

**Baltimore, USA**  
**September 14 - 16, 2017**

**Please return to**  
 NürnbergMesse GmbH  
 International Exhibitions  
 Messezentrum  
 90471 Nürnberg, Germany  
**F +49 9 11 86 06-86 94**  
**info@biofach-world.com**

Please send us the  
 application documents **once only!**  
 (Post or fax or e-mail)



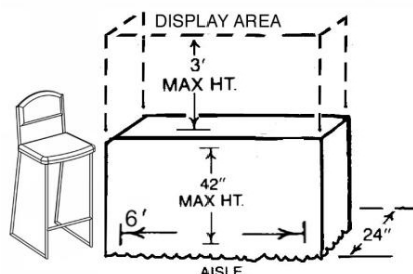
**Date for returning: immediately**

<u>Company name of direct exhibitor</u>	<u>Person to contact</u>
<u>Proprietor/Manager</u>	<u>Tel.</u> <u>Fax</u>
<u>Street</u>	<u>E-mail</u>
<u>Postcode, Town, Country</u>	<u>Correspondence address (only if different)</u>
<u>Tel.</u> <u>Fax</u> (Company) (Company)	<u>Invoice address/Authorized recipient (only if different)</u> (see item 8 of the SCP-International BFA-ATO)
<u>Email</u> (Company)	
<u>Internet</u>	

**Application as direct exhibitor** (please complete in detail or mark as applicable)  
 and acceptance of the Conditions of Participation

**Attention: form B and the relevant certificates must also be submitted**

1. ☐ We order a tabletop in the Pratt Street Lobby - US\$ 3,145\* / tabletop  
 Participation fee includes stand space, Exhibitor Service Kit, listing on the Show Directory Map (print deadlines apply), online listing, 3 badges, admission to all hosted events and educational seminars unless otherwise noted, one draped table (beige, 6'L x 2'W x 42"H), standard ID sign (11"L x 17"H), one stool, one wastebasket and carpeting. Only one exhibitor per tabletop.



**Applications received after 14<sup>th</sup> July will not be listed on the printed Show Directory Map.**

2. We would like the following position for our stand (without legal claim):

3. ☐ We agree to the below mentioned and attached height & space guidelines  
 Exhibit fixtures, signage, products, etc. must be placed on top of the tabletop. Signs or banners reaching a maximum of 6'L x 42"H may be hung from the drape on the front of the table, or from the drape behind your display area.

Maximum height permitted on top of the table is 3'0". Exhibitors will be asked to remove any exhibits not in compliance with these guidelines. Your tabletop is your only exhibit space. Exhibitors may hang a sign or banner from the back pipe and drape in your exhibit space. The maximum size of this sign or banner is limited to 6'W x 42"H. We recommend making grommets in your banner and hanging it from the back pipe and drape using "S" hooks. These "S" hooks are available free of charge at the GES Service Desk. Exhibitors may hang a sign from the front and side of your tabletop. The maximum size of this sign is permitted to 6'W x 42"H. for the front, and 2'W x 42"H on the side.

Exhibitors may display items on the surface of the tabletop. The maximum height of these items is three feet. Exhibitors may use items which require electrical. These items (such as items for cooking or electronics) must be on your tabletop only and not in any other part of your exhibit space. Electricity must be ordered from GES.

Pop-up displays are limited to 6 feet wide, must be no taller than 8 feet, and must be flush against the back pipe and drape. Exhibitors are not allowed to order additional furniture outside of one additional stool, bringing in own carpet, remove or replace the table or hang signs from the ceiling.

4. **Compulsory registration of all exhibits and/or services**

\*In accordance with Art. 3a Para. 8 Clause 1 of the German Value Added Tax Act (UStG) in conjunction with the provisions of the letter of the German Federal Ministry of Finance dated January 18th, 2012, the place of supply for event services is the country in which the event takes place. The service is thus not VAT taxable in Germany.

We hereby confirm that we have received, taken notice and accept the General Conditions for Participation in Fairs and Exhibitions – International (GCP-International) and the Special Conditions for Participation in Fairs and Exhibitions – International BIOFACH AMERICA – ALL THINGS ORGANIC (SCP-International BFA-ATO) as binding. We hereby agree that our transferred data can be stored, processed and used by NürnbergMesse and their partner companies for purposes of performing the event and information (marketing). We have the right to withdraw this permission at any time without incurring costs other than the basic cost of transmitting this message. You can object to us using your data for advertising purposes at any time in writing by post (to NürnbergMesse GmbH, Messezentrum, 90471 Nürnberg) or by e-mail (to info@nuernbergmesse.de).

Place and date

Company stamp and authorized signature of direct exhibitor

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Messezentrum  
90471 Nürnberg, Germany  
**F +49 9 11 86 06-86 94**  
**info@biofach-world.com**

Please send us the  
application documents **once only!**  
(Post or fax or e-mail)



**Date for returning: immediately**

Company name of exhibitor	Tel.	Fax
Person to contact	E-Mail	
Street	Internet	
Postcode, Town, Country		

Please complete in full in block capitals or tick as appropriate.

