

Company address

Company

Department

Street/P.O. Box

Country Code/Postal Code Town

Manufacturer Dealer Importer Distributor with exclusive selling rights for Germany

(multiple entries possible)

Service company Member of the following trade association/s: _____

Contact Person for Trade Fair Organization Title / First Name / Last Name

Ms
Mr

Phone with area code and extension

Fax

VAT-ID No. (required by VAT legislation)

Position

E-mail (personalized)

Official company representative (managing director, chairman, etc.) Title / First name / Last name

Ms
Mr

Number and place of company registration

Address for correspondence (only if different from above)

Firma

Street/P.O. Box

Postal Code

Town

Country

Differing invoice address: Due to value-added tax legislation requirements, invoices for services that Messe München GmbH has or will render to the exhibitor as its contracting party, cannot be issued or readdressed to an invoice recipient other than the exhibitor. Messe München GmbH can issue invoices only to its contractual partners. Should it be necessary for invoices to be issued to a different invoice recipient and not to you, kindly contact us so that an acceptable solution in compliance with tax legislation can be found.

Company headquarters with complete address and country: _____

Country for statistical listing: Headquarters Subsidiary Country: _____

Co-exhibitors: For registration of co-exhibitors please fill in "Application Co-exhibitors"

Number of co-exhibitors: Number of additionally represented companies:

Please indicate on Product Index / Exhibition Sector to which product group your exhibits belong

Stand space only—minimum 12 m²

Row stand
1 side open—EUR 209/m²
Early bird—EUR 198/m²

front x depth = m²

Corner stand
2 sides open—EUR 234/m²
Early bird—EUR 222/m²

End stand
3 sides open—EUR 244/m²
Early bird—EUR 232/m²

Island stand
4 sides open—EUR 251/m²
Early bird—EUR 239/m²

Two-storey stand
planned
 yes no

hybridica combination packages (stand space incl. stand construction)

Row stand "Light"
9 m² row—EUR 2,740
Early bird—EUR 2,640

front x depth = m²

Corner stand "Light"
12 m² corner—EUR 3,900
Early bird—EUR 3,760

Row stand "Comfort"
12 m² row—EUR 3,900
Early bird—EUR 3,770

Corner stand "Comfort"
15 m² corner—EUR 5,210
Early bird—EUR 5,030

If these stand dimension proposals do not meet your requirements: Simply request your individual offer.

If possible, which companies would you prefer to have as neighbors? _____

If possible, which companies would you NOT prefer to have as neighbors? _____

Same stand as in 2010? yes no (There is no legal claim to stand space.)

Please take note of the Participation Terms A and B and the Technical Guidelines. The Participation Terms A and B 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 MMG in respect of the above fair.

Place and date

Company stamp and legally binding signature. Please print name.

Please note:

The details you have given here are necessary to find your optimal stand solution. If you plan on having products/services from more than one main product group on exhibit at the fair, please indicate the preferred category and area in which your exhibition stand should be placed.

Please send to:

**Messe München GmbH
Messegelände
81823 München, Germany**

Exhibition management hybridica

Product Index/Exhibition Sector hybridica 2012

Please tick only one product group which is the focus of your business activities.

1 Development and design, Tooling and mold making

- 1.1 Development and design
- 1.2 IT systems, software
CAD/CAM, simulation tools
- 1.3 Model making and prototyping
- 1.4 Tooling and mold making
- 1.5 Tools, tool design
- 1.6 Material development, surface/alloy development

2 Semi-finished goods, intermediate products, materials

- 2.1 Intermediate/semi-finished products,
metallic (steel, sheet, non-ferrous metals)
- 2.2 Light metals (Al, Mg)
- 2.3 Engineering plastics
(thermoplastics, elastomers)
- 2.4 Electrically conductive elastomers
- 2.5 Fibre-reinforced materials/Composites
- 2.6 Technical ceramics
- 2.7 Foam/sandwich components

