



**PICK &
PACK**

INTRALOGISTICS, PACKAGING,
PROCESSING & LOGISTICS

25-27 APRIL 2023
MADRID - IFEMA

#PICKPACK2023



**DISCOVER THE ERA OF DIGITAL
PACKAGING & LOGISTICS**

pickpackexpo.com

PARTICIPATION KIT

PARTICIPATION KIT SUMMARY



1. PARTICIPATION OPTIONS

- 1.1. PARTNER
- 1.2. EXHIBITOR
- 1.3. NEWCOMER

2. PARTICIPATION RATES

3. UNIQUE SPONSORSHIP OPPORTUNITIES

4. STAND OPTIONS

5. CONTACT INFORMATION PICK&PACK TEAM

6. TERMS & CONDITIONS

1. PARTICIPATION OPTIONS

Whatever your marketing strategy dictates, PICK&PACK offers you the best participation options to meet your needs.

From a turnkey participation package designed for Start-ups or a traditional booth space in the Exhibition Area to maximize visibility through a Partnership opportunity.

1.1 PARTNER



Are you a leader? Do you want to become one? Show your leadership in the industry and impress your clients. You will be the envy of all your competitors by having a major presence in all of the spaces and forums.

1.2. EXHIBITOR



The most competitive option to show your products and innovation to the sector.
Attract new clients and build customer loyalty by being present in the Exhibition's Premium or Business Area.

1.3. NEWCOMER



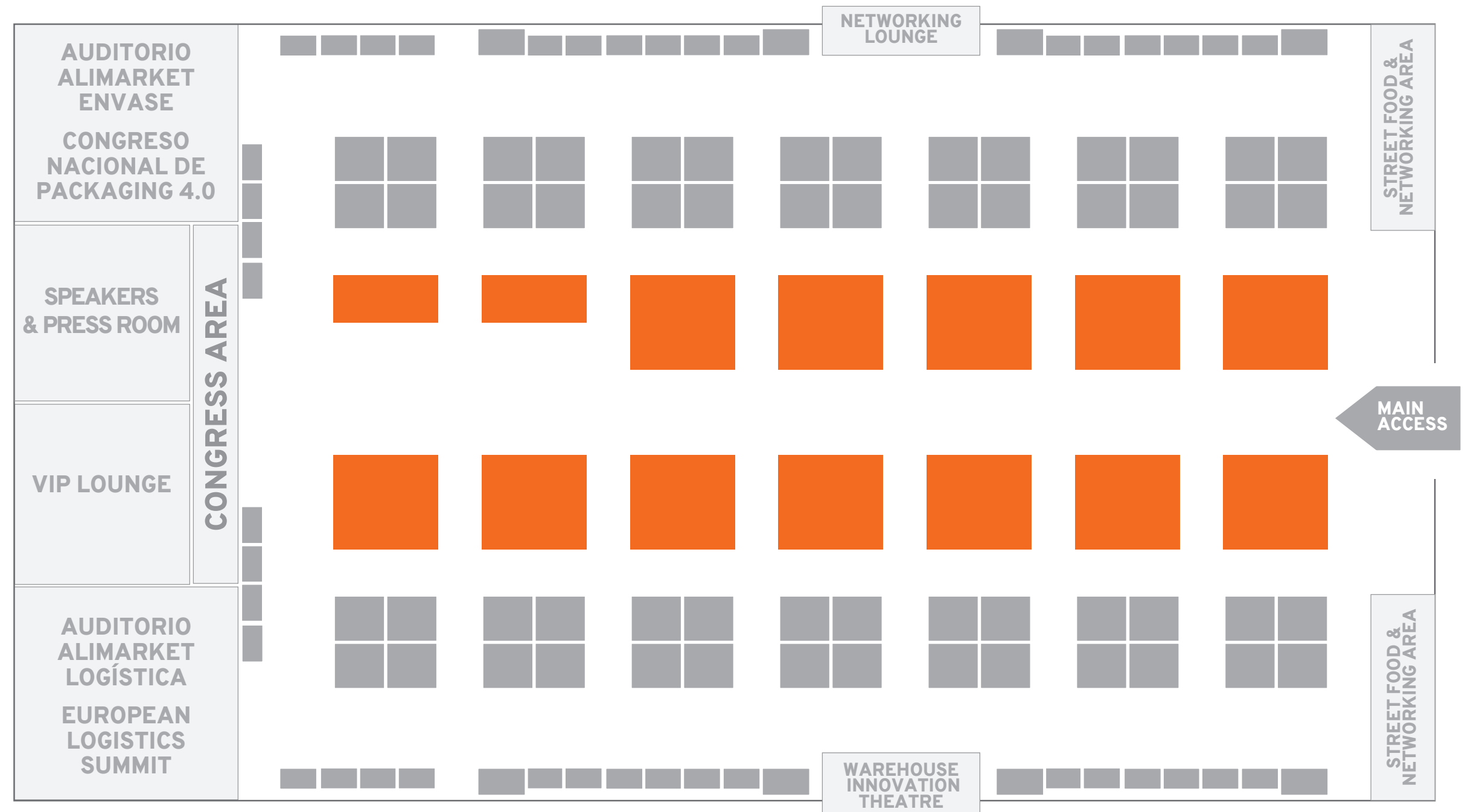
Did you just start out? Are you looking for the best profit at the lowest cost? Check out our low-cost and turnkey packages to achieve your goal. Someday you will be the leader and we want to help you get there!

1.1 PARTNER

Being the leader means many things and that is why we propose you to be a **PICK&PACK PARTNER**.

What does that mean? It means a lot more than you might think. You can even surprise your best clients or targets. And the best thing is that nobody would suspect it.

- **Generate a large brand impact** on communication elements prior to, during, and after the event.
- **Enjoy your space in the best Exhibition zone,** exclusively for Partners.
- **Maintain direct contact with top prescribers and decision makers.**
- **Play a star role at the Congress** and all the networking activities.
- You can offer an **exclusive treatment to your best clients or targets**, by inviting them to the Congresses and meeting them in an environment full of inspiration and innovation.
- And many more high-level actions that will provide you with **the best return on your investment**.



■ PARTNER AREA

1.1 PARTNER

We offer **Partnership models** for you to obtain the maximum benefit from linking your brand and leadership to the most innovative event in the industry.

SPEAKER SLOT AT THE CONGRESS

The best opportunity to link your brand with innovation and leadership as part of a unique program with the best speakers and gurus for the sector.

PRIVILEGED SPACE IN THE EXHIBITION'S PARTNER ZONE

Every Partner is entitled to have an exclusive space in the Partner Area of the Exhibition. This privilege ensures the highest visibility and visitors traffic to your booth.

PROMINENCE IN NETWORKING ACTIVITIES

We provide opportunities for you to participate and play a leading role in top-level networking activities where you can share knowledge, make new contacts, establish alliances among many companies or gather new investors.

ROADSHOWS

Link your brand and be part of a series of presentations that will take place all over the country, sharing our platform and vision with businesses and institutions in the places visited. As a Partner, you can be more visible in these presentations, where you will surely find interest.

SMART LOGISTICS & PACKAGING AWARDS

Access to the Smart Logistics & Packaging Awards with members of your company or clients.

PACKAGING START-UP FORUM

The space where the most innovative start-ups will present new business models or solutions for the industrial sector.

LEADERSHIP SUMMIT

Your top representative with your best client can take part in this exclusive, high-level meeting. Presidents and CEOs of leading companies and institutions representatives will be able to discuss the needs and strategies at sector level that can become initiatives in the near future.

PREMIUM VIP INVITATIONS TO THE ALIMARKET CONGRESS FOR YOUR BEST CLIENTS AND PROSPECTS

As a Partner you will be able to invite your customers to high-level presentations that will help them to set up their company's strategy in the upcoming months.

EVENT BRANDING & MARKETING

We will maximize your brand image by linking it to a large number of online and offline communication elements before, during and after the event. Your logo will be highlighted on the event's home page, newsletters, blog, social media, static and dynamic signage in the area, visitor's guide and app. These are just a few of the brand impacts you will get.

1.1 PARTNER

	GLOBAL PARTNER	GOLD PARTNER	SILVER PARTNER		GLOBAL PARTNER	GOLD PARTNER	SILVER PARTNER
PARTICIPATION WITH BOOTH				COMUNICATION			
Exhibition space	Up to 80 sqm included	Up to 40 sqm included	Up to 20 sqm included	Logo and link on PICK&PACK website and Encuentros Alimarket website*	1st level	2nd level	3rd level
Location	Partner Area - Main Corridor	Partner Area - Main Corridor	Partner Area	Logo and link on Partner Pick&Pack Page	1st level	2nd level	3rd level
Type of space	Island (4 sides opened)	3 sides opened	2 sides opened	Prominent presence in Exhibitors web listing	Global Partner Category	Gold Partner Category	Silver Partner Category
Insurance	✓	✓	✓	Logo in event advertisements	✓	✓	✓
ENCUENTRO ALIMARKET LOGÍSTICA / ENCUENTRO ALIMARKET ENVASE				COMUNICATION			
Logo on screen at the beginning and end of sessions	1st level	2nd level	3rd level	Delivery of corporate Press Kit to accredited journalists	✓	✓	✓
Logo on signage and congress communication	1st level	2nd level	3rd level	Logo in Roadshows presentations	1st level	2nd level	3rd level
Material delivery to the attendees	✓	✓	✓	Logo in event App	1st level	2nd level	3rd level
Access to the list of attendees	✓	✓	✓	Logo in the newsletters sent to all visiting DB	1st level	2nd level	3rd level
Discount on ticket purchase	50%	50%	50%	Mention in social networks	✓	✓	✓
EUROPEAN LOGISTICS SUMMIT / CONGRESO NACIONAL DE PACKAGING 4.0				COMUNICATION			
Presence as speakers in the congress programme	1 slot supersession	1 slot powerful conference	1 slot powerful conference	Mention in the post-event report	1st level	2nd level	3rd level
Logo on screen at the beginning and end of sessions	1st level	2nd level	3rd level	Testimonial in one of the mailings addressed to the Alimarket DB	✓	✓	✓
Logo on signage and congress communication	1st level	2nd level	3rd level				
Invitation to join the Advisory Board	✓	✓	✓				
Discount on ticket purchase	50%	30%	25%				
NETWORKING				BRANDING			
Business Pass (Expo+ Free Sessions) Invitations	500	250	100	Logo on the signage and communication elements of the venue	1st level	2nd level	3rd level
Premium VIP Pass (Expo + PICK&PACK Congresses + VIP Area) Invitations	100	50	20	Logo on the floorplan of the exhibiton area located at the main hall	✓	✓	✓
Encuentros Alimarket (Expo + Encuentros Alimarket)* Invitations	20	12	8				
Access to VIP Lounge	✓	✓	✓				
Invitation to participate in the Leadership Summit*	3	2	2				
				SPECIAL CONSIDERATIONS			
				Interview on Pick & Pack TV Studio and broadcasting on social media	✓	✓	✓
				Exhibitor parking slot	2	1	1
				Free WIFI exhibitors network	12 users	6 users	3 users
				Preference and discount on Sponsorship options	25%	15%	10%

* For the Global Partner option, Sponsorship applies to both Encuentros Alimarket, while the Gold Partner and Silver Partner options apply to one of the Encuentros, depending on the sector of interest.

1.2. EXHIBITOR

Customised exhibiting opportunities for innovative companies

We offer 3 participation models to you so that you can show your products and innovation in the best environment: **PICK&PACK** Exhibition Area.

Capture and build loyalty with your clients by choosing the option that best suits your budget and taking advantage of all of the benefits we offer you as an exhibitor.

• **2 AREAS TO CHOOSE FROM WITHIN THE EXHIBITION AREA:**

- **PREMIUM AREA:** located next to the Partner area. It provides maximum visibility and visitor traffic with the leaders. The ideal area for companies looking to maximize their lead acquisition and visibility.
- **BUSINESS AREA:** located in the side aisles. This area offers lower visibility at a lower cost. The ideal area for companies looking to optimise their participation cost.