**BIOFACH AMERICA – ALL THINGS ORGANIC is co-located with Natural Products Expo East which is organized by New Hope Network.**

- ☐ We have already exhibited at a Natural Products Expo East and/or West organized by New Hope Network.  
☐ Yes - our last participation was in \_\_\_\_\_ (please specify year) at the \_\_\_\_\_ (please specify show).  
☐ No – if no please register here: <http://www.surveygizmo.com/s3/3244811/Co-Exhibitor-Application>

**We have exhibited at BIOFACH Nürnberg.**

Last time we exhibited in ☐ 2016 ☐ 2017

☐ We confirm that we will show the same products at BIOFACH AMERICA – ALL THINGS ORGANIC as in our last BIOFACH Nürnberg participation. All products that have not yet been shown at BIOFACH Nürnberg, need to be specifically reported to the organizer.

☐ **Products with organic certificate:**

Our products are certified in accordance with an organic standard in the  
"IFOAM Family of Standards".

Please find more information regarding  
IFOAM Family of Standards under:  
[www.ifoam.org/ifoam-family-standards](http://www.ifoam.org/ifoam-family-standards)

Our certification body is accredited

- ☐ to IFOAM  
☐ to the Global Organic System (IOAS)  
☐ to the national law of:

Our products from the wild originate from sustainable management in  
accordance with the directives of:

Our products are certified as organic by the following certification bodies:



**For admission criteria purposes the relevant certificates including annex must be submitted**

☐ **Products without organic certificate:**

**Not all or none of our exhibits / services are certified to an organic standard**

We request admission for the following products / product groups without  
organic certificate:

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and confirm that our product

- ☐ are produced and processed to the latest technical standards in an  
environment-friendly way;  
☐ are produced without the use of genetically modified organisms or  
substances produced or obtained from GMOs;  
☐ have not been exposed to radioactive irradiation;  
☐ do not contain any substances that are damaging to health or the  
environment and in particular that no ecologically critical materials have  
been used for the product or its packaging (halogen compounds,  
formaldehyde, Bakelite, PVC).

☐ **Services:**

We request admission for the following services:

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**For admission criteria purposes the following verification must be  
submitted in writing:**

- The services are developed specifically for the organic market
- The company has a special connection with the organic sector
- BIOFACH visitors are our company's primary target group

☐ **We are the organizer of a joint stand** and do not exhibit any products / services.

**We agree to have all certifications certificates and other proof available on the stand for the admission check. The exhibition management reserves the right in individual cases to reject registered firms or products submitted.**

We hereby confirm the completeness and accuracy of the stated declaration. We understand that any co-exhibitor on our stand equally has to fulfil these admission criteria. We are aware that the organizer has the right to demand removal of any items, or the closing of the stand, if the merchandise on offer does not meet the criteria of quality required. The obligation of the full payment for the stand remains herewith unaffected.

Place and date

Company stamp and authorized signature of direct exhibitor

# General Conditions for Participation in Fairs and Exhibitions - International

(hereinafter referred to as „GCP-INTERNATIONAL“)

In case of disagreement, the Special Conditions for Participation in Fairs and Exhibitions shall have priority over the GCP

## 1. Application

In order to take part at a fair or exhibition (hereinafter referred to as "EVENT"), an applicant (hereinafter referred to as "EXHIBITOR") must fill out the official printed application form, provided by NürnbergMesse GmbH (hereinafter referred to as "NM"), complete it accurately, sign it in legally effective manner and return it to NM. The EXHIBITOR thereby accepts these GCP-INTERNATIONAL and the Special Conditions for Participation (hereinafter referred to as "SCP-INTERNATIONAL") as binding. In addition the specific on-site regulations related to the trade show and venue - stipulated in the exhibitor service manual and on the trade show website - become also integral part of the contract. The EXHIBITOR is also responsible and liable for adherence to the said conditions by persons employed by him at the EVENT. The application constitutes just a contractual offer to NM and cannot be endorsed with conditions and restrictions, particularly with respect to desired stand positions, which do not represent a condition for participation.

## 2. Admission / Stand space confirmation

The contract comes into force with the written admission by NM. This is mechanically printed and signed and valid without written signature. The admission of EXHIBITORS and listed exhibits is in any case at the sole discretion of NM, especially, but not limited to, in accordance with the GCP-INTERNATIONAL and SCP-INTERNATIONAL and with the theme, aim and purpose of the EVENT. NM may exclude such EXHIBITORS from admission that haven't fulfilled their financial obligations towards NM regarding previous EVENTS. Reservations or conditions stipulated in the application are invalid without the written confirmation of the organizer.

In the event of significant divergence between the content of the admission and the content of the application, the contract comes into force in accordance with the content of the admission, if the EXHIBITOR does not object in writing within two (2) weeks of receipt. EXHIBITORS do not have a legal claim to admission, except that legal provisions provides for such a claim.

For materially justifiable reasons, especially, but not limited to, in the event of non-availability of sufficient stand space, NM may exclude individual EXHIBITORS from participation and/or restrict the EVENT to specific groups of EXHIBITORS if deemed necessary for attaining the aim and purpose of the EVENT. NM may also restrict the listed exhibits and effect alterations to the stand space requested by the EXHIBITOR. Admission applies only to the listed exhibits, the EXHIBITORS that are specified in the application and to the space stated therein. Other items than those listed and admitted cannot be exhibited. An EXHIBITOR who has previously failed to settle his financial obligations to the NM or the trade show co-organizer or settle them punctually may be excluded from admission.