3 Manufacturing methods, machinery and equipment

- 3.1 Stamping, shaping and bending techniques
- 3.2 Injection molding for plastics
- 3.3 Manufacturing methods for molded
interconnected devices/3D-MID
- 3.4 Manufacturing methods for ceramic injection
molding/metal injection molding
- 3.5 Manufacturing methods for composites
- 3.6 Manufacturing methods for light metals
- 3.7 Integrated technologies for processing metals/plastics
- 3.8 Process and quality control
- 3.9 Consumables and supplies, process materials

**4 Automation, surface technology,
connection and joining techniques**

- 4.1 Automation, periphery
- 4.2 Assembly and handling technology
- 4.3 Surface treatment, refinement
- 4.4 Interconnection technology
- 4.5 Joining and adhesive techniques

5 Hybrid components, multimaterial components

- 5.1 Stamped parts/components
- 5.2 Technical plastic parts/components
- 5.3 MID/Molded Interconnect Devices components
- 5.4 Injection-molded parts made from metallic powder/
Injection-molded parts made from ceramics (CIM/MIM)
- 5.5 Hybrid parts and devices of multicomponent materials
as metal-/plastics-/rubber-/ceramics
- 5.6 Hybrid parts of lightweight structures

6 Research & Services

- 6.1 Research organizations, institutes
- 6.2 Industrial clusters
- 6.3 Associations, trade associations
- 6.4 Publishers
- 6.5 Consulting and engineering services
- 6.6 Job order production
- 6.7 Recycling

Title:
hybridica 2012
3rd International Trade Fair for
Hybrid Components and
Hybrid Lightweight Construction
Venue:
New Munich Trade Fair Centre
Messegelände
81823 München, Germany

Duration:
Tuesday 13 to Friday 16 November 2012
Opening hours:
Tuesday to Thursday 9:00–18:00
Friday 9:00–17:00

Organizer and financing body:
Messe München GmbH (MMG)
Messegelände, 81823 München,
Germany
Tel. +49 89 949-20370
Fax +49 89 949-20379
info@hybridica.de
www.hybridica.de

Special Terms of Participation (B)

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

In the following main exhibitors, co-exhibitors and exhibitors at joint stands are referred to as "exhibitors."

B 1 Application (cf. A 1)

Applications are to be made on the enclosed form, which should be returned to MMG, filled in and signed with a legally binding signature.

Stand assignment commences: Monday, 2nd April 2012.

B 2 Permitted exhibits and exhibitors (cf. A 2)

The following are permitted:

a) companies whose exhibits correspond with the Product Index of hybridica 2012 (see reverse of application form). Articles other than those permitted and registered may not be exhibited. **We cannot process your application without a duly completed Product Index.**

b) exhibitors with the following qualifications: German and foreign manufacturers and service companies, as well as trading companies that can prove they have been authorized by the manufacturer to exhibit its products.

MMG has the final decision. Organizers of joint stands are not exhibitors as defined by the Special Terms of Participation (B). There is no right to admission.

B 3 Obligatory communication fee

All exhibitors will be charged an obligatory communication fee in the amount of **EUR 398**. This fee covers the following services: Basic entry in the official catalogue (print and online) (B 12); one copy

of the printed catalogue (given out at the trade fair), 200 letter stickers and one electronic press compartment.

B 4 Co-exhibitors and additional represented companies (cf. A 1/2/4)

As a rule, other companies may participate as co-exhibitors or additionally represented companies (see A 4). However, they must be admitted by MMG beforehand. Co-exhibitors/additionally represented companies will only be granted admission if the company in question would also qualify for admission as a main exhibitor. The

admission fee for co-exhibitors and additionally represented companies is **EUR 200**. Also the obligatory communication fee of **EUR 398** will be levied for each co-exhibitor or additionally represented company. Co-exhibitors must be registered by the main exhibitor using a special form.

B 5 Participation fees, advanced payment for services (cf. A 7)

a) Obligatory communication fee EUR 398

b) Net participation fees:

The minimum stand size is 12 m².

Exhibitors that submit their applications to MMG no later than 12 December 2012 will receive a 5% discount on their participation fee (space).

