after the exhibition closes. Otherwise, the venue will cut off the main power. An application must be submitted to the venue next day morning to get the electricity re-supplied.

MM-SH has the right to cut off the power supply if any electrical fitting or equipment is considered to be dangerous or might bring potential safety hazards to other exhibitors or visitors.

The multinomial sockets are not allowed to use so as to avoid the short circuit due to the overload.

#### 5.3.5. Safety lighting

Stands, in which the generally existing safety lighting is not effective due to special feature of their construction, require their own safety lighting additionally. It is to be designed in such a way that it ensures reliable finding of the general escape ways.

### 5.4. Water and sewage installations

#### 5.4.1. Connections

Only MM-SH or its suppliers may carry out water and sewage installations from the areas to the stands. The water and sewage installations include the main water connection (water supply and drainage) with feed and outlet pipes as well as water meter if required. The exhibitor is not allowed to obtain water for his stand from such persons as have not been authorized to supply water by MM-SH. Exhibitors are expressly forbidden to obtain water from neighboring stands.

In the case of stands which require an extended supply of water and sewage, exhibitors shall apply for permission in advance through MM-SH. Individual regulations have to be made. Orders should be sent with connection plans (form in the Exhibitors' Manual), which make the desired placement of these connections clear.

Exhibitors must ensure that the water and sewage installations are designed in such a way that all water consumers at a stand can be operated simultaneously. If MM-SH determines that the water and sewage installation ordered by the exhibitor does not permit simultaneous operation of all water consumers at a stand, MM-SH is authorized to upgrade the water and sewage installations at the expense of the exhibitor even without an order from the exhibitor. Water and sewage installations are laid in the area channels in the halls insofar as possible, but possibly above ground if the location of the connection point requires this. Water and sewage connections are possible in principle in the open-air exhibition grounds; pipes can be laid above or below ground. In exceptional cases when there is an unfavorable location, it might not be possible to install an ordered connection or extra costs can be expected.

MM-SH is authorized to run water and sewage pipes and connections, which serve neighboring stands, through the stand of an exhibitor, unless MM-SH can make the water and sewage connection to the neighboring stand at the same or

lower costs without running pipes and connections through the stand of the exhibitor.

If the exhibitor wants to lay pipes that cross traffic paths or other stands, prior consent of MM-SH is required. The pipes must be laid road-worthy. The exhibitor pays the costs for this.

If water consumption cannot be charged at a flat rate, it is charged at the prices stated in the Exhibitors' Manual and via the determined consumption per cubic meter using the built-in meter.

Chemically polluted sewage may not be fed into the canal system.

The water supply and sewage disposal will be switched off in accordance with the terms or rules for the closing of the trade fair on the last trade fair day for safety reasons.

#### 5.4.2. Stand installation

Within stands, plumbing installations (water and sewage installations) may only be carried out by the exhibitor's own skilled workers or by authorized specialist companies under observance of the regulations applicable at the event site and according to the current state of technology.

Plumbing installations within a stand may be carried out by MM-SH or its suppliers on request.

If the plumbing installation work within a stand, which includes the connections of consumers (equipment with water or sewage connection such as sinks), is not carried out by MM-SH or its suppliers, the exhibitor must inform MM-SH in due time before the beginning of the work, at the latest 4 weeks before work begins, which special companies or skilled workers will carry out the plumbing installation work. If MM-SH does not receive this information in due time, MM-SH will connect the consumers at the expense of the exhibitor at the prices valid at the event time.

Connections, machines and equipment, which do not comply with the regulations or which have higher consumption than registered, are not permitted. They can be removed from the stand by MM-SH at the expense and own risk of the exhibitor and be stored for safekeeping.

### 5.5. Compressed air installations

#### 5.5.1. Connections

Compressed air can be supplied to exhibition stands in the halls and on the open-air exhibition grounds. Supply in the halls is generally via a connection to a compressor station. MM-SH reserves the right to install a compressor for compressed air supply at a stand, for example where there is little need for compressed air. The compressed air provided by exhibitors is forbidden to be used. The exhibitor is not allowed to obtain compressed air for his stand from such persons who have not been authorized to supply compressed air by MM-SH.