• **3 PARTICIPATION OPTIONS**

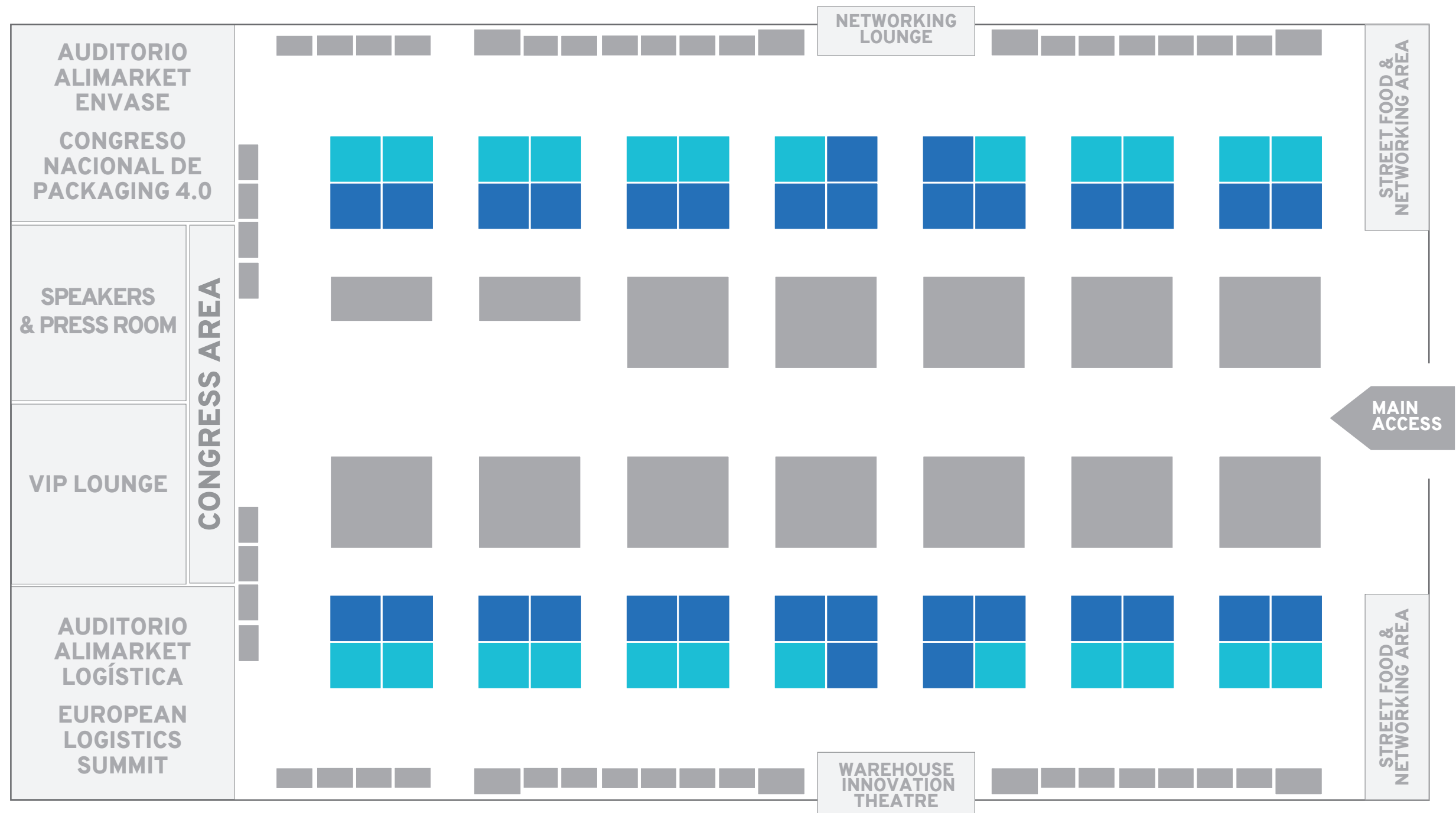
BASED ON YOUR SPACE NEEDS AND NO ADDITIONAL SQM

Stand Included:

- **EXHIBITOR PACK S** (20 sqm) includes registration fee, space, stand, compulsory insurance, passes and invitations..
- **EXHIBITOR PACK M** (40 sqm) includes registration fee, space, stand, compulsory insurance, passes and invitations.

Optional stand:

- **EXHIBITOR L** (80 sqm) includes registration fee, space, stand, compulsory insurance, passes and invitations.



■ PREMIUM AREA ■ BUSINESS AREA

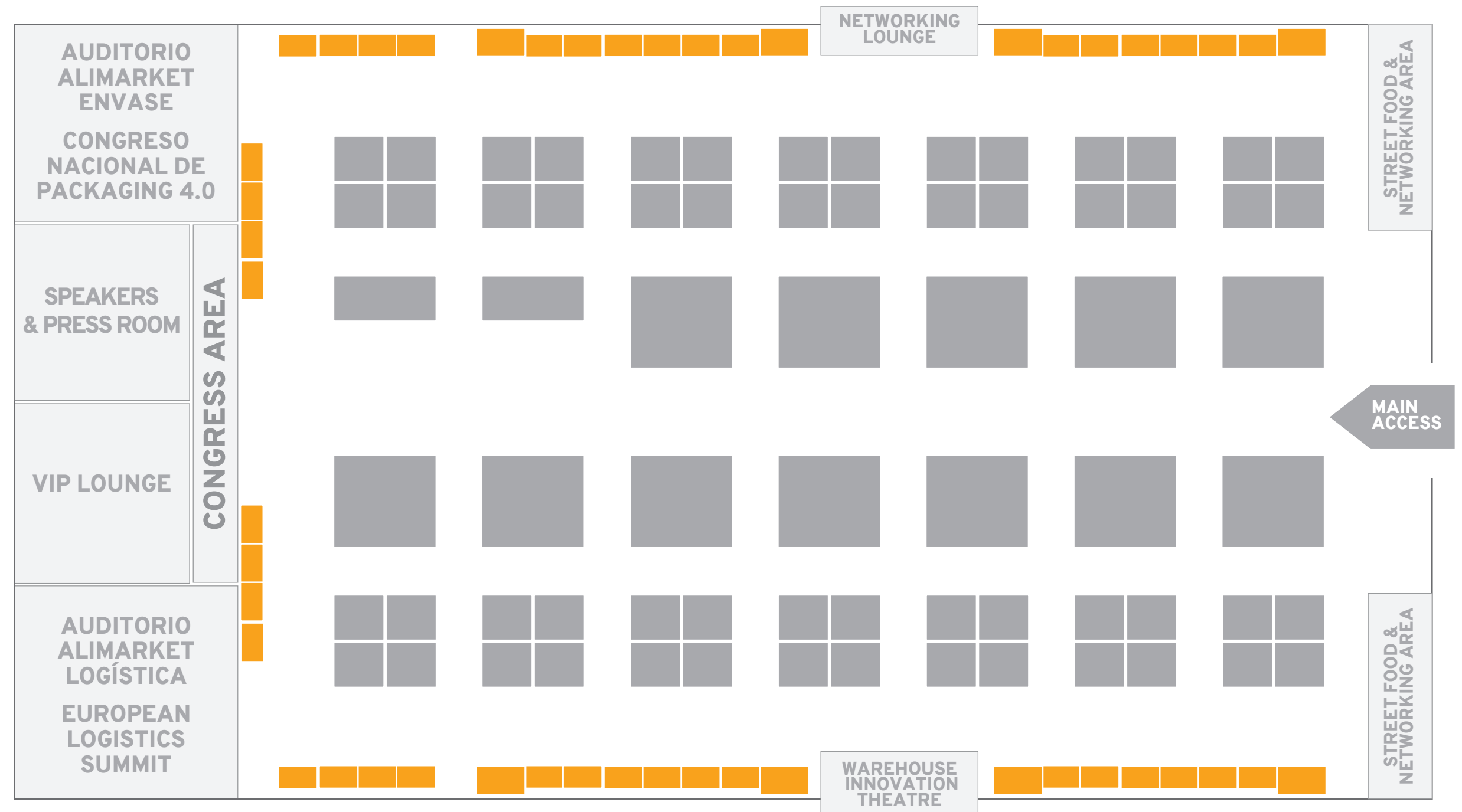
(See Stand options in part 4)
 NOTE: The Exhibitors Pack S and M options include in their price the stand options detailed in section 4. Regarding the Exhibitor L option, the stand is not included and is optional.

1.3. NEWCOMER

We know how hard it is to start your business or make it grow. For this reason, our commitment is to offer a turnkey participation package designed for start-ups or newly created companies. Benefit from being able to start out in the leading event in the sector with the lowest investment and with great business opportunities.

START-UP PACK:

For start-ups or newly created companies, up to 4 years of activity. Take advantage of being surrounded by innovative projects and businesses like yours. The registration fee, space, compulsory insurance, 6 sqm stand, passes and invitations are included.



NEWCOMER AREA

2. PARTICIPATION RATES SUMMARY

Participation Models	Location in Exhibition Area	Participation Packs	Early Bird Until 30th Nov 22	From 1st Dec 22	sqm space included	Business Pass Invitations	Encuentros Alimarket Invitations**	Congress Pick&Pack Invitations	Leadership Invitations	Modular Stand Pack	Optional Design Stand
PARTNER	EXPO & CONGRESS AREA	GLOBAL PARTNER	20.000 €	22.000 €	80 sqm	500	20	100	3	-	15.900€
		GOLD PARTNER	14.500 €	16.500 €	40 sqm	250	12	50	2	-	5.300€
		SILVER PARTNER	9.500 €	11.000 €	20 sqm	100	8	20	2	INCLUDED	-
	CONGRESS ONLY	GLOBAL PARTNER	15.000 €	17.000 €	-	500	18	100	3	-	-
		GOLD PARTNER	9.000 €	10.500 €	-	250	10	50	2	-	-
		SILVER PARTNER	6.000 €	7.500 €	-	100	6	20	1	-	-
EXHIBITOR	PREMIUM AREA	EXHIBITOR L	16.900 €	18.800 €	80 sqm	200	-	20	-	-	7.350€
		PACK EXHIBITOR M	11.000 €	12.900 €	40 sqm	100	-	10	-	INCLUDED	2.500€
		PACK EXHIBITOR S	6.500 €	7.500 €	20 sqm	50	-	5	-	INCLUDED	-
	BUSINESS AREA	PACK EXHIBITOR M	9.000 €	10.000 €	40 sqm	100	-	-	-	INCLUDED	2.500€
		PACK EXHIBITOR S	5.500 €	6.700 €	20 sqm	50	-	-	-	INCLUDED	-
NEWCOMER	NEWCOMER AREA	PACK START-UP*	1.700 €	2.100 €	6 sqm	20	-	-	-	INCLUDED	-

* Only available for companies with up to 4 years of activity.

** Encuentros Alimarket: Invitations will apply for the VII Encuentro Alimarket Packaging Solutions for FMCG, or for the X Encuentro Alimarket Logistics for FMCG. In the case of applying for both Encuentros, the invitations will be divided equally.

VAT prices applicable not included

3. UNIQUE SPONSORSHIP OPPORTUNITIES

PICK&PACK gives you the chance to maximize your brand exposure and increase your visibility through our unique sponsorship opportunities. Be the first and ensure that your clients remember you rather than your competitors.

SPONSORSHIP SPACE

Auditoriums	Associate your brand to an audience and get presence in all communications onsite with the visibility of your logo in all the pictures.	· Congress Auditorium 1	7.000 €
		· Congress Auditorium 2	7.000 €
		· Demo Area	5.000 €
		· Innovation Theatre	5.000 €
		· Streaming content	10.000 €

EVENT SPONSORSHIP

Leadership Summit	Company name and logo in all the signage and communication of the Leadership Summit. Company logo in the screen at beginning and end of the keynote during the lunch.	5.000 €
Lanyards	Show your leadership in the most exclusive and visible image element in the lounge: The Lanyards. Logo shared with the events' logo. (The sponsorship includes production cost).	10.000 €
Free Wifi	WiFi is the most appreciated service by professional visitors. Moreover, it can be your courtesy to offer it. Company logo in the WiFi zones, event webpage, visitor's guide, signage and at the landing page.	5.000 €
Event app	Your image in one of the most useful and common elements used by visitors. Company logo on the landing page in the app with distinct signage, event and webpage.	5.000 €
Signage Elements	The venue offers various signage elements where you can make your brand visible	From 3.000 €

AWARDS SPONSORSHIP

Give name to one of the Innovation Awards	Link your Brand with the maximum expression of the innovation: our PICK&PACK Awards. Company logo and name one of the prizes in the PICK&PACK Awards Ceremony. Logo in screen and presentation of the sponsored award by one of the representatives of your company.	2.000 €
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COMMUNICATION SPONSORSHIP

Communication 1	In addition to the Communication 1 pack, we add a dedicated email to all PICK&PACK visitors.	1.000 €
Communication 2	The venue offers various signage elements where you can make your brand visible	3.000 €

4. STAND OPTIONS

GLOBAL STAND (80 sqm). OPTIONAL IN THE GLOBAL PARTNER OPTION



APPLIED RATE:

- Stand cost: 15.900 €. VAT not included.