## 3. Allotment of space

Allotment of space will be made by NM in accordance with the theme and arrangement of the EVENT concerned and subject to the space available. Siting requests made in the application form will be considered as far as possible. Order of receipt of applications will not be the sole deciding factor for allotment of space. NM is entitled, if necessary, to alter the size, shape and position of the allotted space. NM will notify EXHIBITORS about the necessity for such alteration immediately and, if possible, offer a comparable space elsewhere in the exhibition. In case this entails an alteration in the stand rental, reimbursement or additional payment shall result correspondingly. EXHIBITORS may withdraw their application within two weeks of receipt of such notification; regarding this neither party may claim any compensation. Any alterations of the location of other stands at the beginning of the EVENT since the admission do not constitute a legal claim of the EXHIBITORS. Those may not exchange the allotted space among with another or transfer it to a third party, even if only in part, without the prior written consent of NM.

## 4. Joint exhibitors

Stand spaces are hired only as complete spaces and only to one contractual partner. Exceptions in individual cases are subject to the sole discretion of NM. In the event several EXHIBITORS wish to share a stand space, they must name a representative in their application form who is authorized to act on their behalf in negotiations with NM.

## 5. Co-exhibitors

The use of the stand space by another company with its own products and personnel (hereinafter referred to as „CO-EXHIBITOR“) requires a separate application and admission by NM. Admission of one or more CO-EXHIBITORS is subject to a special fee and the prior written consent of NM. Responsibility for ensuring, that CO-EXHIBITORS fulfill the same terms and conditions as the principal EXHIBITOR shall rest with the principal EXHIBITOR, if applicable, in addition to the CO-EXHIBITOR.

## 6. Stand rental fee, lien

Stand rental fees/participation fees and terms of payment are set out in the SCP-INTERNATIONAL and the application form. Payment of the

stand rental must be made in accordance with the dates laid down before the allotted space may be occupied. The allotted space may be occupied after full payment in due time. Complaints about the invoice can only be considered if they are submitted within 14 days of invoicing. NM is entitled to exercise its right of lien and sell any distrained property on the open market after written notice of intention. No liability will be accepted for damage to seized items unless deliberate or caused by gross negligence.

## 7. Withdrawal of application, cancellation of part of stand space

In case the EXHIBITOR withdraws his application, cancels part of the stand space or does not participate in the EVENT, NM is entitled to use the hired stand space or the cancelled part of the space for other purposes and relet to third parties. The EXHIBITOR shall remain obliged to pay cancellation fees on the value of the ordered stand rental fee as set out in clause 6. In detail, reference is made to SCP-INTERNATIONAL.

## 8. Cancellation of admission

NM may cancel confirmation of admission and relet the space elsewhere in the following cases:

- The stand is obviously not occupied by the EXHIBITOR in good time before the EVENT (specified in SCP-INTERNATIONAL).
- The EXHIBITOR fails to pay the stand rental fee at the agreed time in accordance with clause 6. and a period of grace granted by NM lapsed without result.
- An application to commence insolvency proceedings against the EXHIBITOR's assets is lodged or rejected for lack of assets, or insolvency proceedings have already been commenced.
- The conditions for stand space confirmation are no longer fulfilled by the registered EXHIBITOR or NM receives knowledge of reasons which would have justified exclusion if they had been disclosed earlier.
- The EXHIBITOR breaches NM's or the trade show's or venue's site regulations.
- The admission is based on incorrect or incomplete statements by the EXHIBITOR.

NM reserves the right to assert claims for damages in such cases. The EXHIBITOR has no entitlement to claim damages.

## 9. Cancellation of rental exhibition stands and other services

Once admission has been confirmed, the EXHIBITOR must pay charges if he withdraws from the contract regarding rental exhibition stand and/or other services ordered by the EXHIBITOR or does not exhibit. NM also reserves the right to assert claims for damages. If the applicant cancels the order for rental exhibition stands and/or other services, a cancellation fee is payable. In detail, reference is made to SCP-INTERNATIONAL.

The withdraw from the contract by the applicant becomes effective with NM's receipt of the written notice.

## 10. Exclusion of exhibits

Items not included in the admission document cannot be exhibited. NM and any trade show co-organizer has the right to demand to remove exhibits that are not approved in the admission document and also such exhibits, that or prove to be dangerous, a cause of annoyance or otherwise unsuitable, or which can be proved to be a violation of industrial property rights. In case the EXHIBITOR does not comply with such demand, the said items may be removed by NM or the trade show co-organizer at the expense of the EXHIBITOR. In case a violation of industrial property rights by an EXHIBITOR is proved (e.g. based on a valid court ruling against the EXHIBITOR), NM may exclude the EXHIBITOR from participating in subsequent EVENTS.

## 11. Stand assembly, equipment and design

Stands must conform to the overall layout of the EVENT. NM reserves the right to forbid the erection of stands which are in this respect unsuitable or inadequate or to alter them at the EXHIBITOR's expense. Stands must be properly equipped and manned by qualified personnel at the specified times for the entire duration of the EVENT. Stand fitting must be completed at the latest by the end of the period allowed for stand assembly and stands cleared of any packing materials. Removal of exhibits or dismantling of stands before the end of the EVENT is not permitted. Names and addresses of EXHIBITORS must be clearly displayed on the stands. In case of discrepancies, the SCP-INTERNATIONAL prevail over the GCP-INTERNATIONAL. The prior approval of NM is needed if stand constructions exceed the specified height limits for stands. Prior consent is also needed for particularly heavy exhibits. Fixing to the hall floor is not permitted. After the official closing of the EVENT, basic items, insofar as these have been provided by NM, must be returned undamaged and in their original condition. Damage caused through negligence or not immediately notified at the time of occurrence must be indemnified by the EXHIBITOR. Exhibits

which still remain on the stands after the end of the period allowed for dismantling may be removed and stored at the EXHIBITOR's own expense.