Exhibitors are expressly forbidden to obtain compressed air from neighboring stands. Only MM-SH or its suppliers may carry out compressed air installations from the trade fair compressed air network to the stands. The main compressed air connection with compressed air lines are part of compressed air installations. In the case of stands which require an extended supply of compressed air, exhibitors shall apply for permission in advance through MM-SH. Individual regulations have to be made.

Exhibitors must ensure that the compressed air installation is designed in such a way that all compressed air consumers at a stand can be operated simultaneously. If MM-SH determines that the compressed air installation ordered by the exhibitor does not permit simultaneous operation of all compressed air consumers at a stand, MM-SH is authorized to upgrade the compressed air installation at the expense of the exhibitor even without an order from the exhibitor.

Lines are laid in the area channels insofar as possible, but possibly above ground if the location of the connection point requires this.

MM-SH is authorized to run compressed air lines and connections, which serve neighboring stands, through the stand of an exhibitor, unless MM-SH can make the compressed air connection to the neighboring stand at the same or lower costs without running lines and connections through the stand of the exhibitor. If the exhibitor wants to lay pipes that cross traffic paths or other stands, prior consent of MM-SH is required. The pipes must be laid road-worthy. The exhibitor pays the costs for this.

A layout drawing should be sent with an order, which make the desired placement of the connections clear. The compressed air supply will be switched off in accordance with the terms or rules for the closing of the trade fair for safety reasons.

#### 5.5.2. Stand installation

Within stands, compressed air installations may only be carried out by the exhibitor's own skilled workers or by authorized specialist companies under observance of the regulations applicable at the event site and according to the current state of technology.

Compressed air installations within a stand can be carried out by MM-SH or its suppliers on order.

If the compressed air installation work within a stand, which includes the connections of consumers (equipment with compressed air connection), is not carried out by MM-SH or its suppliers, the exhibitor must inform MM-SH in due time before the beginning of the work, at the latest 4 weeks before work begin, which special companies or skilled workers will carry out the compressed air installation work. If MM-SH does not receive this information in due time, MM-SH will connect the consumers at the expense of the renter at the prices valid at the event time. All vessels and equipment for compressed air brought into the trade fair grounds must be in accordance with all relevant safety standards and regulations. The safe pressure of the materials and tubes for compressed air should not be less than 15 kg/cm<sup>2</sup>. And the pipe joint must be fixed by hoop instead of iron wires or any other materials.

Connections, machines and equipment, which are not permitted, which do not comply with the regulations or which have higher consumption than registered, are not permitted. They can be removed from the stand by MM-SH at the expense and own risk of the exhibitor and be stored for safekeeping.

### 5.6. Exhaust Gas and Exhaust Systems

#### 5.6.1. Exhaust gases and fumes

Combustible, unhealthy fumes and gases or those that annoy event participants may not be introduced into the halls. They must be drawn off to the outside using appropriate piping.

#### 5.6.2. Exhaust systems

Combustible, unhealthy fumes and gases or those that annoy event participants must be drawn off via exhaust pipes.

The outlets may only be installed by MM-SH or a company contracted by it. A layout drawing should be sent with an order, which make the desired placement of the outlets clear.

### 5.7. Hazardous materials and facilities

The use of hazardous goods and facilities (e.g., compressed gases, liquid gas, combustible liquids, radioactive materials, X-ray systems and stray radiation devices, laser systems, etc.) requires the prior written consent of MM-SH. An application for this must be submitted to MM-SH at least six weeks before the beginning of the event.

### 5.8. High-frequency equipment, radio installations, electromagnetic fields

Operation of high-frequency equipment, radio installations and electromagnetic fields requires approval and must be agreed upon with MM-SH.

Furthermore, operation of high-frequencies and radio installations can be only permitted if they have a sufficiently large frequency distance to the already used frequencies/applications on the trade fair grounds. Proof of this must be provided to MM-SH. Information about the frequencies/ applications used on the trade fair grounds can be obtained from MM-SH.