SERVICES INCLUDED:

- Basic cleaning prior to the opening day (includes plastic carpet removal)

TECHNICAL SPECIFICATIONS:

STAND

- 80 sqm with carpet floor on 8 cm platform
- Lightening suspended truss with Neowall system
- Central structure in Neowall system 500 x 200 cm a 396 cm at 293 cm/h, black or white. Curved edges and storage with door and key
- Marilyn reception desk on wood with labelling

FURNITURE

- 4 black round tables
- 12 chairs - "Herencia" model
- 1 stool
- 4 armchairs - "Orlando" model
- 1 table
- 3 wooden counters
- 1 storage shelf
- 1 rack
- 1 small refrigerator
- 1 screen 42"

ELECTRICITY - LIGHTING

- Minimum power and low electricity consumption
- Switchboard with differential and plug
- LED lightening
- 1 sodium bulb
- 1 single phase wall socket at the reception desk
- 1 double single phase socket in counters carpentry
- 2 double sockets in storage area

LABELLING

- Logo on reception desk
- Customer image on the center wall
- Customer image on the suspended lightening panel

Colour options of the Neowall system. The price of the stands with the Neowall system incorporates 66% of the wall surface covered in white or black fabric and the remaining 33% in fabric labelled as the exhibitors wish.

- White
- Black
- Labelled

Colour options for carpeting. Change the carpet colour without additional cost.

- Lawn Green
- Table Green
- Whisky
- Anthracite Grey
- Black
- White
- Leaf Green
- Pearl Grey
- Dark Blue
- Jasper Grey
- Red
- Burgundy
- Orange
- Navy Blue
- Flight Attendant
- Sahara
- Brown

GOLD PARTNER STAND (40 sqm). OPTIONAL IN THE GOLD PARTNER OPTION



APPLIED RATE:
Stand cost: 5.300 €. VAT not included.

SERVICES INCLUDED:

- Basic cleaning prior to the opening day (includes plastic carpet removal)

TECHNICAL SPECIFICATIONS:

STAND

- 40 sqm with carpet floor on 8 cm platform
- Octagonal profile structure 300 cm/h, customer customizable canvas
- Storage area 2 x 1,25 m

FURNITURE

- 2 counters with shelves and storage space of 1,5 x 0,5 x 1 m with lock and key, customizable with company logo
- 2 white round tables
- 8 white chairs

ELECTRICITY - LIGHTING

- Minimum power and low electricity consumption
- Switchboard with differential and a double plug
- LED lightening

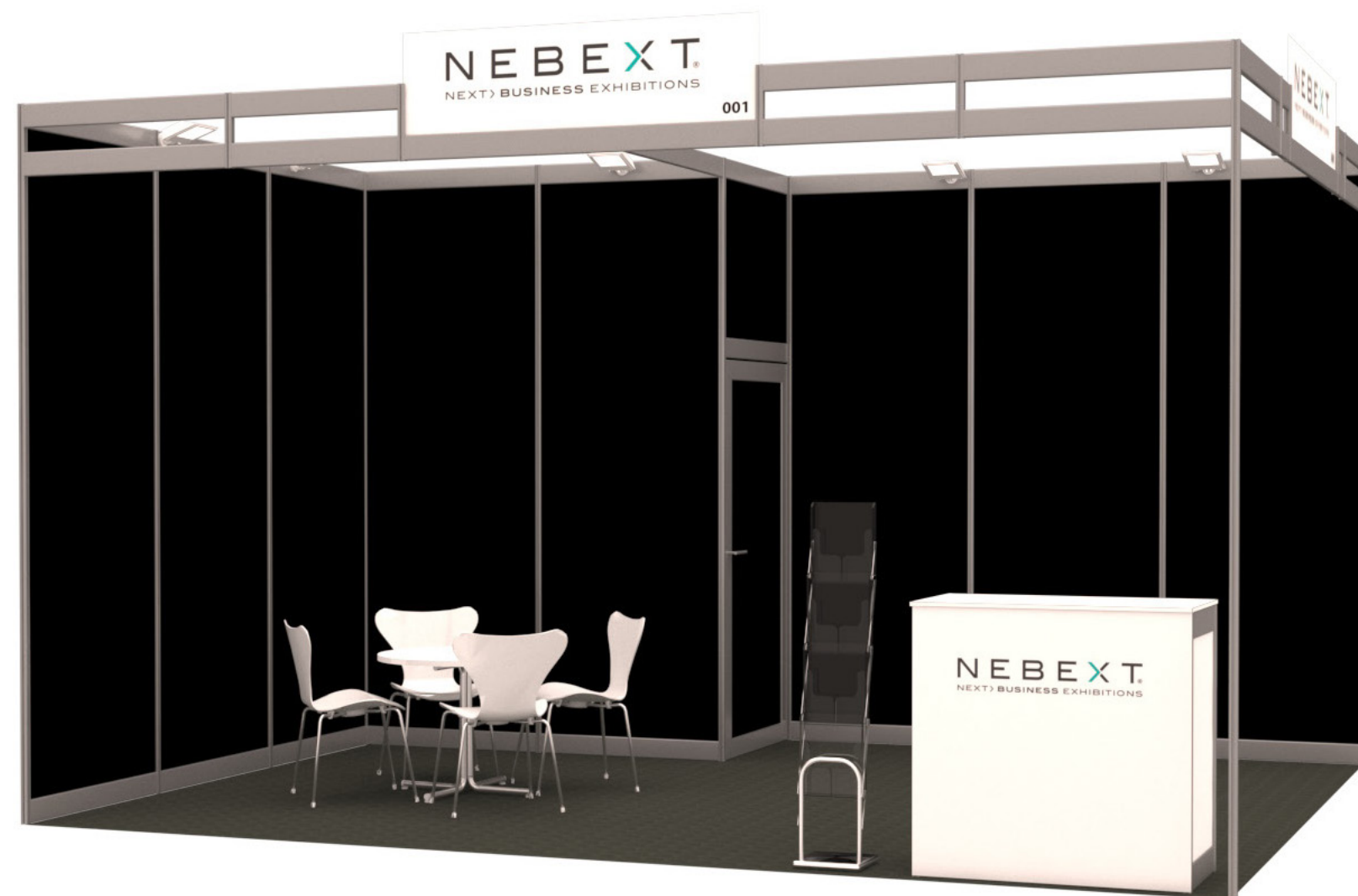
LABELLING

- Logo on reception desk
- Customisable back wall with customer's corporate image

Colour options for carpeting.
Change the carpet colour without additional cost.

Lawn Green	White	Jasper Grey	Navy Blue
Table Green	Leaf Green	Red	Flight Attendant
Whisky	Pearl Grey	Burgundy	Sahara
Anthracite Grey	Dark Blue	Orange	Brown
Black			

SILVER PARTNER STAND (20 sqm). INCLUDED IN THE SILVER PARTNER OPTION



APPLIED RATE:

Stand cost: included in the Silver Partner participation option

PARTICIPATION:

- 20 sqm space
- Mandatory insurance

SERVICES INCLUDED:

- Basic cleaning prior to the opening day (includes plastic carpet removal)

TECHNICAL SPECIFICATIONS:

STAND

- 20 sqm with carpet floor
- Octogonal structure at 300 cm/h
- Black back walls
- Storage area 200 x 100 cm with lock and key

FURNITURE

- 1 white round table
- 4 white chairs - "Jacobsen" model
- 1 brochure holder
- 1 white modular counter of 1 x 0,5 x 1 m with shelves, doors and lock

Additional cost for labelling stand walls: 1,490€ + VAT



ELECTRICITY - LIGHTING

- Minimum power and low electricity consumption
- Switchboard with differential and a double plug
- LED lightening

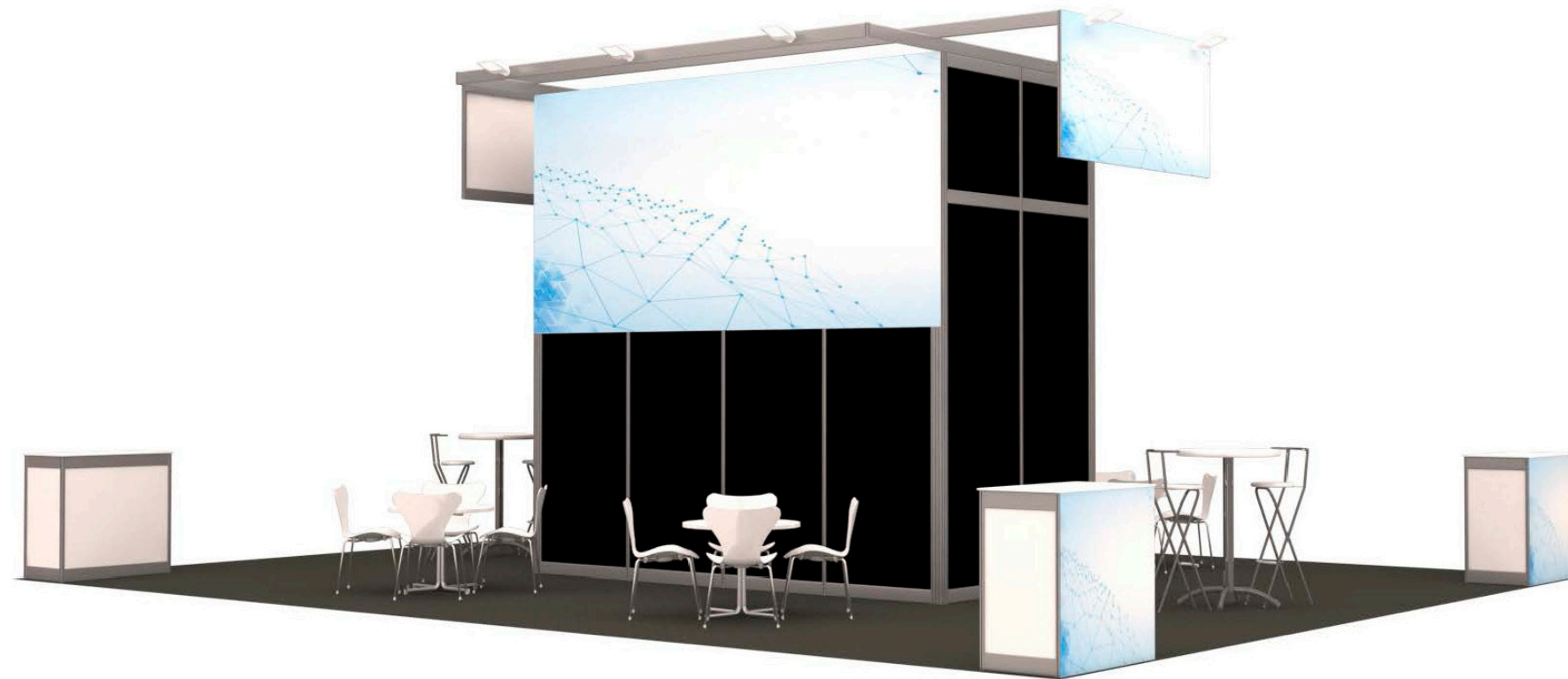
LABELLING

- 2 rizes units in PVC personalized with customer logo and stand number
- Customer logo on counter

Colour options for carpeting.
Change the carpet colour without additional cost.

Lawn Green	White	Jasper Grey	Navy Blue
Table Green	Leaf Green	Red	Flight Attendant
Whisky	Pearl Grey	Burgundy	Sahara
Anthracite Grey	Dark Blue	Orange	Brown
Black			

LARGE STAND (80 sqm). OPTIONAL IN THE EXHIBITOR L OPTION



APPLIED RATE:
Stand cost: 7.350 €. VAT not included

SERVICES INCLUDED:

- Basic cleaning prior to the opening day (includes plastic carpet removal)

TECHNICAL SPECIFICATIONS:

STAND

- 80 sqm with carpet floor
- Maximum type structure of 400 cm/h
- White, black or white back walls.
- Storage area 400x200 cm with lock and key

FURNITURE

- 2 reception counters (100 x 50 x 100 cm)
- 4 round white tables
- 2 airport tables
- 16 white chairs - "Herencia" model
- 4 stools
- 1 small refrigerator
- 1 storage shelf
- 1 rack

ELECTRICITY - LIGHTING

- Minimum power and low electricity consumption
- Switchboard with differential and 4 double plugs
- LED lightening

LABELLING

- 2 labels 4 x 2 m
- 2 labels 2 x 1 m
- 4 glass vinyls for the reception counter (1 x 1 m)

Colour options for carpeting.
Change the carpet colour without additional cost.