#### 12. Force majeure, cancellation of event

In case NM is prevented from holding the EVENT for reasons of force majeure or other circumstances beyond its control, an immediate notification of applicants is required by NM. Basically the claim to stand rental is voided, but NM may charge the EXHIBITOR for work carried out to his order to the extent of the costs incurred, insofar as the result of such work may still be of interest to the EXHIBITOR. Should NM be in a position to carry out the EVENT at a later date, it is likewise required to notify the EXHIBITORS to this effect without delay. EXHIBITORS are entitled to cancel their participation in the EVENT at the new time within two weeks of receiving such notification, in which case they are entitled to refund or cancellation of the stand rental. In case NM is compelled to curtail or cancel an EVENT for reasons of force majeure or other circumstances beyond its control, after it has commenced, the EXHIBITOR has no claim to any refund or cancellation of the stand rental.

#### 13. Assembly and dismantling passes, exhibitor passes

Passes for EXHIBITORS and workmen employed during the period of stand construction and dismantling will be issued to the applicant, if applicable. In detail, reference is made to SCP-INTERNATIONAL.

#### 14. Advertising

Advertising of all kinds is allowed only within the stand space rented by the EXHIBITOR for his own firm and only for products and/or services produced or distributed by him, insofar as these have been listed in the admission document. The use of apparatus and equipment to achieve an increased advertising effect by optical and/or acoustic means requires the prior written consent of NM. Advertising outside the stand space rented by the EXHIBITOR is only possible as part of the advertising and sponsoring measures offered by NM and approved by the trade show co-organizer. Advertising of a political nature is forbidden. NM and the trade show co-organizer shall be entitled to prohibit and remove advertising that does not comply with this clause at the expense of the EXHIBITOR.

#### 15. Photographs, drawings, films

NM and the trade show co-organizer may have photographs, drawings, videos and films made of the EVENT, including EXHIBITOR's exhibits and personnel and exhibition constructions and stands, each for perpetual, worldwide, royalty-free use in any medium for advertisement, publicity and press releases or other purposes. The right of the EXHIBITOR to object is excluded for any reason. This also applies to photographs produced directly by the press or television with the consent of NM and the trade show co-organizer. For photographs of stands against payment, EXHIBITORS shall solely employ photographers with relevant permission authorized by NM and the trade show co-organizer. Only these service contractors may be commissioned before or after the official daily opening hours. Other service contractors are not admitted during these hours. EXHIBITORS are not permitted to produce photographs, drawings, videos and films of the stands and exhibits of other EXHIBITORS.

#### 16. Direct selling

Direct selling is not allowed unless expressly permitted by the SCP-INTERNATIONAL, in which case objects for sale must be marked clearly with their prices. EXHIBITORS are responsible for ensuring that they obtain the necessary permits from the relevant trade and health authorities and comply with regulations.

#### 17. Cleaning

NM is responsible for general cleaning of the grounds and hall passages. Stand cleaning is the responsibility of EXHIBITORS and must be completed daily before the opening of the EVENT. EXHIBITORS have to use the service contractor engaged by NM for stand cleaning.

#### 18. Supervision

NM will arrange general supervision in the exhibition center. This shall not affect the liability provisions of clause 19. EXHIBITORS are strongly recommended to make their own arrangements for the security of their stands and exhibition items and effect appropriate insurance cover. Valuable items which can be easily removed should be locked away out of the opening hours. Additional stand supervision is available at the EXHIBITOR's own expense by using the service contractor engaged by NM.

#### 19. Liability, insurance, accident prevention

The EXHIBITOR is also solely responsible and liable for compliance with the GCP-INTERNATIONAL and SCP-INTERNATIONAL (and the trade show and venue regulations stipulated in the exhibitor service manual and on the trade show website) of assistants or persons employed by him at the EVENT. NM bears unlimited liability only in cases of intent or gross negligence and for damages due to loss of life, bodily injury or damage to health. In all other cases NM shall be liable only

- in the event of a breach of cardinal obligations. Cardinal obligations are obligations of fundamental importance for the proper execution of the contract and which the EXHIBITOR can expect to be regularly fulfilled;
- if NM is legally obliged to take out liability insurance cover or this is usually the case;
- if NM has claimed a special degree of trust or occupies a qualified position of trust.

In these cases, however, NM is only liable for typical foreseeable damage (hence not usually liable for consequential damage) and then only up to a limit of EUR 100,000 for each case of damage. The liability limitation applies only to an entrepreneur in terms of § 14 of the German Civil Code, juristic persons under public law and special public assets. Moreover, liability due to slight or ordinary negligence is excluded. This liability limitation also applies to the conduct of NM's performing and vicarious agents.

The principal EXHIBITOR is liable for any debts and negligence of his CO-EXHIBITORS and their employees or assistants as well as for his own debts and negligence and those of his employees or assistants. Referring to this both, the principal EXHIBITOR and the CO-EXHIBITOR, shall be jointly and severally liable debtors of NM and the trade show co-organizer.