### 5.9. Cranes, forklifts, exhibition materials, packaging materials, trade samples

The forwarding agents contracted by MM-SH, hereafter referred to as "trade fair forwarders", have sole forwarding rights on the trade fair grounds, e.g., taking exhibits, stand constructions, etc. into stands including providing any required auxiliary equipment as well as customs clearance for temporary or definitive import. Only trade fair forwarders may be contracted for forwarding services within the trade fair grounds. Liability of MM-SH for all risks arising from the activity of trade fair forwarders is excluded. Storage of empties of any kind at the stands is prohibited.

Exhibitors are not authorized to designate MM-SH as recipient of goods shipments (exhibition materials, stand construction materials, information material and the like) or other shipments, which are not intended for MM-SH but instead for the exhibitor or a third party. MM-SH is authorized, but not obligated, to accept and store these shipments at the expense and own risk of the exhibitor or to contract the appropriate trade fair forwarder with the storage of such shipments, especially with the storage of exhibition and packaging materials. No claims against MM-SH can be derived from this if such shipments are accepted without checking their appropriateness or completeness, freight and forwarding invoices are not checked, or goods are not stored or put away appropriately or safely.

### 5.10. Annoyances from exhibition materials

Exhibition materials, which cause substantial disturbance of event operations due to their appearance, smell, noises, vibrations or similar properties, especially those that result in substantial danger to or interference with event participants or objects of third parties, must be removed immediately upon request by MM-SH. This obligation of an exhibitor also exists if he pointed out such properties in the registration and received permission for them in spite of this.

If an exhibitor does not comply without undue delay with his obligation to remove exhibition material, MM-SH is authorized to remove the exhibition goods at the expense and own risk of the exhibitor or to close his trade fair stand without the exhibitor having any right to assert claims from this against MM-SH or the respective MM-SH. MM-SH shall set the dismantling time for the closed stand.

With no written confirmation from SNIIEC, the following items are not allowed to enter the trade fair ground: weapon, guns, swords, bullet, explosives, combustible substances, radioactive materials, any types of dangerous materials, objects which are forbidden to import, objects which have IPR issues, objects which might cause the normal operation of SNIIEC and objects that are banned by relevant government departments.

### 5.11. Information and communication services

All wire connections for information and communication served to a stand are provided solely by MM-SH.

Orders should be sent with connection plans (form in the Exhibitors' Manual), which make the desired placement of these connections clear.

### 6. Waste Management

Exhibitors are responsible for appropriate and environmentally compatible disposal of waste, which occurs during setup, service period and dismantling of their stands.

In case exhibitors do not comply with this regulation, MM-SH has the right to deduct the services fees of waste management from the construction deposit directly.

#### 6.1. Storage and waste disposal

There is no storage area onsite officially. Exhibitors need to remove all packing materials, especially paper box, wooden box and cargos, from the exhibition site or contact the official freight forwarder appointed by MM-SH to arrange the storage of such materials. All costs related to this service should be borne by the exhibitors. MM-SH reserve the right to remove and process the materials and objects onsite. All fees occurred during these process will be borne by the exhibitors.

Starting from the build-up period, exhibitors and their stand construction contractors have to clear up the waste material in the booth and on the surrounding public pathway in order to avoid blockage. If such occurrence happens with no immediate cooperation from the relevant exhibitor, MM-SH has the right to deduct a penalty charge from exhibitors' construction deposit.

Before the opening ceremony, MM-SH will deal with all the materials left at the non-booth area, such as Opening ceremony area, aisles, empty area in the open area, and etc) and service fees occur with this procedure will be borne by the relevant exhibitors.

Exhibitors or their contractors have to remove all the construction materials and wastes, such as scraps of construction materials, wooden boxes, pallet, paper boxes, wrapping materials, promotional materials and etc., before the end of the dismantling time.

After the end of the dismantling time, any of remaining material will be removed by MM-SH. No prior notification of the removal will be issued to the exhibitor. Cost occurs for this removal will be borne by the exhibitor along with a penalty charge to leaving wastes onsite.