Participation fees are as follows:

Stand space only in halls

Row stand (1 side open)	EUR 209 / m ²
Corner stand (2 sides open)	EUR 234 / m ²
End stand (3 sides open)	EUR 244 / m ²
Island stand (4 sides open)	EUR 251 / m ²

For two-storey stands, upper-storey stand space costs 80% of the respective ground floor space.

On the outdoor exhibition area

Container site EUR 1,195

Combination packages

(stand space including stand construction)

hybridica combination package "Light"

(available from 9 m² (row stand) or 12 m² (corner stand) to 20 m²)

9 m² row stand: EUR 2,740 (Early bird EUR 2,640)

12 m² corner stand: EUR 3,900 (Early bird EUR 3,760)

hybridica combination package "Comfort"

(available as row stand or corner stand from 12 m² to 36 m²)

12 m² row stand: EUR 3,900 (Early bird EUR 3,770)

15 m² corner stand: EUR 5,210 (Early bird EUR 5,030)

The hybridica combination packages comprises: stand space, stand assembly and dismantling, stand design as described and pictured in the price sheet, carpeting, 1 socket, lighting (1 spot per 3 m²), 3 kW electricity connection incl. electricity consumption, storage cabin, 1 table with 4 chairs, 1 table display case, paper basket, company lettering with up to 15 letters (Helvetica), AUMA fee, flat-rate fee for waste disposal during the fair, stand cleaning.

If the proposed combination packages do not meet your requirements we will make you an individual offer.

The participation fee includes floor space rental and extensive services provided by MMG, such as consultation and planning advice, as well as conceptual and publicity work, organization, and technical assistance.

c) Flat-rate fee for waste disposal during the fair

The flat-rate fee for waste disposal during the fair of **EUR 1.50/m²** of stand space plus statutory VAT covers the disposal of waste generated by the exhibitor at his stand during the fair. The rules relating to waste disposal are those set out in 6.1 of the Technical Guidelines.

d) AUMA fee

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

e) Advance payment

The **advance payment** for services ordered (see A 7) is **EUR 20/m²** of rented exhibition space. After the fair, on the final invoice, the advance payment will be set off against the costs due for the services that were actually ordered.

B 6 Terms of payment (cf. A 7)

The deadlines for payment given in the notice of admission or the invoice 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 the provision of exhibitors' passes.

All invoiced amounts in all MMG invoices relating to the event, must be transferred in euro, without deductions and free of all charges to one of the accounts specified in the respective invoice, indicating the reference number.

B 7 Dates of setting up and dismantling (cf. A 15)

Stands may be set up starting on 10 November 2012 at 8:00. All delivery and stand-construction vehicles must be removed from the halls and from the outdoor area by 16:00 on the last day of set-up, 12 November 2012. Vehicles which are still in the halls or the outdoor area after these times will be removed by MMG at the risk and expense of the exhibitor concerned.

Setting-up must be finished by 18:00. An extension is possible only in exceptional cases with the written permission of MMG's Technical Exhibition Services Division.

Dismantling must be completed by 20 November 2012 at 18:00.

B 8 Stand design and equipment

Prior authorisation must be obtained from the Technical Exhibition Services Division for all stands of over 3 m in height and for two-storey stands.

The maximum height of stands and advertising is 7.5 metres for one-storey and two-storey stands. Separate authorisation must be obtained from the Technical Exhibition Services Division for structures exceeding this height.

The back of the walls facing the neighbouring stand must be kept white, neutral, free of installations and clean. All advertising boards have to be at least 2 m away from the edge of any adjacent stand. No flashing or alternating lights may be used on advertising. MMG supplies partition walls only if ordered in advance. They must not be

altered in any way by the exhibitor. Any painting, papering, and gluing may be carried out only by MMG's approved contractors. Nails may be inserted only in the built-in nailing battens. The use of staple guns is strictly forbidden for safety reasons.