The principal EXHIBITOR/CO-EXHIBITOR or joint EXHIBITOR is liable for any damage to persons or objects caused culpably by himself, his employees, his representatives or his exhibits and equipment. The EXHIBITOR is obliged to fit the exhibited machinery and equipment with safety devices complying with the accident prevention rules of the appropriate professional associations. NM is entitled to prohibit the EVENT or operation of machinery and/or equipment at its discretion.

#### 20. Protection of industrial property rights

Protection of copyright or other patent rights of exhibits is the responsibility of the EXHIBITOR. A six-months period of protection from the beginning of an EVENT by reason of the law relating to the protection of inventions, samples and trade marks of 18 March 1904 (RGBl. page 141) only takes effect if the Federal Minister of Justice has published a relevant announcement in the Bundesgesetzblatt (Federal Law Gazette) for the event concerned (see SCP-INTERNATIONAL, Exhibition priority).

#### 21. Site regulations, contraventions

EXHIBITORS agree to accept the site, venue and trade show regulations during the EVENT in all parts of the exhibition center, including all regulations stipulated in the exhibitor service manual and on the trade show website. The instructions of NM's and any trade show co-organizer's employees, who possess official identity cards, must be complied with. Contraventions of the GCP-INTERNATIONAL and SCP-INTERNATIONAL or instructions within the framework of the site, venue or trade show regulations shall entitle NM and/or the trade show co-organizer, if such contraventions continue after warning, to immediate closure of the stand at the EXHIBITOR's own risk and expense and without claim to compensation.

#### 22. Place of fulfillment and jurisdiction

The place of fulfillment is Nuremberg, Germany. The same applies to the place of jurisdiction when the EXHIBITOR is an entrepreneur in terms of § 14 of the German Civil Code or a juristic person under public law or does not have a general inland place of jurisdiction. NM is also entitled to take legal proceedings against the applicant at the applicant's general place of jurisdiction.

#### 23. Data protection

Personal data are collected, processed and used by NM and, if applicable, by service partners and the trade show co-organizer in accordance with the provisions of the German Federal Data Protection Act and other relevant data protection regulations for the purpose of providing support and information for customers and potential customers and for handling the services offered.

#### 24. Consent to the use of data

The EXHIBITOR consents to the storage, processing and use of his data transferred with the application form (company name, address, telephone/fax number and e-mail address) by NM and, if applicable, by service partners and the trade show co-organizer for events and information purposes (advertising). This consent may be cancelled by notifying NM at any time without incurring additional costs other than the usual transmission costs at the basic rates.

#### 25. Severability clause

If any provisions of these GCP-INTERNATIONAL are partially void or incomplete, this shall not affect the validity of the remaining provisions and the contract. In such cases, the parties agree to replace the void or missing provision by a provision that most closely relates to the business purpose intended by the parties.

# Special Conditions for Participation in Fairs and Exhibitions – International BIOFACH AMERICA – ALL THINGS ORGANIC

(hereinafter referred to as „SCP-International BFA-ATO“)  
As per December 2016

## 1. Contract Partner

NürnbergMesse GmbH  
Messezentrum  
90471 Nuremberg (Germany)  
Tel: +49 (911) 8606-0  
Fax +49 (911) 8606-8694  
[www.nuernbergmesse.de](http://www.nuernbergmesse.de)  
CEOs: Dr. Roland Fleck, Peter Ottmann  
Registration Number HRB 761 Nürnberg  
Chairman of the Supervisory Board: Dr. Ulrich Maly  
Oberbürgermeister der Stadt Nürnberg  
Lord Mayor of the City of Nuremberg

(hereinafter referred to as “NM”)

NM acts either as the organizer or the co-organizer of the trade shows or exhibitions that are held outside of the Federal Republic of Germany. BIOFACH AMERICA – ALL THINGS ORGANIC, (hereinafter referred to as “EVENT”) is co-organized by NM and Penton Media, Inc., including its subsidiaries and other affiliates directly or indirectly owned by Penton Operating Holdings, Inc. (hereinafter referred to as “PENTON”). The EVENT is a part of PENTON'S Natural Products Expo East 2017 trade show (the “SHOW”). Companies intending to participate in the EVENT are hereinafter referred to as “EXHIBITOR”.

## 2. Contractual terms

The terms for participation in any EVENT consist of the General Conditions for Participation in Fairs and Exhibitions-International (hereinafter referred to as “GCP-INTERNATIONAL”), these SCP-INTERNATIONAL (BFA-ATO), the Exhibitor Services Kit provided by NM and made available on the SHOW website, all technical conditions notified to the EXHIBITOR before the EVENT begins, and all venue regulations and other terms, regulations and policies on the SHOW website. If NM provides additional services through service partners, the general terms of business of the respective partner shall prevail over these SCP-INTERNATIONAL (BFA-ATO) in case of discrepancies.

## 3. Venue, duration, opening hours / Exhibitor Services Kit

The exact address of the venue, EVENT dates and opening hours as well as move-in, assembly and dismantling period will be communicated to the EXHIBITOR in the Exhibitor Services Kit. An Exhibitor Services Kit containing detailed information will be available on the SHOW website in ample time for advance planning. The Exhibitor Services Kit will contain, among other things, information regarding shipment, labor, electrical service, rental items and exhibit hours. The service kit and the service forms may be provided in hard copy, electronic version or download from the internet. The EXHIBITOR must carefully read the service kit. Rules, regulations and deadlines mentioned in the Exhibitor Services Kit are binding for all EXHIBITORS.