Lawn Green	White	Jasper Grey	Navy Blue
Table Green	Leaf Green	Red	Flight Attendant
Whisky	Pearl Grey	Burgundy	Sahara
Anthracite Grey	Dark Blue	Orange	Brown
Black			

MEDIUM DESIGN STAND (40 sqm). OPTIONAL IN THE EXHIBITOR M OPTION



APPLIED RATE:
Stand cost: Supplement of 2.500€. VAT not included

PARTICIPATION:

- 40 sqm space
- Mandatory insurance

INCLUDED SERVICES:

- Exhibitors Wi-Fi network access
- Basic cleaning prior to the opening day (includes plastic carpet removal)

TECHNICAL SPECIFICATIONS:

STAND

- 40 sqm with carpet floor
- 300 cm/h octogonal profile structure
- Storage area of 200 x 100 cm with lock and key

FURNITURE

- 2 white round tables
- 8 white chairs - "Jacobsen" model
- 2 brochure holders
- 2 reception counters of 100x50x100 cm with logo, shelves, doors and lock

ELECTRICITY - LIGHTING

- Minimum power and low electricity consumption (0,13kw/sqm)
- Switchboard with differential and a double plug
- LED lightening

LABELLING

- Stand graphics on rear wall, warehouse and counter customisable according to customer's image

Colour options for carpeting.
Change the carpet colour without additional cost.

<input type="checkbox"/> Lawn Green	<input type="checkbox"/> White	<input type="checkbox"/> Jasper Grey	<input type="checkbox"/> Navy Blue
<input type="checkbox"/> Table Green	<input type="checkbox"/> Leaf Green	<input type="checkbox"/> Red	<input type="checkbox"/> Flight Attendant
<input type="checkbox"/> Whisky	<input type="checkbox"/> Pearl Grey	<input type="checkbox"/> Burgundy	<input type="checkbox"/> Sahara
<input type="checkbox"/> Anthracite Grey	<input type="checkbox"/> Dark Blue	<input type="checkbox"/> Orange	<input type="checkbox"/> Brown
<input type="checkbox"/> Black			

MEDIUM STAND (40 sqm). INCLUDED IN EXHIBITOR M PACK



APPLIED RATE:
Stand cost: included in Exhibitor M Pack

PARTICIPATION:

- 40 sqm space
- Mandatory insurance

SERVICES INCLUDED:

- Basic cleaning prior to the opening day (includes plastic carpet removal)

TECHNICAL SPECIFICATIONS:

STAND

- 40 sqm with carpet floor
- Octagonal structure at 300 cm/h
- Black back walls
- Storage area of 300x100 cm with lock and key

FURNITURE

- 2 white round tables
- 8 white chairs - "Jacobsen" model
- 2 brochure holders
- 2 modular counters of 100 x 50 x 100 cm with shelves, doors and lock

ELECTRICITY - LIGHTING

- Minimum power and low electricity consumption
- Switchboard with differential and a double plug
- LED lightening

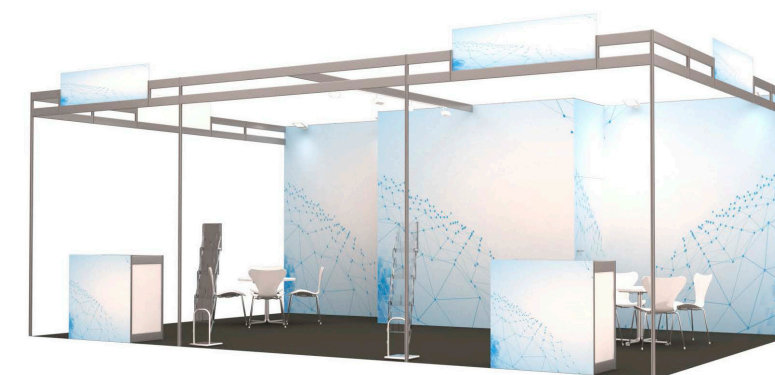
LABELLING

- 4 friezes units in PVC personalized with customer logo and stand number
- Customer logo on counters

Colour options for carpeting.
Change the carpet colour without additional cost.

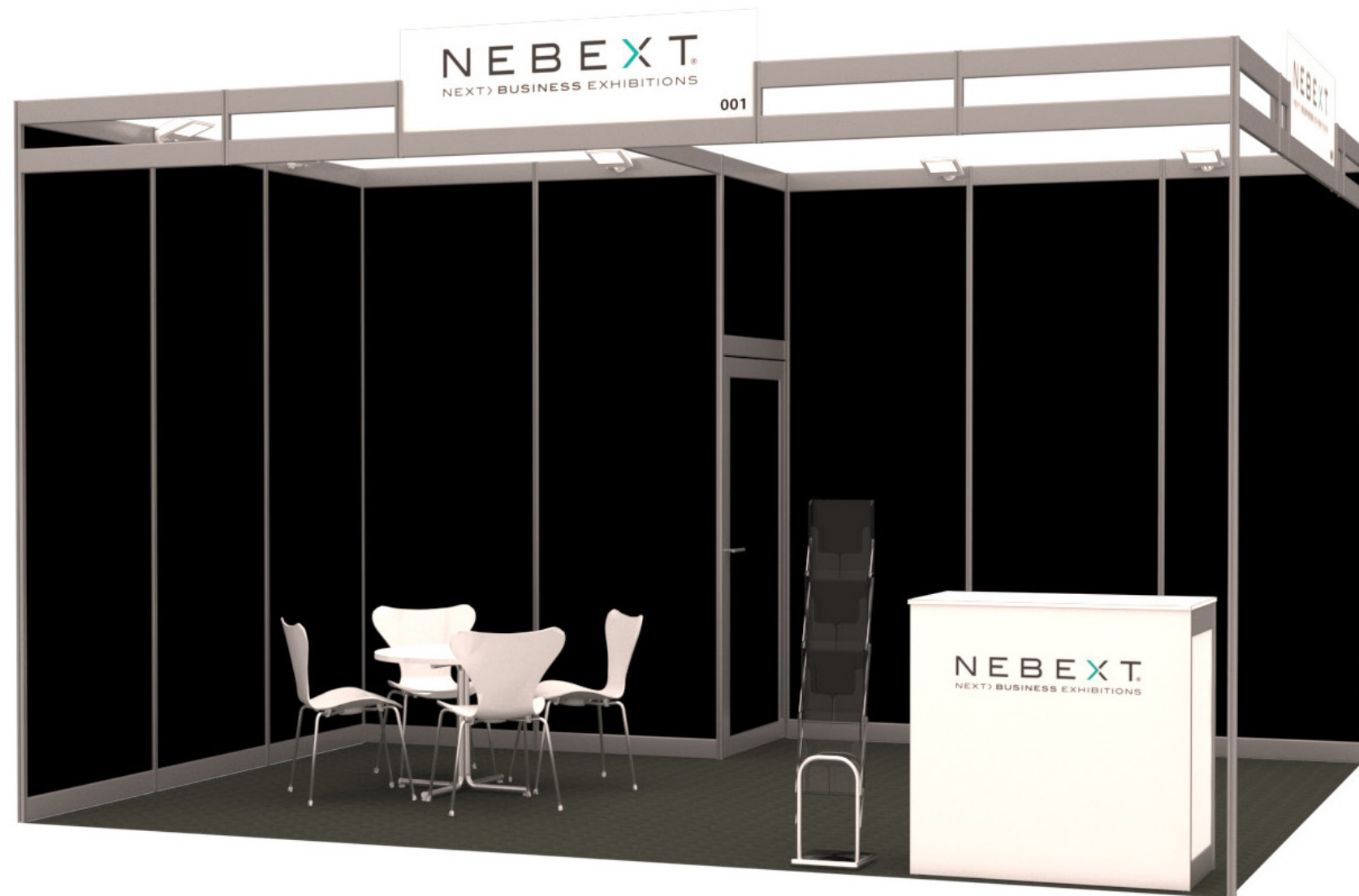
Lawn Green	White	Jasper Grey	Navy Blue
Table Green	Leaf Green	Red	Flight Attendant
Whisky	Pearl Grey	Burgundy	Sahara
Anthracite Grey	Dark Blue	Orange	Brown
Black			

Additional cost for stand walls complete labelling: 1.650 €+ VAT



Stand image only for informational purpose. The images of the stands may vary depending on the assigned final space. The removal of any prefabricated element by the exhibitor does not mean reduction of the prize. All materials used, structural or electrical are on loan and therefore, any deterioration shall be billed at the applicable fees. It is not allowed to pin any element on the walls of the stand. You can only attach them with adhesive tape.

SMALL STAND (20 sqm). INCLUDED IN EXHIBITOR S PACK



APPLIED RATE:
Stand cost: included in Exhibitor S Pack

PARTICIPATION:

- 20 sqm space
- Mandatory insurance

SERVICES INCLUDED:

- Basic cleaning prior to the opening day (includes plastic carpet removal)

TECHNICAL SPECIFICATIONS:

STAND

- 20 sqm with carpet floor
- Octogonal structure at 300 cm/h
- Black back walls
- Storage area 200x100 cm with lock and key

FURNITURE

- 1 white round table
- 4 white chairs - "Jacobsen" model
- 1 brochure holder
- 1 white modular counter of 100 x 50 x 100 cm with shelves, doors and lock

Additional cost for stand walls complete labelling: 1.300 €+VAT



ELECTRICITY - LIGHTING

- Minimum power and low electricity consumption
- Switchboard with differential and a double plug
- LED lightening

LABELLING

- 2 riezes units in PVC personalized with customer logo and stand number
- Customer logo on counter

Colour options for carpeting.
Change the carpet colour without additional cost.

- | | | | |
|-----------------|------------|-------------|------------------|
| Lawn Green | White | Jasper Grey | Navy Blue |
| Table Green | Leaf Green | Red | Flight Attendant |
| Whisky | Pearl Grey | Burgundy | Sahara |
| Anthracite Grey | Dark Blue | Orange | Brown |
| Black | | | |

Stand image only for informational purpose. The images of the stands may vary depending on the assigned final space. The removal of any prefabricated element by the exhibitor does not mean reduction of the prize. All materials used, structural or electrical are on loan and therefore, any deterioration shall be billed at the applicable fees. It is not allowed to pin any element on the walls of the stand. You can only attach them with adhesive tape.

START-UP STAND (6 sqm). INCLUDED IN START-UP PACK



• **APPLIED RATE:** _____
Stand cost: included in Start-Up Pack (6 sqm)

PARTICIPATION:

- 6 sqm space
- Mandatory insurance

SERVICES INCLUDED:

- Basic cleaning prior to the opening day (includes plastic carpet removal)

TECHNICAL SPECIFICATIONS:

STAND

- 6 sqm with carpet floor
- Maximum type structure of 300 cm/h
- Black back walls, octagonal structure at 300 cm/h
- Rieze in PVC personalized with customer logo and stand number

FURNITURE

- 1 white round table
- 2 white chairs
- 1 white modular counter of 100x50x100 cm with shelves, doors and a lock

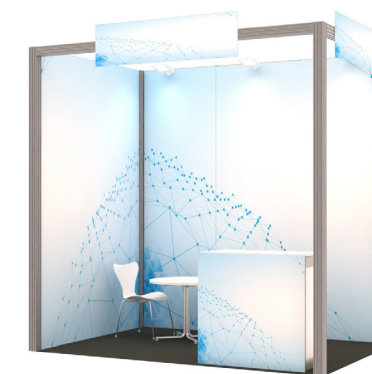
ELECTRICITY - LIGHTING

- Minimum power and low electricity consumption
- Switchboard with differential and a single socket
- LED lightening

Colour options for carpeting.
Change the carpet colour without additional cost.

Lawn Green	White	Jasper Grey	Navy Blue
Table Green	Leaf Green	Red	Flight Attendant
Whisky	Pearl Grey	Burgundy	Sahara
Anthracite Grey	Dark Blue	Orange	Brown
Black			

Additional cost for stand walls complete labelling: 990 €+ VAT



Stand image only for informational purpose. The images of the stands may vary depending on the assigned final space. The removal of any prefabricated element by the exhibitor does not mean reduction of the prize. All materials used, structural or electrical are on loan and therefore, any deterioration shall be billed at the applicable fees. It is not allowed to pin any element on the walls of the stand. You can only attach them with adhesive tape.

5. PICK&PACK TEAM:

A great team to help and advise great companies.
We aim to be your best business partner.

SALES TEAM:

E: exhibit@pickpackexpo.com

INTERNATIONAL SALES TEAM:

MADRID info@nebext.com

LISBON portugal@nebext.com

BRUSSELS belgium@nebext.com

BARCELONA spain@nebext.com

SHANGHAI china@nebext.com

TEL AVIV israel@nebext.com

BOLOGNA italy@nebext.com

DELHI india@nebext.com

FRANKFURT germany@nebext.com

MEXICO mexico@nebext.com

SAO PAULO brazil@nebext.com

SILICON VALLEY usa@nebext.com

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EXHIBITORS SERVICE TEAM:

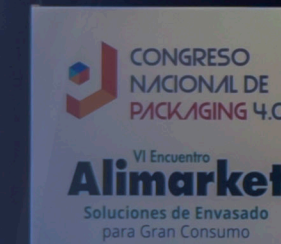
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PERFORMING STUNNING EXHIBITIONS
TO YOUR BUSINESS SUCCESS



#PICKPACK2023

www.pickpackexpo.com

6. PARTICIPATION GENERAL TERMS & CONDITIONS

INTRODUCTION

These General Terms and conditions are referred to PICK&PACK 2023 (**hereinafter referred to as “The Event”**).