### **6.2. Waste requiring special monitoring**

Exhibitors are obligated to report special waste and other waste, which is especially hazardous to health or the environment, explosive or combustible in its type, properties or quantity, to MM-SH and to have such disposed of properly by the supplier of MM-SH responsible for this. It is especially a question of the following waste materials:

Oil, detergents, spray cans with contents, impregnating agents, chemicals, salts, mercury (e.g., contained in switches and thermometers), emulsions, acids, alkaline solutions, varnish, glue, wax, solvents (e.g., gasoline, ethyl alcohol, tri-acetone, paint thinner and glycerin), batteries, accumulators, electric switches, fluorescent tubes, PVC residues (e.g., floor and wall plates), television and radio equipment, motors/engines and refrigerators. The exhibitor pays the costs for disposing of these wastes. These charges are not included in the participation price. The same applies to disposing of construction waste, bulky refuse and carpets.

### **6.3. Waste brought to the site**

Materials and waste, which are not created in connection with the event duration, setup or dismantling, may not be brought onto the trade fair grounds.

## **7. Water, sewage, soil conservation**

### **7.1. Oil and grease traps**

Nothing may be introduced into the water network, which exceeds the general hazardous material quantities for households.

If sewage containing oil or fat is to be introduced into the water network, which exceeds these quantities, grease/fat traps must be used.

If mobile restaurant services are in use, fats and oils must be collected separately and disposed of separately.

Whoever produces, processes or exhibits oily or fatty goods at his stand or whoever uses a dishwasher at his stand, which washes for more than two minutes, must dispose of the sewage created via a grease trap.

### **7.2. Cleaning/detergents**

MM-SH is responsible for cleaning the grounds and aisles in the halls. Exhibitors are responsible for cleaning stands and exhibits, or they would order cleaning service through MM-SH. The cleaning must be completed daily before the trade fair or event starts. If an exhibitor does not have cleaning done by its own staff, only those companies approved by MM-SH may be contracted for this.

Cleaning companies not approved by MM-SH are expelled from the exhibition areas.

Cleaning must only be done using biologically degradable products on principle. Liquids, substances or other materials, which are absolutely necessary for cleaning a stand or for cleaning, operating or maintaining exhibits, must be used professionally and appropriately, so that the environment is not polluted. Residues including any auxiliary materials used (e.g., soaked cleaning wool) must be disposed of properly as special waste. Detergents, which contain solvents hazardous to health, may only be used in exceptional cases in line with the regulations.

### **7.3. Damage to the environment**

Damage to the environment/soiling (e.g., due to gas, oil, solvents or paint) must be reported to MM-SH immediately.

### **7.4. Sewage disposal**

The sewage should be disposed at designated place. Indoor and outdoor ditches, washing basins and water closets in the toilets in the trade fair grounds shall not be used for disposal of sewage, food or waste. Otherwise, the exhibitor should take all responsibilities and corresponding consequences.

The exhibitor should properly use the ditches for utility services in the halls while setting up and dismantling the booth and ensure that the sewage will be discharged into the designated areas fitted with proper plumbing instead of into the ditches.

## **8. Painting work**

Large-scale painting is not permitted in the trade fair grounds. However, small-scale "touch-up" painting of the exhibits and stand constructions is allowed during the set-up period with all necessary safety precautions in place as follows:

- a. Painting in an area properly ventilated
- b. Use of nontoxic paints
- c. Covering all the floor involved within the trade grounds with dry paper or plastic film
- d. No painting near the vertical structures (i.e. walls) of the trade fair grounds
- e. No washing of paint material within or surrounding the trade fair grounds

The exhibitor is responsible for any damage resulting from painting and is liable for the cost of restoring the damaged and polluted parts.

## **9. Sand, soil and similar materials**

If sand, soil, garden-use turf, moss, and other similar materials are required for the stand construction and exhibit presentation, an anti-leak protective layer should be put on the floor. The exhibitor should take all necessary precautions to prevent any part of the trade fair grounds from being damaged by the above-mentioned material, and ensure no water leakage. The exhibitor is responsible for any damage. After the show, exhibitors have to remove all the materials mentioned above from the booth and return the booth to SNIEC with its original status or a penalty charge will be invoiced to the relevant exhibitors. (please refer to 5.1.1 for more info)