## 4. EXHIBITORS and approved exhibition goods

Admissible as EXHIBITORS are: manufacturers, importers, wholesalers, representatives and publishers, domestic and foreign, offering only those products and services that can be assigned to the product groups provided. All exhibition goods must be described in detail in the application. Products (copies, counterfeits, etc.) that violate the regulations for the protection of industrial property rights in Germany or violate the standards for Natural Products Expo available on the SHOW website (the “Standards”) are not admitted. Orders only may be taken at the EVENT, individual sales with exchange of money are strictly prohibited.

## 5. Labor, Food and Beverages

EXHIBITORS must comply with union work rules and use union labor, where applicable. Food and/or beverages may only be supplied by EXHIBITOR with the prior written consent of NM, PENTON and the SHOW facility. Alcoholic beverages are forbidden without the express written consent of NM, PENTON and the SHOW facility, in which case corkage fees to the SHOW facility may be required.

## 6. Participation Fees

The participation fees for rental of exhibition space (stand rental fees) are binding as stipulated on the application form. NM reserves the right to charge prime locations, surcharges for open sides of the stands, registration fees or charges per registered co-exhibiting company. In these cases these charge are clearly stipulated on the application form. NM reserves the right to apply a minimum of net space to be ordered by each EXHIBITOR.

Participation Fees and other charges may be invoiced EUR or locally applied currency. All net charges are subject to governmental, regional or local taxes or duties as in effect in the country of EVENT venue. EXHIBITOR shall be solely responsible for obtaining any necessary tax identification numbers and any licenses, permits or approvals required under any laws or regulations applicable to the SHOW and for paying all taxes (including all sales taxes), license fees, use fees, or other fees,

charges, levies or penalties that may become due to any governmental authority in connection with its participation in the SHOW.

## 7. Fees in case of withdrawal of application / cancellation of part of stand space

Once the application is signed by EXHIBITOR and exhibit space (stand rental) is allocated to EXHIBITOR by NM, EXHIBITOR is contracted to exhibit space (stand rental).

In case the EXHIBITOR withdraws his application, cancels part of the stand space, the order for rental exhibition stands and/or other services or does not participate in the EVENT, the EXHIBITOR shall remain obliged to pay cancellation fees. The cancellation fees are based on the value of all fees incurred in connection with the allocation and have to be paid as a flat-rate compensation for expenses incurred by NM on cancellation or partial cancellation after admission has been confirmed:

- until May 5th, 2017 40 % of the total amount of fees and
- on or after May 5th, 2017 100 % of the total amount of fees.

In case the EXHIBITOR does not participate in the EVENT because of absence and the rented stand space cannot be relet to third parties, the EXHIBITOR is obliged to pay the full amount of the stand rental fee as set out in clause 6 GCP-INTERNATIONAL. In case the EXHIBITOR does not participate in the EVENT because of absence and the rented stand space can be relet to third parties, the EXHIBITOR retains the right to prove that NM has saved costs not considered in the deduction and has benefited as a result of the cancellation or non-participation. NM reserves the right in any case to claim further damages.

The withdrawal from the contract and/or the cancellation of part of the stand space by the EXHIBITOR becomes effective with NM's receipt of the written notice.

## 8. Complete rental stand

For the EVENT, NM can offer complete rental stands as specified in the application form. NM is responsible for assembling and dismantling these complete rental stands. The complete rental stand, its fittings and included furniture may not be pasted over, nailed, painted or damaged in any way. The EXHIBITOR is liable for damage done during the rental period and will be charged with the costs.

## 9. Payment conditions

Invoices are payable in full according to dates for payment as mentioned in the invoice. All payments are to be made in the currency shown in the invoice, without charges, quoting invoice number.

If the EXHIBITOR enters a different invoice address on the application form, he authorizes the stated person/company to receive the invoice and other payment requests. This does not exempt the EXHIBITOR from his obligation to pay. For subsequent changes to the invoice address for which the EXHIBITOR is responsible, NM may charge a processing fee of \$ 50 plus VAT at the statutory rate.

The EXHIBITOR is not entitled to convert at his own initiative the invoiced amount into any other currency for bank transfer. If for any reason, a conversion into another currency becomes necessary, the EXHIBITOR shall contact NM who will then advise the applicable exchange rate. An entitlement to occupy the allocated stand space exists only after payment of invoices in full. The EXHIBITOR is to provide proof of payment.

## 10. Insurance

EXHIBITOR is required to carry property and liability insurance in amounts sufficient to cover any losses or liabilities EXHIBITOR may incur in connection with the EVENT, including without limitation, due to damage or loss to EXHIBITOR's property or injury to the person and/or property of others. Notwithstanding the foregoing and except as otherwise provided in the Exhibitor Services Kit, at all times that EXHIBITOR has access to the SHOW grounds, EXHIBITOR shall maintain at a minimum the following insurance from an insurance company rated B+ or above by A.M. Best Company (or equivalent insurance rating agency):

(a) Workers' compensation/employer's liability insurance in compliance with the laws of the state where the SHOW is held, with a liability limit that complies with statutory requirements; and

(b) General commercial liability insurance, including contractual liability and advertising injury coverage, with a minimum liability limit of not less than \$1,000,000 combined single limit per occurrence and \$2,000,000 aggregate.

EXHIBITOR's policy should add NM, PENTON, and their respective affiliates, the applicable SHOW facility, and GES (and/or any other official exhibitor service contractor) as additional insureds.