For further preparations, the Exhibitor Services documentation will be sent to you in due time. **Stand designs including floor plans and elevations must be submitted** in duplicate to MMG's Technical Exhibition Services Division for approval by 24 September 2012, at the latest 6 weeks before setting up begins.

Please note the changes and additions to the Terms of Participation (on the order forms).

B 9 Technical installations

Applications for electric installation, water, drainage, and telephone connections can be considered only if submitted in due time on the order

forms available from MMG (Technical Order Forms at the Internet). The precise terms and connection fees are stated on these forms.

B 10 Use of equipment

Only cranes, fork-lift trucks and working platforms may be used that have been provided by the MMG under contract. Special equipment

requirements must be coordinated with the MMG's Technical Exhibition Services Division.

B 11 Sales regulations

Direct sales and other services or deliveries made from the stand are not permitted. It is not permitted to display the retail price of the exhibited goods. Exhibits must not be delivered to purchasers until

after the trade fair closes. In accordance with section 64 of the trade regulations (GewO), sales are permitted only to wholesalers, retail traders or trade customers.

B 12 Catalog (print and online)

Each exhibitor must make a package booking (catalog print and online). Entries are mandatory and subject to a fee of **EUR 398**.

The prices may be seen on the catalog order forms which will be sent to the exhibitor by MMG's official publisher in due time. MMG undertakes no guarantee of the accuracy or completeness of the catalog. Exhibitors will be invoiced by MMG's publisher.

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 and the Internet database of Messe München GmbH at the instigation of the advertiser. Should third parties assert

claims against Messe München GmbH on account of the impermissibility of the advertisement under law in general or the law on competition, the advertiser shall hold Messe München GmbH fully safeguarded against all claims asserted including all costs of any necessary defence in court on the part of Messe München GmbH. The same applies to entries by exhibitors, co-exhibitors and companies on joint stands which the respective exhibitor, co-exhibitor or the company of a joint stand has actuated in the trade fair catalogue and the Internet database of Messe München GmbH.

B 13 Exhibitors' passes (cf. A 13)

For the duration of the trade fair, each exhibitor receives 3 exhibitor passes free of charge for a stand of up to 20 m² in size. For every additional 20 m² or part thereof, one additional exhibitors' pass is put at the exhibitor's disposal. The number of exhibitors' passes is not increased for co-exhibitors or additionally represented companies.

Additional exhibitors' passes are available from the trade fair management at **EUR 30** each. Exhibitors' passes are intended solely for stand personnel, and must not be passed on to third parties. **The exhibitor's pass does NOT entitle you to free use of local public transport (MVV-Munich Transport and Tariff Association).**

B 14 Circular letters

Once the stands have been allocated, exhibitors will be contacted (by post or e-mail) to inform them of further details concerning preparation and organisation of the trade fair.

B 15 Noise, background noise

MMG's special written permission is required for musical performances on the trade fair grounds. Presentations of equipment, videos, music, and show must not interfere with or disturb visitors or other exhibitors.

The maximum permitted noise level for demonstrations of equipment and video performances is 75 dB(A). Electronically amplified systems are not allowed at the stand.

B 16 Alterations

MMG reserves the right to make alterations and additions in matters affecting technical arrangements and safety.

B 17 Invoice recipient

Due to value-added tax legislation requirements, Messe München GmbH is unfortunately unable to issue or re-address invoices for services rendered or to be rendered by MMG to the exhibitor as its contractual partner to an invoice recipient other than the exhibitor. Messe München GmbH can issue invoices only to its contractual

partners. Should it be necessary for invoices to be issued to a different invoice recipient and not to you, we would kindly ask you to contact the productronica exhibition management team so that an acceptable solution can be found, taking tax legislation requirements into account.

B 18 Vouchers for one-day tickets

Exhibitors, co-exhibitors and companies at joint exhibition stands will be able to order an unlimited number of vouchers for one-day tickets and online vouchers for one-day tickets with the range of available

advertising materials (available in the summer of 2012). All redeemed vouchers and online vouchers for one-day tickets are included in the participation fee and will not appear on your invoice.