Art. 1 – General Information

1.1 Name of the event: PICK&PACK 2023

1.2 Venue:

Feria de Madrid – IFEMA – Hall 9

Avda. del Partenón, 5

28042 Madrid, España.

(**hereinafter referred to as “Fairgrounds”**)

1.3 Type: National and reserved to Industrial related professionals, duly qualified, and/or with invitations released by The Organizer, by the Exhibitors or Partners, with paying access.

1.4 Dates:

Assembly: from 22nd to 24th April, 2023

Celebration: from 25th to 27th April, 2023

Dismantling: 27th April & 28th April, 2023

1.5 Opening hours:

Assembly:

22nd & 23rd April from 8:00 to 20:00 h

24th April from 8:00 to 20:00 h

Celebration:

25th April: Exhibitors from 8:30 h to 19.30 h | Visitors from 9:30 h to 19.00 h

26th April Exhibitors from 9:00 h to 19.30 h | Visitors from 9:30 h to 19.00 h

27th April Exhibitors from 9:00 h to 21.30 h | Visitors from 9:30 h to 17.00 h

Dismantling:

27th April from 17:30 h to 21:30 h

28th April from 8:30 h to 21:30 h

The Organizer reserves the right to modify the opening hours and the dates of the Event, at its sole discretion.

1.6 Organizer: NEBEXT – Next Business Exhibitions (hereinafter referred to as “The Organizer”).

CIF: B87396818

HQ: C/Poeta Joan Maragall, 23 Planta 1ª – 28020 Madrid P: +34 919 551 551 | C/ Enrique Granados, 86-88 Planta 1ª - 08008 Barcelona

E: exhibit@pickpackexpo.com

Website: <https://www.pickpackexpo.com/>

Worldwide offices: Barcelona, Bologna, Brussels, Frankfurt, Madrid, Mexico City, Sao Paulo, Shanghai, Silicon Valley, Tel Aviv, Toronto.

It corresponds to the Event Direction, the interpretation and the fulfillment of the present General Conditions of Participation for Exhibitors. The Event Direction will attend directly to everything related to the application of these General Terms & Conditions of Participation for Exhibitors, will supervise the organization of the whole event, satellite events, and will coordinate the Technical Secretariat of the Congress.

Art. 2 – Objective of the Event and Exhibiting sectors

The Event is a professional Trade Show & Congress designed to be a showcase and networking space to show the last innovations and technology for industry professionals as: Food and Beverage, Distribution, Chemistry and Pharmacy, Cosmetics and Beauty, Automotive, Textile, IT, Electronics, Consultancy, Human Resources, Transport, Retail / non food, Industrial goods, Logistics services,...

The exhibiting companies are related to the following sector:

PICK: INTRALOGISTICS

1. Storage

2. Forklifts and Accessories

3. Logistic robotics

4. Charging Systems

5. Labeling and Coding

6. Pallets and Containers

7. Security systems

8. Transportation

9. AGVs (Automated Guided Vehicles)

10. Consulting

11. Transport

12. Other Intralogistics

PACK: PACKAGING

13. Machinery and Components

14. Consumables

15. Packaging and Materials

16. Control and Inspection Systems

17. Luxury Packaging

18. Materials for Packaging

19. PLV / DISPLAYS

20. Ecopackaging

21. Third Parties Packaging Services

22. Transformers and final packaging

23. Control and inspection

24. Identification and Printing

25. Printing Machinery

26. Design

27. Services and Consulting

28. Other Packaging

INDUSTRY 4.0

29. Software and PLC

30. Digital Manufacturing

31. Big Data

32. Additive Manufacturing / 3d Printing

33. Industrial Cybersecurity

34. Industrial Cloud

35. IoT

36. Artificial Intelligence

37. Industrial Sustainability

STAKEHOLDERS

38. Associatons / Institutions

39. Education

40. Publications

The event also will have held demonstration areas and first level conferences programme where industrial sector professionals will discover the last trends and innovations.

Art. 3 – Exhibition Limitations - Admission

3.1 Exhibition Limitation: Only products and services represented under the sectors contained in the signed Participation Contract, which represents an integral and substantial part of these General Terms and Conditions, may be exhibited.

3.2 Admission: Any country companies are entitled to be part at the Event, provided their activities fall within the object of the Event and participating under the Categories (Partner, Exhibitor and Newcomer) (henceforth the “Exhibitors”). Admission to the Event is dependent on the acceptance of the Participation Contract (henceforth the “Participation Contract”) by

The Organizer Admittance to the Event and the subsequent stand allocation, shall be granted dependent on the package and area indicated in the Participation Option contracted, the amount of exhibition space available bearing in mind the types of products and services to be exhibited and the date of the Participation contract reception. Admittance shall not however be granted to the Event to those Exhibitors who are in debt for whatever reason with The Organizer or Exhibitors that are in a condition by which one may reasonably presume that they are in danger of becoming insolvent or entering a period of crises. The Organizer reserves the right to refuse and/or revoke admission to the Event where it believes, based on its own unquestionable judgment, that the applicant does not have appropriate credentials. In this case The Organizer is not required to provide any justification for its decisions. The refusal and/or cancellation of admittance will not entail any form of reimbursement for damage or interest. The participation in one or more of the previous editions of the Event does not grant the Exhibitor any automatic right to participate in a subsequent Event edition.

Exhibitors must be attending their stand during the Event opening hours and cannot start the stand dismantling until the Event closes the last day. The Organizer reserves the right to close the stand or the facilities that break the conditions of the present General Terms & Conditions for Exhibitors.

The Organizer will name an Admission Commission, which will supervise all the requests of admission as exhibitor and which will visit all the stands and will verify that the exposed material answers to PICK&PACK philosophy. Those products and/or the advertising of the same ones that, to criterion of this Commission, do not fulfill these requirements and the present General Terms & Conditions of Participation for Exhibitors, will not be admitted into PICK&PACK.

The exhibitors will facilitate to the Organizer, at least one month before the Event a detailed relation of products, services and brands that they want to expose in their stand.

Art. 4 – Participation fees

The fees charged by The Organizer will be the ones indicated in all the Participation documents for the 2023 edition. These fees are applied to the entire surface of the spaces occupied, within the same perimeter by the same company.

4.1 Participation fee: Covers everything specified below: All the benefits indicated in the Participation kit plus administrative and secretarial costs, inclusion in the on-line catalogue, promotion of the Event which may even include the organisation of: events, conferences, hospitality costs for journalists, speakers, professional and international delegations, as well as study and research activities which may even be performed in collaboration with Trade Organisations; technical assistance provided to the Exhibitor during the Exhibition and during the setting up and dismantling days; general surveillance of the pavilions and general fire prevention; Exhibitor passes. Each Exhibitor standholder will be provided with a number of passes in proportion to the Participation Options contracted. The Exhibitor will have the right to purchase extra passes beyond those already granted at a unit price established by The Organizer, to be used exclusively for personnel manning the stands. Basic cleaning (carried out during pavilion closing hours which includes: cleaning of floors in corridors and aisles and emptying of rubbish bins and removal of the garbage left in the stand perimeter at the end of the day, A Civil Liability and Property Damage Insurance Policies detailed in Art. 19.

4.2 Co-Exhibitor Participation fee: Includes the insertion of the co-exhibitor in the on-line catalogue and in the event guide. A specific Participation Contract for each of the co-exhibiting companies that will be using the same primary exhibitor space has to be signed and submitted to The Organizer. A fee of 500€ + VAT will be applied for each of the co-exhibitor companies applying, who will be able to benefit from all the considerations mentioned in the Co-Exhibitor Participation Contract itself.

Art. 5 – Participation Contract and Payment Terms

5.1 Participation Contract: The Participation Contract in the original, duly filled in and signed must be delivered to The Organizer by and not later than 17th March, 2023. The Participation Contract may not contain reservations nor conditions of any kind, on penalty of being inadmissible.

In case the Participation Contract is received by The Organizer after the deadline and is nevertheless accepted on the basis of a merely discretionary assessment by The Organizer, the latter will not be in any way required to comply with the deadlines for delivery of the participation documents to the Exhibitor. Participation Contracts received after the registration deadline will be placed on a waiting list.

5.2 Payment Terms: The Participation Contract must contain the indication of the Participation Option contracted and must be accompanied - on penalty of inadmissibility - by the payment of an invoice/s calculated on the basis of the criteria indicated above:

• **1st Payment Term:** 50% of the total Participation Option cost, contracted at the signature must be paid with a due date of 10 days from the issued Organizer’s invoice.

• **2nd Payment Term:** remaining 50% of the total Participation Option cost, contracted plus additional space or booth sqm (if it is the case), must be paid on 10th March, 2023 with a due date of 10 days.

From 10th March, 2023 shall be paid the total amount of the Participation Option contracted at the signature, upon Organizer’s receipt.

The additional products or services contracted shall be paid maximum before the start of assembly of the event, all **before 7th April, 2023**.

In case of non-compliance of the payment conditions specified, the Organizer shall be entitled

to offer the space booked for any other applicant company. The first payment does not constitute acceptance of the Participation Contract by The Organizer.

Should the Participationcontract not be accepted by The Organizer the amount paid as specified in the 1st Payment Term will be returned to the Exhibitor. The organizer is entitled to reject Exhibitors, in its own discretion, in case the Participation Contract is not followed by the payment of the first invoice inside the payment terms. Failure to sign the Participation Contract, or the failure to pay the first invoice, grants The Organizer the right to reject the request.

It will not be allowed initiate the assembly of the stand to those Exhibitors that have outstanding debts with The Organizer.

5.3 Payment Methods: All payments should be made to Nebext – PICK&PACK 2023 by bank transfer to the indicated Bank Account:

BANCO DE SABADELL

IBAN: ES08 0081 0131 5200 0118 3222

BIC: BSABESBB

Ref: To ensure that your payment is registered correctly, please indicate the client code and invoice number in the bank transfer.

Art. 6 – Withdrawal

The Exhibitor has the right to withdraw from the event by communicating it to The Organizer with a registered letter with proof of receipt (forwarded in advance by email) within the following conditions:

• **Before 20th January 2023:** It is understood that The Organizer will have the right to withhold 50% of the total cost of the Participation Option contracted. The Organizer as an indemnity will allocate half the amount to offset the costs incurred by the withdrawal and as a sign of goodwill, the other half would be regarded as a deposit by the Exhibitor in the case of desire to participate in the next edition of The Event.

• **After 20th January 2023:** If the Exhibitor sends the communication beyond the expiry of said term (or does not send any communication), in any case (even if the Exhibitor decides not to take part) he will be required to pay 100% of the total cost of the Participation Option and all set and installation costs for the services ordered and/or performed on the booked site, all taxes paid on behalf of the Exhibitor as well as any damages The Organizer and/or the Event may suffer due to said withdrawal. The Organizer as an indemnity will allocate half the amount to offset the costs incurred by the withdrawal and as a sign of goodwill, the other half would be regarded as a deposit by the Exhibitor in the case of desire to participate in the next edition of The Event.

In both withdrawal instances, The Organizer in any case reserves the right to allocate the stand to another Exhibitor, without this possible allocation in any way prejudicing or limiting its right to request the indemnities described above.

Art. 7 – New Law on VAT for Foreign Exhibitors

7.1 As from January 1st 2011, in accordance with the Legislative Decree no. 18/2010 in Participation Contract of the EU directive no. 8/2008, foreign Exhibitors liable for taxation are not required any longer to pay the VAT on participation fee, stand fee and services connected with the event, with the exclusion of non commercial Companies (for example private individuals); in order to identify the type of Exhibitor (Company liable for taxations/ non-commercial Company or private individual), before the issuing of the invoice it is essential to receive the VAT number/ID code proving the status of company and not of private individual. It is therefore absolutely necessary that Participation Contracts are sent with the above information, otherwise invoices will have to be issued with the Spanish Value-Added Tax. Entrance tickets will still remain subject to Spanish VAT for all exhibitors (Spanish and international).

7.2 All Foreign Exhibitors interested in VAT: To request refund of Value Added Tax to a non-resident of the

territory of application of the aforementioned tax, said non-resident must compulsorily appoint a tax representative in Spain to complete all the formalities before the body or office of the tax authorities, which in Spain is:

Delegación Especial de la Agencia de Administración Tributaria de Madrid - Sección de Regímenes Especiales

C/ Guzmán el Bueno, nº 139

28071 Madrid

Tel: (+34) 91 582 67 67 / 91 582 67 39 / 91 582 66 08

Fax: (+34) 91 582 67 57

Should the non-resident not have a tax representative, it should consult with specialist companies or the relevant body in its country of origin (Chamber of Commerce, tax authorities, etc.).