By executing the application, EXHIBITOR represents and warrants that it has all such insurance in effect and that it shall maintain all such insurance at least through EXHIBITOR's occupancy of the exhibit space and the SHOW facility. If requested, EXHIBITOR shall provide a certificate of insurance evidencing the required coverage.

#### 11. Changes, force majeure

NM reserves the right to cancel, postpone or relocate the EVENT, to shorten or lengthen the EVENT, or for technical, official or other in the opinion of NM compelling reasons to assign to the EXHIBITOR another space or to modify and reduce the size of the space. A withdrawal from the contract resulting from these actions will not be accepted.

NM and PENTON shall not be liable for delay or failure of performance caused by an act of God; action by any governmental or quasi-governmental entity; fire, flood or other disaster; public enemy; insurrection; riot; explosion; embargo; terrorist attacks; strikes whether legal or illegal; labor or material shortage; work slowdown; transportation interruption of any kind; authority of law; the building being destroyed or substantially damaged; or any other cause or circumstance beyond their control.

#### 12. Limitation of liability, indemnification

Absent from paragraph 19 of the GCP-INTERNATIONAL the EXHIBITOR agrees to make no claim for any reason whatsoever, including negligence, against NM and PENTON and their respective members, owners and affiliates; SHOW facility management and its owners, affiliates, lessors and lessees; and official exhibit service contractors and security services (all of the foregoing, collectively, "Show Providers") and each of their respective officers, directors, officials, agents, employees, contractors and representatives (collectively, "Representatives") for loss, theft, damage or destruction of property, nor for any injury to EXHIBITOR or its Representatives in connection with the SHOW.

EXHIBITOR agrees to indemnify, defend, and hold harmless (and to the maximum extent permissible under applicable law, EXHIBITOR hereby expressly releases and discharges ) NM, all other Show Providers (including, without limitation, PENTON), and each of their respective Representatives from and against any and all alleged and/or actual claims, actions, lawsuits, proceedings, damages, penalties, demands, losses, expenses, fees (including reasonable attorney fees), costs or liabilities of any kind or nature whatsoever (collectively, "Claims"), including but not limited to any Claim for property damage and/or personal injury, in connection with, caused by or arising out of the attendance at and/or participation in the SHOW by (a) EXHIBITOR, (b) its Representatives (or any other party acting on EXHIBITOR's behalf), or (c) any of EXHIBITOR's servants, invitees, patrons or guests (all of the foregoing in clauses (b) and (c), collectively, "Related Parties"), whether as a result of (i) EXHIBITOR's or any Related Party's act, omission, negligence or willful misconduct, (ii) EXHIBITOR's or any Related Party's actual or alleged violation of any policy of, or actual or alleged breach of any agreement with, PENTON or any other Show Provider, (iii) EXHIBITOR's or any Related Party's actual or alleged violation of any applicable Laws (as defined in Section 19 below), or (iv) EXHIBITOR's or any Related Party's actual or alleged infringement of any third party rights, including without limitation, the infringement of any patented, trademarked, franchised or copyrighted music, materials, devices or dramatic rights used or incorporated in the EVENT/SHOW by EXHIBITOR or any Related Party, and in each case, whether or not foreseeable. This provision shall survive any termination or expiration of this agreement.

#### 13. Occupation, Stand design and Sound Devices

(a) The stand has to be occupied by the EXHIBITOR in good time, i.e. at least 4 pm the night before opening of the EVENT/SHOW.

(b) The EXHIBITOR is responsible for stand equipment and decoration. The EXHIBITOR agrees to lay floor carpeting.

**As a general guideline, stands exceeding the height of 3.50 m require the approval of NM. The maximum stand height has to be observed according to the specification of the venue. Details given in the Exhibitor Services Kit are binding.**

If the rental exhibition stand is not used, a fascia (0.30 m high) must be fitted on all open sides of the exhibition stand. The fascia is not required if the necessary stand appearance is provided in some other way. NM reserves the right to give further instructions concerning the design of stands.

Only water-soluble adhesive may be used on the fiber board stand partition walls and these may not be painted unless they have first been covered with wallpaper.

After the EVENT, wallpaper or other finishing material must be removed by the EXHIBITOR, otherwise EXHIBITOR will be charged with the costs. All other stand partition walls, floors, hall walls, pillars, installations, fire-fighting equipment and other permanent hall fixtures must not be pasted over, nailed, painted or damaged in any way.

The EXHIBITOR is liable for damage done and will be charged with the costs. Pillars, installations and fire-fighting equipment within the stand are part of the allotted stand space and must be accessible at all times. Floor coverings in the stands are only to be fixed with double-sided adhesive tape (tapes shall be equivalent to tesafix no. 4964).

(c) The use of devices for mechanical reproduction of sound or music is permitted (up to 85 decibels), but must be controlled. Sound of any kind must not be projected outside the confines of the stand. If EXHIBITORS intend to use copyrighted music in their stands, they must obtain music performance rights licenses from ASCAP and/or BMI (and/or any other necessary performing rights association). NM and PENTON are not responsible for the music used by EXHIBITORS, and EXHIBITOR

hereby agrees to indemnify, defend and hold harmless NM, PENTON and all other Show Providers (as defined in Section 13 above), and each of their respective Representatives (as defined in Section 13 above) for any and all Claims (as defined in Section 13 above) related to any copyright violations that result from EXHIBITOR's failure to obtain the appropriate license(s).