Art. 8 – Notification of Space Assignment

The Criteria for Space Assignment will be as follows in the order shown below (starting with 1):

1. **Participation Package contracted:** Being assigned in the following order: 1. Global Partner, 2. Gold Partner, 3. Silver Partner, 4. Exhibitor L Premium Area, 5. Exhibitor M Premium Area,

6. Exhibitor S Premium Area, 7. Exhibitor M Business Area, 8. Exhibitor S Business Area, 9. Newcomer Start-up.

2. Participation Contract Reception Date:

In equal conditions for criteria 1 and 2 the order of choice will be decided by the one with additional Booth or Unique Sponsorship Opportunities contracted. PICK&PACK management Team will inform exhibitors of the development and outcome of the space assignment shall be communicated by The Organizer by e-mail. The Organizer cannot however be held responsible if the e-mail is not received. Notification of space assignment is valid for the Exhibitor to whom it is addressed. The surface area, type of space and position requested by the Exhibitor in the Participation Contract is not binding for The Organizer, which may assign a space with different measurements, layout and position from those indicated by the Exhibitor, if the requests made by the Exhibitor are not, at the sole discretion of The Organizer, compatible with the overall organisational needs or with exhibition spaces dedicated to specific goods sectors, or with the standard characteristics of the exhibition areas in general.

Assignment of a certain area or exhibition typology or space at a previous edition of the Event shall not represent a preferential right to obtain of the same area or exhibition type, or space for subsequent editions.

The Exhibitor is obliged to respect the size of the space assigned. Occupation of more exhibition space than that assigned shall lead to an extra charge calculated according to the Rates. No business may take place outside the assigned exhibition space, even with a view to avoiding interference with the activity in other stands, nor may the corridor and/or area behind the space be used. The Organizer reserves the right to modify the location of the space, even if already assigned, or to change the measurements, should this become necessary due to technical and/or organisational reasons and will not entail any form of reimbursement for damage or interest for the Exhibitor. The barter, transfer or sale of the space contracted by the Exhibitor to a third party remains expressly prohibited. See Art 4.2 regarding Co-Exhibitors fee as the only option to share space with other companies.

Art. 9 – Assembly and Dismantling

9.1 Assembly and Dismantling:

Assembly: 22nd and 23rd April from 8:00 to 20:00 & 24th April from 8:30 to 21:30h

All the booths included in the packages provided by The Organizer will be available on 24th April from 10:00h

Celebration: 25th to 27th April from 8:00 to 21:30h

Dismantling:

April 27th from 17.30 to 21.30h.

April 11th from 8.30 to 21.30h.

The Organizer reserves the right to modify the opening hours and the dates of the Event, at its sole discretion.

9.2 Stand Assembly fee:

IFEMA charges to every Exhibitor’s stand a compulsory fee corresponding to the installation and decoration of the stand, according to IFEMA’s in force official rate for 2023. All the Exhibitors’ stands included in the Participation Package or contracted through the Organizer will have included in its price this Stand Assembly fee. The Exhibitors who build their own stand will be invoiced by the Organizer at the rates indicated by IFEMA for 2023:

- Spaces without decoration, or occupied by carpeting or wood flooring: TYPE A

- Basic modular stands of aluminum or similar: TYPE B

- Modular stand in aluminum design, woodworking and other materials: TYPE C

9.3 Electric consumption

The exhibitor that realizes the assembly of his stand of free design will have to pay this service aording the rates published by IFEMA for 2023, during the celebration of the event and the periods of entry and goods issue. The stands contracted to the Organizer or included in the packs of participation already include electricity consumption in its cost.

9.4 Electrical supply

All electric power supply to the stands will be provided by IFEMA, being the characteristics of the supply 400V between phases and 230V between phases and neutral.

IFEMA is not responsible for supplies that may be needed in direct current or in any other condition of stability and continuity other than that of supply general, being these, in any case, on behalf of the installer or user of the stand and requiring prior authorization from the Technical Management and Maintenance of IFEMA.

IFEMA may, at its discretion, limit the power of supply when it may have negative impact on other users or for reasons of overload or security of their own lines and facilities.

The users of stands and facilities are required to maintain a factor of cos power between 0.95 and 1.

The hours of power supply to stands is from 8.30 a.m. to 9.30 p.m. If for some reason the exhibitor needs a different schedule, must request in writing to the Management of Fair Services - Technical Secretariat, filling in the form that for this purpose you will find them available on the web www.convencionesycongresos.ifema.es - Organizer s - rules of participation - forms - Request for electric power to stands 24h.

When the electric supply in the Electricity Company's Fair Park depends provider of the service, IFEMA is not responsible for any anomalies beyond this Institution, both for lack of supply and quality (variations of frequency, voltage variations, transients, spikes, gaps, short interruptions, micro-cuts, harmonic flickers, etc.).

In the event that installed electricity consuming equipment requires some kind of caution in shutdown processes or be sensitive to possible cuts in the electrical supply, installation by the installer of the equipment is recommended,

of elements that avoid this risk in front of the possibility of lack of electrical supply, such as uninterrupted power systems (S.A.I.).

9.5 Electrical connection

The electrical connection will be made by the stand installer, under the supervision of the Technical and Maintenance Management of IFEMA. It will be done from the point of distribution that IFEMA establishes for the best use of the network and will consist of a power outlet manufactured by MARECHAL, with the following characteristics:

- Supply up to 32 A: Decontactor type «DS» 380/400 V-50 Hz 3P + N + T
- Supply up to 63 A: Decontactor type «DS» 380/400 V-50 Hz 3P + N + T

No one will be allowed to access the halls without this security equipment. This regulation will be applied to operators, Organization, Exhibitors, Providers and any other person that needs to cross or to work in the halls during set up and dismantling. This is the minimum equipment required, but does not exclude any other protection elements in case the operator needs to do specific tasks such as painting, soldering, etc.

In Servifema/Exhibitor Help Desk located next to the entrance of Hall 8 will be available to purchase this security equipment if needed.

9.1.1 Customs Information

All products from countries outside of the European Union must pass through customs.

Exhibitors must have the details of the Customs Official who dispatches their goods, or failing this, a copy of the customs documentation from their entrance into the European Union. Spanish duties are levies on material or goods for distribution or consumption, even in the case of products of no commercial value; the amount payable may vary depending on the country. All goods subject to a T-1 must not be removed from the booth or from the Feria de Madrid site until their situation has been changed and customs processes completed. The sale or distribution of non-EU goods in an international fair is totally prohibited until customs processing is completed.

Products transported as hand luggage must be declared at the airport in the Red Channel (“something to declare”), and will be retained until the corresponding customs processes are completed. Goods which have not been processed by customs and are displayed will be

confiscated by the authorities until the appropriate documents are presented.

Customs office:

• Recommendations for all exhibitors bringing material requiring customs processing (non-EU)

Processing the goods:

• For a fair recognised as international for customs purposes by the State Secretariat for Tourism and Trade:

• For a fair not recognised as international.

9.2 Stand Assembly fee:

IFEMA charges to every Exhibitor’s stand a compulsory fee corresponding to the installation and decoration of the stand, according to IFEMA’s in force official rate for 2023. All the Exhibitors’ stands included in the Participation Package or contracted through the Organizer will have included in its price this Stand Assembly fee. The Exhibitors who build their own stand will be invoiced by the Organizer at the rates indicated by IFEMA for 2023:

- Spaces without decoration, or occupied by carpeting or wood flooring: TYPE A

- Basic modular stands of aluminum or similar: TYPE B

- Modular stand in aluminum design, woodworking and other materials: TYPE C

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All electric power supply to the stands will be provided by IFEMA, being the characteristics of the supply 400V between phases and 230V between phases and neutral.

IFEMA is not responsible for supplies that may be needed in direct current or in any other condition of stability and continuity other than that of supply general, being these, in any case, on behalf of the installer or user of the stand and requiring prior authorization from the Technical Management and Maintenance of IFEMA.

IFEMA may, at its discretion, limit the power of supply when it may have negative impact on other users or for reasons of overload or security of their own lines and facilities.

The users of stands and facilities are required to maintain a factor of cos power between 0.95 and 1.

The hours of power supply to stands is from 8.30 a.m. to 9.30 p.m. If for some reason the exhibitor needs a different schedule, must request in writing to the Management of Fair Services - Technical Secretariat, filling in the form that for this purpose you will find them available on the web www.convencionesycongresos.ifema.es - Organizer s - rules of participation - forms - Request for electric power to stands 24h.

When the electric supply in the Electricity Company's Fair Park depends provider of the service, IFEMA is not responsible for any anomalies beyond this Institution, both for lack of supply and quality (variations of frequency, voltage variations, transients, spikes, gaps, short interruptions, micro-cuts, harmonic flickers, etc.).

In the event that installed electricity consuming equipment requires some kind of caution in shutdown processes or be sensitive to possible cuts in the electrical supply, installation by the installer of the equipment is recommended,

of elements that avoid this risk in front of the possibility of lack of electrical supply, such as uninterrupted power systems (S.A.I.).

9.5 Electrical connection

The electrical connection will be made by the stand installer, under the supervision of the Technical and Maintenance Management of IFEMA. It will be done from the point of distribution that IFEMA establishes for the best use of the network and will consist of a power outlet manufactured by MARECHAL, with the following characteristics:

- Supply up to 32 A: Decontactor type «DS» 380/400 V-50 Hz 3P + N + T

- Supply up to 63 A: Decontactor type «DS» 380/400 V-50 Hz 3P + N + T

For consumptions greater than 63 A, the stand box will be connected directly to the IFEMA rush.

These sockets should be contained within the gutters / manholes of distribution of the halls, totally registrable to be able to solve possible incidents

In the case of the North and South Convention Centers, the cables from the frames of the assembler to the terminal boxes distributed in these areas.

9.6 Electrical distribution of facilities and / or stands

9.6.1 Protections to guarantee security

As close as possible to the entry point of the connection, the installer will place a box with at least:

- General magnetothermal switch with omnipolar cut (neutral cut included) and size according to the supply line. This magnetothermic can be cut bipolar when its size does not exceed 25A.

- General differential switch of 30 mA sensitivity and gauge not less than general magnetothermic switch.

Receiving devices with consumptions greater than 16 A will be protected individually from the box. The boxes must have enclosures closed that can not be opened except with the help of a

tool or a key, except of its manual drives. In case of operating from within, they will have to be protected against possible direct contacts. The degrees of protection of the enclosures will be IP4X for indoor and IP45 for outdoor, should be fixed to some structural element of the stand, not being able to be placed at ground level and maintaining an optimal state of the picture and its characteristics.

9.6.2 Electric cables

For electrical installations inside the installations and / or the stands that are mounted inside the halls, the cable to be used will be assigned voltage minimum 300/500 V according to UNE 21027 or UNE 21031, suitable for mobile services, canalized with tubes or channels as provided in ITC-BT 20 and 21 and with grade of protection IP4X according to UNE 20.324, or of assigned voltage 450 / 750V with covered with polychloroprene or similar, according to UNE 21.027 or UNE 21.150 and suitable for mobile services or 450 / 750V flexible cable (H07ZZ-F), according to UNE 21027-

13. In these last two cases it will not be necessary to install it under tube, although It may be accessible to the public.

For outdoor or outdoor installations that service stands or facilities that are mounted outside the halls, the cable will be assigned voltage Minimum 450/750 V with polychloroprene cover or similar according to UNE 21.027 or UNE 21.150 and suitable for mobile services, channeled with tube or channels as arranged in ITC 20 and 21 and with degree of protection IP4X according to UNE 20324, or the cable may be made of copper conductors, with a polychloroprene cover or similar and assigned minimum voltage 0.6 / 1 kV . suitable for mobile services, not being necessary its installation under tube, although it can not be accessible to the public. Installation electrical interior of these stands will comply with the previous point provided it is not closed in all its parts.

The joints and connections will be made by means of terminals located inside of connection boxes.

The flexible connections of the equipment will not exceed two meters in length, using cable suitable for working conditions.

All wiring that is going to be subjected to mechanical stress will be of the armed type or will go under protective conduit.

9.6.3 Bases and sockets

The socket outlets will be safety and equipped with ground contact. Sockets installed in the ground will have adequate protection against the penetration of water and will have a degree of protection against impact IK10. They will be installed at a distance greater than 1m from any point of water intake.