The EXHIBITOR agrees to comply with these conditions and the terms given in the Exhibitor Services Kit and on the SHOW website, including without limitation, the Standards, and the rules and regulations of the SHOW facility. Non-compliance may result in Claims for damages by NM, PENTON, the SHOW facility or the neighbouring EXHIBITORS affected and may subject EXHIBITOR to the forfeiture of exhibit space and any monies paid on account thereof. NM, PENTON and the SHOW facility shall be entitled to hold EXHIBITOR accountable for all risks and expenses incurred in any removal of EXHIBITOR and may exercise any other rights or remedies under applicable law.

#### 14. Co-exhibitors

Co-exhibitors are companies who appear on the EXHIBITOR's (= direct exhibitor's) stand and present their own products with their own personnel (hereinafter referred to as "CO-EXHIBITOR(S)"). All products of CO-EXHIBITORS must fulfill the admission criteria of the EVENT and be in line with the exhibition concept. CO-EXHIBITORS are only admissible if they fulfill the conditions for participation in the EVENT and the information requested on the application form for CO-EXHIBITORS has been entered in full. CO-EXHIBITORS are subject to the same conditions as the EXHIBITOR. CO-EXHIBITORS will only be fully listed in the official show directory when full payment of co-exhibitors fees / catalogue registration fees has been fully paid. If a co-exhibitor fee / catalogue registration fee applies for the EVENT, NM will invoice these to the direct EXHIBITOR. NM reserves the right to limit the number of CO-EXHIBITORS per booked stand.

#### 15. Rights of PENTON

EXHIBITOR agrees that PENTON shall have the perpetual, worldwide, royalty free license and right to collect and maintain, and to reproduce, publish, distribute, adapt and otherwise use, commercially or otherwise, in any medium, any and all information related to EXHIBITOR's products that are made available to PENTON in connection with the SHOW. PENTON shall also have the same rights and powers as NM with respect to the last sentence of item 2 (Admission / Stand space confirmation), item 10 (Exclusion of exhibits), item 14 (Advertising), item 15 (Photographs, drawings, films), and item 21 (Site regulations, contraventions) of the GCP-INTERNATIONAL in addition to all rights and powers of PENTON set forth in this SCP-INTERNATIONAL (collectively, "Contract Terms"). By signing the application form for the exhibit space, EXHIBITOR agrees that PENTON shall have full recourse and a direct right of action against EXHIBITOR if EXHIBITOR should fail to comply with the Contract Terms or any additional terms, rules, regulations or policies set forth on the SHOW website, including without limitation, the Exhibitor Services Kit and the Standards.

#### 16. Country entry regulations

All EXHIBITORS and their staff are solely responsible to make themselves familiar with the latest entry and visa regulations of the host country of the EVENT.

The refusal of entry or refusal of visa does not constitute a reason for an extraordinary notice of cancellation. Cancellations thereof are governed by clause 7 of the SCP-INTERNATIONAL BFA-ATO.

#### 17. EXHIBITOR passes

Each EXHIBITOR will be given free passes according to stand size for his exhibition stand and operating personnel. 6 passes will be issued per 9 m<sup>2</sup>. For tabletop the EXHIBITOR receives 3 free passes. Any additional exhibitor passes need to be purchased.

#### 18. Guards and Laws

NM, PENTON and all other Show Providers and their respective Representatives will not assume any responsibility for an EXHIBITOR's property or personal property of its employees. It is suggested that the EXHIBITOR insures his property against loss and theft.

All federal, state, and local laws, rules, standards, regulations and ordinances ("Laws") including but not limited to Laws relating to copyright, health, fire prevention and public safety, must be strictly observed. All decorative materials, including cloth decorations, must be flameproofed and comply with local fire regulations. Electrical equipment and wiring must comply with fire department and underwriter rules and meet all safety codes. Smoking at the SHOW is forbidden. Crowding will be restricted. Aisles and fire exits cannot be blocked by exhibits. No decorations of paper, pine boughs, leafy decorations, tree branches or other flammable materials are allowed. See Exhibitor Services Kit for additional fire regulations.

If NM or PENTON becomes aware of or learns of an EXHIBITOR's failure to comply with any applicable Laws, that failure to comply shall be cause for rejection or removal of the EXHIBITOR.

NM reserves the right to modify all standards, rules and policies, and to adopt additional standards, rules and policies in its sole discretion governing the EVENT, and PENTON reserves the right to modify all

standards, rules and policies, and to adopt additional standards, rules and policies governing the SHOW. Any such modifications and additions by NM or PENTON shall be made available promptly to EXHIBITOR and shall be effective immediately upon adoption, and EXHIBITOR agrees to comply with all such modifications and additions.

**19. Assignment, Exhibitor claims, written forms**

Neither NM nor the EXHIBITOR may assign any of its rights or delegate any of its duties under this agreement without the prior written consent of the other.

All EXHIBITOR claims against NM and/or PENTON must be made in writing. The statutory period of limitation begins on the last day of the EVENT. Agreements that deviate from these or supplementary terms must be in writing. German law and the German text shall prevail with respect to any claims against NM by EXHIBITOR. New York law (without regard to its conflicts of laws provisions) shall govern this agreement as it relates to EXHIBITOR and PENTON, and the state and federal courts located in New York, NY shall have exclusive jurisdiction of any actions related thereto, and EXHIBITOR hereby submits to the jurisdiction of such courts.