A single cord cable should be attached to a socket. Adapters can not be used multiview Multiple bases should not be used except the mobile multiple bases that They will be fed from a fixed base with a cable of maximum length 2 m.

9.6.4 Engines

All engines with an output greater than 0.75 kilowatts must be equipped with starting systems of reduced intensity, in accordance with the provisions of ITC-BT-47 of the current Electrotechnical Regulation for Low Voltage.

9.6.5 Luminaires

Lamps located less than 2.5 m. from the ground or in places accessible to persons must be firmly fixed and located in such a way as to prevent any risk of danger to people or inflammation of materials. Any team lighting that reaches high temperatures will have to be sufficiently distanced of any combustible material.

9.6.6 Ground connection

The metal structures will be connected to the ground.

9.7 Water and drainage. Compressed air

The general water, drainage and compressed air outlets will be supplied by IFEMA. The water and compressed air intakes have a diameter of ½ inch, and that of drain a diameter of 1 ½ inches, all with female thread termination. The

installation of any other element in the stand (sink, sink, connection, etc.) is of independent contracting.

The connections to the IFEMA network will always be under the supervision of the personnel of the Technical and Maintenance Management of IFEMA.

For the proper functioning of the sanitation facilities, it is not allowed install more than two drains for each water intake contracted.

IFEMA's general potable water supply depends on Canal de Isabel II, so that the supply pressure can oscillate. Usually, the supply pressure it oscillates between 4 and 6 bars, but these parameters may vary. If the equipment that are going to be connected to the required water intakes, for their correct operation, of a pressure other than the service, the installer or the Organizer must equip their teams with the necessary elements to regulate the pressure on their needs and good functioning. In case of doubt, we recommend contacting the Technical secretary.

The supply of compressed air is carried out at a pressure of 6 bar, if necessary lower pressures should be provided for the necessary pressure regulators to adjust it to your needs

9.8 During the labors of assembly and dismantling and, in general, during the days of celebration of the event, the placement of materials remains prohibited in the space of other Exhibitors and, likewise, all the corridors will have to be always free for the persons' traffic and goods.

9.9 The loading and unloading docks of IFEMA (adjacent zones to the halls) are not parking

zones. It's only allowed, for every vehicle, an operation of load or unload, with immediate exit to the corresponding parking. The vehicles that will exceed the established time, IFEMA will charge the time exceeded in order to deter them.

9.10 The valuable products and materials will have to be withdrawn at the closing of the events. (The compulsory insurances don't include neither theft nor robbery.

9.11 Storage inside the pavilion is not allowed. For this service, please check the corresponding section in the HUB Exhibitor.

9.12 Removal of waste and assembly and exhibition materials: In application of the current legislation on urban waste, all Exhibitors, as well as the companies contracted and / or subcontracted to carry out the assembly and / or dismantling of stands, are required to assemble, disassemble and remove materials from assembly decoration and exhibition used, in the established periods of time for it. The stands that will not be dismantled, or the objects that remain installed **after 21.30 of April 28th 2023**, will be withdrawn by IFEMA's cleaning services and the Organizer will not be responsible for the destination of the removed material. The non-compliant Exhibitor shall pay all expenses and damages incurred through enforcement of this rule.

After the established deadlines for the exit of merchandise and material of decoration such as those specifically established for stand dismantling (**after 21.30h on April 28th 2023**) all the materials that still remain in the exhibition areas of the pavilion will be considered materials of waste and will be withdrawn by IFEMA, losing the Exhibitor all right to claim for losses or damages in the same ones being on account of the Exhibitor the relative expenses upon their withdrawal, which will be invoiced by IFEMA according to the rates established in the Table of Rates, for the totality of the awarded square meters. In the case of not dismantling the stand within the established period, the Exhibitor will pay the cost to IFEMA of carrying out this service in accordance with the budget provided by IFEMA in function of the work to be done.

Art. 10 - Stands Construction Rules

Exhibitors who have not paid the balance of their exhibition or additional services fee shall not be granted entry to set up their stands. Any defects or shortcomings discovered when the exhibitor takes possession of the exhibition space for setting up the stand and laying out of goods must be reported to the Customer Care – Exhibitors Assistance. In order to access the Fairgrounds, Exhibitors must follow the instructions given in “Provisions for setting up and dismantling”, which will be sent by The Organizer, containing details regarding layout of spaces and deadlines for setting up stands. The Exhibitor shall be responsible for all organization and costs incurred for setting up the stand and shall strictly observe the General Terms and Conditions and the layout plan and The Organizer Technical Regulations. He shall also provide The Organizer with his stand layout project beforehand for approval. The Exhibitor undertakes to fit out the entire area assigned and to display products he manufactures belonging to the Event merchandise repertoire on his stand for the entire duration of the Event. Products exhibited must be positioned in such a way that they are not considered offensive or could be dangerous. The stand must be laid out in such a way so as to avoid obstacles or objects that hinder access to the exhibition areas.

The Organizer reserves the right to amend the assembly periods and times should it deem necessary. The interior decoration of the stands will be a responsibility of every Exhibitor, according to his own criterion and convenience. The stands included in the Participation package or ordered through the Organizer must be returned in equal condition to how they were received, not being able in any case drill, vinylated, paint or damage the walls. The damages originated by inadequate treatment will be charged to the Exhibitor.

It is forbidden to affect in any way the facilities of the hall, not being allowed to paint, drill or fix screws in any structural elements of the hall and neither to hang signs, brands or drawings in the ceiling or walls. All the decorative elements will have to be installed in supports mounted by the exhibitor.

10.1 Assembly regulation:

The maximum stand height allowed is 3.00m. if the stand proportions so allow, and provided that the view is not obstructed, constructions exceeding this maximum height, shall be permitted (after prior consultation and written approval from the Organizer) up to 5.00m of maximum height (including any stage and any projects with mezzanine floors and in the hall areas without height restrictions) but taking in consideration leaving at least 1.00m distance from the stand perimeter to the inside; this maximum height dimension must also contain all stand structural elements and all graphics (trademarks, logos).

In the case that the exhibitor needs to hung any decorative element from the hall ceiling, an approval from IFEMA will be needed. once feasibility has been vetted by the Organizer offices, the exhibitor may be allowed to install “Lighting and support bars and hangings”:

- The hanging of perimeter bars at a height of 6.00m. is only granted for lighting purposes.

- Graphic elements may be hung from bars provided they do not exceed a height of 5.00m. at the highest point; where stands are side by side these must be set back by 1.00m. and all graphics and supporting bar structures will have to be free-standing, the height of the stand must not interfere with the smoke detectors or other security elements located in the halls.

10.2 Stand Projects approval:

Stand projects must be forwarded by **29th March of 2023** to The Organizer.

The stand project, complete with floor plans and measured elevations must be sent by e-mail to the Organizer Operations Department: info.validacionproyecto@grupomarva.com

This deadline does not apply to those who have included the stand in their participation package or have requested their stand through official partners.

The Organizer reserves the right to request exhibitors to provide the projects for all stands, regardless of their surface area or height. The Organizer via their operations department will verify the stand projects in relation to event and venue technical regulations and will provide feedback on the project by approving it or requesting further compliance with the above regulations.

Once the projects have been approved the exhibitors, independently at their own expense, will see to the installation of the perimeter walls and flooring of their stands. The upper part of the stands must be finished in a workmanlike fashion; the walls abutting on the other stands, as well as being finished in a workmanlike fashion.

Access must be guaranteed to all utility systems even in the event of carpeting etc. or raised floor sections.

Failure to receive the correct documentation or approval of the stand project from the Organizer will not enable the exhibitor (or stand fitters) to set up their exhibition stand.

The link of stands or islands on either side of a corridor either by unifying carpet, aerial structures, lighting, etc. is not allowed.

All walls with neighbouring stands should have maximum 3m height and with a distance of 1m from it, all the elements could have a maximum height of 5m.

Shared islands, towers and other surrounding elements with neighbouring stands can only be labelled on the sides facing the booth itself and not on the sides facing the neighbouring stand, regardless of the height of these elements. To label all sides, it is mandatory setback 2m of the perimeter with the neighbouring stand.

The total closure of a side wall shall not be authorized, and must be open and accessible at least the 25% of it. It may only be allowed to cover 100% of all perimeter sides walls if they not exceed 1.25m height.

In the case of perimeter walls with a height exceeding that limit of 1.25m facing the corridors of common use, there must be a minimum distance of 1.50m between the wall and the corridor.

Any decorative element protruding from the stand (maximum 50 centimetres) will be located at a minimum height of 2.5m. It will be allowed to cover the pillars within the stand space up to a maximum height of 5m.

Those stands built on a platform of height equal to or greater than 19mm shall have at least one wheelchair access ramp 1.20m wide at least.

If you have any questions regarding the previous stand construction regulations you must contact the Technical Office.

10.3 Mezzanine floors:

All the Exhibitors that choose to build a mezzanine floor or structural elements over 1.20m high or even more that will support loads or people in your space must fully comply with the above conditions and, in addition, must submit a certificate or a project with its corresponding work address signed by an authorized technician who will have to be verified through the corresponding college. The project will have to include the dimensions, the load of use and the appraisal, being an exclusive responsibility of the Exhibitor, the fulfilment of the limits specified in the same one.

Building of mezzanine floors is only permitted on exhibition spaces with a minimum surface area of 100 sqm. The mezzanine surface area must not exceed 50% of the area itself.

10.4 Stand Safety

The structures of the stand, as well as any of the elements used in its decoration, must be sufficiently rigid and stable for them to not pose any risk to people or property. The subsection on stairs, handrails and protection in changes of height outlines, in accordance with existing regulations and, specifically, with the provisions set out in the Technical Building Code (CTE) and complying with the following criteria:

- The level changes at a height of more than fifty (50) centimetres and the ledges of the flooring will be protected by a protective covering or rail of ninety-five (95) centimetres high. The perimeters, gaps and cantilevers will be protected with the same criteria in second floors accessible to individuals.

- Uneven surfaces greater or equal to fifty (50) centimetres must be indicated through tactile and visual differentiation. The tactile differentiation must be 25 cm. away from the edge of the uneven surface.

The Exhibitor is responsible for the structural safety of the stand. IFEMA may ask the Organiser for the documentation accrediting this if it deems it necessary.

Art. 11 – Moving Equipment and Machinery

Moving equipment is admitted as long as it doesn't constitute a danger and/or nuisance. However, all machinery must comply with all the current and/or anticipated provisions in order to prevent accidents, bad smells, noise and gas and liquid emissions. The Exhibitors must, at their own time and expense, comply with checks of the above and make sure they comply with the provisions established by law and current regulations and obtain the correct permit from the competent authorities.

Art. 12 – Event Access and Badges

12.1 Visitors Passes: Access to Halls and Areas will be allowed to professionals of the field through:

- Online registration:

- With a free invitation by an Exhibitor (Partner, Exhibitor or Newcomer)
- Paying the corresponding rate for pass selected.

- Registration onsite: At the counters enabled for this at the entrance of the premises.

Partners and Exhibitors will have a number of invitations depending on the Participation Package acquired and as detailed in the Participation kit.

In compliance with the LOPD 679/2016 27th April, the personal data voluntarily provided by the visitor or delegate may be used for informational or promotional activities organized by NEBEXT and IFEMA. Furthermore, these data can be provided, with the obligation to confidentiality, to companies or partners collaborating with NEBEXT and IFEMA.

The Organizer reserves the right of modify the Event admission fees at its sole discretion.

12.2 Exhibitor badges: Each exhibitor will have a number of badges depending on the Participation Package acquired and as detailed in the Participation kit. The exhibitor badges will be personal and non-transferable. All Exhibitor Badges must be requested through the Exhibitor Hub.

12.3 Admission rights reserved: The organization reserves the right of admission and may invite to leave PICK& PACK 2023 any person whose behavior does not conform to the most basic standards of conduct.

We ask all exhibitors to use their invitations and badges in a responsible way in order to guarantee the professional objectives. Visitors under 18 years old only can access to the event in adult company accredited as a professional visitor and paying the entrance fee. The non-professional visitors will not have access to the venue.

Art. 13 – Health & Safety, General Surveillance and Fire prevetion

13.1 General Information: Each exhibitor is obliged to strictly comply with all the legislation system in force regarding health and safety in the workplace and with legal, welfare and social security legislation for the entire duration of the Event, including during the setting up and dismantling of stands and every other connected activity. It is mandatory to wear the safety equipment such as: helmet, reflective vest, safety boots, mask and gloves. During setting up and dismantling of the stand and any other inherent or related activity, the Exhibitor also undertakes to observe and ensure that all contractors working on his behalf also observe IFEMA Technical Regulations. The Technical Regulations also contain precautionary rules regarding safety at the show (fire prevention, electrical wiring, environmental protection, etc.), but excludes specific safety regulations regarding activity carried out by the Exhibitor or subcontracted to third parties (setting up and dismantling of the stand and related activities) for which verification and observance is the responsibility of the Exhibitor himself. Non-compliance with the above safety regulations, in particular when this may affect general safety in the halls and for third parties present, may result in intervention by the Organizer and lead to the utilities on the stand being cut off immediately or the stand itself being closed. Any other consequence deriving from non-observance of the above provisions shall be attributable to the responsibility of the Exhibitors and his sub-contractors. The Exhibitor is responsible for conformity to the legislation in force by everything present on the stand in terms of fixtures and fittings, structures, wiring, exhibited products, etc. Every Exhibitor is obliged to nominate a “Stand Manager”, who shall be entirely responsible for any parties involved in any activity carried out on his behalf for the entire duration of his presence on the Fairgrounds premises. At the discretion of the Exhibitor and under his complete responsibility, this person will also be responsible for each of the three stages already mentioned (setting up, show, dismantling). The name of the Manager and relative phone number must be given on the Participation Contract. Any variations or additions must be communicated to the Organizer before work starts for setting up the stand. Access to the stand by sub-contractors working for the Organizer for the supply of services shall only occur in the presence of the “Stand Manager” and is subject to his authorization. This does not however apply to the Organizer surveillance and security personnel.

13.2 Public Order and limited capacity: During periods of assembly, celebration and disassembly, the venue is taking care for monitoring general fairgrounds, access control, outdoor surveillance and security, general and preventive for public order and fire safety or emergencies of any nature. The venue will manage a surveillance service throughout the pavilions during the visiting hours to avoid any misbehavior.

13.3 Security and surveillance: During periods of assembly, celebration and dismantling, IFEMA is taking care for monitoring general fairgrounds, access control, outdoor surveillance and security, general and preventive for public order and fire safety or emergencies of any nature. In any case, it is not a security service directed to the goods exhibited or the particular goods of each exhibitor, so the Organizer and IFEMA will not be responsible for the private property owned by the exhibitors, their employees or subcontractors.

The Organizer and IFEMA will not be responsible of robbery or theft of materials and objects left on the stands, or damages that may occur during periods of assembly, exhibition and dismantling. However, the Organizer will give their support for the resolution or processing of the report to the Police.

Each exhibitor is responsible for any valuable objects that may be on its stand and must take care of them during the assembly period, the celebration opening hours to the public and dismantling period.

The Organizer and IFEMA will not be responsible for the surveillance of the stands, so in the event that an exhibitor would need a surveillance service of its stand, will have the possibility to hire such service through the exhibitor catalogue or carry it out themselves. In the case that the exhibitor wishes to provide its own security for its stand must previously request it to IFEMA Security Department, through the Organizer. The authorization, accompanying a letter

of standing will have to be delivered to the Security Staff in the pavillion with the National Identity Document photocopy.

The Organizer will manage a surveillance service throughout the halls during the visiting hours to avoid any misbehavior. An identical service will be performed at night. Exhibitors will have to monitor their stands during public visiting hours. It is forbidden to stay in the stands after the opening hours established for Exhibitors with the only exception of a special permission from the Organizer for very justifiable reasons.

The Organizer and Security staff will realize all the necessary inspection visits to ensure that safety standards and monitoring are fulfilled by all exhibitors, and at any time it may take appropriate measures to prevent accidents or situations that may harm people or things.

13.4 Private Surveillance for stands: IFEMA has a privat security service for stands, all information is in IFEMA's web: www.ifema.es – Exhibitors – Exhibitors services. In case an Exhibitor wants to contract another service different from the one offert by IFEMA, the Exhibitor must send, to the Security Department of IFEMA, with a minimum of 48 hours notice, a document attesting the accomplishment of all conditions established for the current law. Furthermore, the Exhibitor must fill out the «Authorization Request for Private Security» available on the Exhibitor Hub and also on IFEMA's web: http://www.ifema.es/convencionesycongresos_Q1 - and send it to: dseguridad@ifema.es.

13.5 Emergency actuation

The venue will provide during all the period, general surveillance in whole the venue in Fire prevention risks. The venue is responsible about the emergency management (medical, fire, any kind of hazard and natural catastrophes), in Auto protection Plan context which regulate the venue. In these situations, the exhibitors, contractors and/or subcontractors and their staff are affected by the venue's Emergency Actuation Plan, under his rules will be act always in coordination, collaboration and under State Security Forces dependency.

- **What to do in emergency case:** Do not block the emergency exits, staying calm, do not expand the panic, inform the Organizer.

- **How to evacuate the area:** use the evacuation ways to the emergency exits, follow the instructions given by megaphonia and by emergency staff (uniformed), do not use elevators, remain in the meeting point and wait the instructions.

Inform immediately to security staff about any object, situation or detail, that can be a risk for the security.

13.6 Not corridors occupation – Packaging

The corridors as evacuations ways, has to remain anytime practicable, included during assembly and dismantling periods. All the material should to remain inside assembly and dismantling stand building areas, leaving the corridors and the all the other common areas totally free. The venue cleaning service withdraw any object in these areas, without any right to reclaim liquidated damages. During event celebration will not be possible to place in corridors and other common areas any display, packaging or any object in general. There is a collection, storage and deliver goods and packaging service operated by the venue Partner (more information about this service in Exhibitor Hub – Operations Manual).

13.7 Fix and mobile installations

Will be respected the visibility and accessibility of the prevention fire installations: fire hydrants, floor hydrants, extinguishers, alarms, extinguishers equipment by water, emergency exits, etc. even when those are included inside the contracted spaces, as the access to the technical and service areas.

13.8 Fire prevention

The materials used for stand construction must fulfil the current regulation. In special, the fire resistance of the used material. The used material in floor coating will be EFL, and one used in walls and ceiling construction will be C-s2, d0; the suspended textiles as any kind of curtains will be class 1, according the rule UNE-EN 13773:2003. Besides, decoration elements have to accomplish the same characteristics as construction. Even cannot bring any easy ignitable material as bathwater, wood shaving, paper shaving, sawdust, turf, dried leafs, etc.

13.9 Hygienic and sanitary security measures

The Organizer together with the venue and all suppliers involved at the event have made a contingency plan. The aim of the plan measures considered are developed to reduce SARS-CoV-2 coronavirus contagion risk and those indications are based on Regulation UNE 0066-19th June 2020 for MICE sector together with the Regional Government regulations where the event takes place. This document is to inform and to notify all exhibitors about preventive hygienic and sanitary measures set up during the event. The mandatory measures are published in both webs: www.pickpackexpo.com/en/health-safety-measures/ as well as in the Exhibitor Hub and other online and offline communication resources that will allow us all the measures to implement and the possible modifications derived by the current situation. It is Exhibitor responsibility to inform all his staff and contractors about the accomplishment of those measures during set up, celebration and dismantling periods of the event.

There are a limited staff allowed at the stand according to the exhibitor passes included on your participation.

If you have a design stand, it is recommended to adapt the stand design in order to avoid crowds, to maintain security distance as long as there is an optimal presentation of the product in an appropriate environment to conduct business meetings. Also have into account that is it not possible to carry out activities which will gather an uncontrolled number of visitants in the stand.

The exhibitor needs to follow a cleaning and disinfection protocol at the stand that obey authorities' recommendations or can contract those services at the online shop for exhibitor services.

The Organizer puts at Exhibitors disposal a lead generation app to collect professional visitors contact details through a contactless system. Furthermore, it is recommended to avoid printed material and to promote the use of digital information (for example, through quick scan codes, QR).

The Exhibitor knows, accepts and is always responsible to obey those measures without exception during his participation at the event.

The Exhibitor promises that no one with current symptoms or symptoms during the 15 days prior to the set-up period will not assist.

During event attendance, in case the exhibitor or any of their team at the event develop any symptom of SARS-CoV-2 they are obligated to inform the Organization and to visit the medical services located at the venue in order to follow all the established sanitary protocols.

In case the Exhibitor or any person of their team that have attended the event present symptoms or if it is confirmed a case of SARS-CoV-2 within the team and they suspect that it could have been contracted at the event, they are obligated to inform the pertinent authorities and the Organizer of the event immediately.

In any case, the Exhibitor exonerates the Organization of the event of any kind of responsibility

Art. 14 - Company Trademark Registration – Protection of Industrial and Intellectual Property Rights

14.1 Company Trademark Registration: Exhibitors are required to have regularly registered, patented or licensed the trademarks of the products that they intend to put on show in the exhibition space. If the trademark is pending patent, the Exhibitor must issue to The Organizer a special statement in which it assumes all responsibility for any consequences ensuing from the use of the trademark itself, freeing and clearing The Organizer and any connected companies against any claims from third parties. The trademark itself, freeing and clearing The Organizer and any connected companies against any claims from third parties.

14.2 Protection of Industrial and Intellectual Property Rights: The Exhibitor undertakes as follows: a) not to show any product involved in an intellectual property dispute whereby the final judgement ruled against the Exhibitor; and b) not to display prototypes and/or objects with trademarks, logos, decorations unless the Exhibitor has obtained all Intellectual Property Rights. By signing the Participation Contract, the Exhibitor assumes all criminal and civil responsibility for everything exhibited on his stand and simultaneously releases The Organizer from all liabilities in the event that other economic parties claim industrial and/or intellectual property of the products in question. The Exhibitor also assumes responsibility for checking if his own rights are breached by other Exhibitors at the Event and agrees not to advance any claims to The Organizer for any damage caused by breach of the provisions in this paragraph.

Art. 15 - Online Catalogue and Promotional Material

The Organizer prepares and distributes promotional material relative to the event itself before, during and after it takes place. The mention of the Exhibitor and Co-Exhibitors indicated by the Exhibitor in the material published by The Organizer on a date prior to the notification of the stand assignment, does not entail automatic participation in the Event. The online Event catalogue will contain the Exhibitors information and the registered co-exhibiting companies received by the prescribed deadline.

Participation in the Event automatically includes the subscription to the online catalogue service. The Organizer provide the Exhibitor with useful tools for the promotion of its companies, in order to ensure the complete and all-encompassing presence of the Exhibitor in the event.

Therefore, the Exhibitor, by accepting these General Terms & Conditions, also grants its approval to the provision of the service and the use of its data by The Organizer. All responsibility is declined for any omissions, mistaken indications and/or descriptions, typos and/or publication mistakes of the Exhibitor's data and the data of the Company Trademarks as they appear in the online catalogue, promotional materials and/or on the Event signposting. The Organizer has the right to reject or modify the insertion or the wording of the data provided by the exhibitors if deemed appropriate.

Art. 16 - Workshops and other activities

Participation in workshops, dedicated to specific sectors and/or activities organised by The Organizer at the Event and/or as part of specific exclusive areas, including those held in locations outside the exhibition grounds, is reserved exclusively for companies/bodies/institutions that have acquired a participation or sponsorship package at the Event and which are deemed suitable at the sole discretion of The Organizer. In any case, The Organizer has the right to decide the workshops and/or events where the Exhibitors may participate.

Art. 17 – Catalogue Services for Exhibitors

After the issue of the stand allocation notification, the exhibitor may take advantage of the exhibition's commercial services to be requested through the services catalogue (such as: stand components, stand decorations, lighting bars and hangings, waste disposal services, stand services, etc.). These services are included in the online catalogue of services, located inside the Exhibitor Hub.

Art. 18 - Forbidden Activities

In general, any activity that may be detrimental to, disturb or harm the normal running of the

Event is forbidden. The following activities are absolutely prohibited: a) Affect Feria de Madrid facilities, neither structural element. b) Spraying paint inside Feria de Madrid, even any object. c) Deliver or se hazardous substances, flammables, explosive and unhealthy which takes unpleasant smells and can disturb other exhibitors or visitors. d) To drill the ground neither fix carpet or building elements with contact glue or similar. Should fix it with adhesive tape. It is as well forbidden paint or fix dowels. To drill, nail or dispose any kind of fixation in the walls. It is as well forbidden paint or fix dowels. e) Perforate, nail, drill or fix anything to the walls, paint, insert raw plugs or make grooves of any kind. f) The use of balloons inflated with light gases on the stands. Their use is permitted upon previous consultation with IFEMA Fair Services Management when they are anchored to a structural element of the stand or filled with heavy inoffensive gases that prevents them from rising. g) Set up anything in corridors. h) Address the light towards outside of the stand. i) Use the hall utilities ducts to pass cables or any other type of installation, except for coaxial cables for TV reception. Authorisation for these must be requested with the form “Authorisation Request for Antenna Cable Connections” available on the website www.convencionesycongresos.ifema.es – Exhibitors – Rules of Participation, which should be sent to tecnic@ifema.es) The installation of satellite dishes or any other antennas in the exterior areas or roofs of the halls. If an element of this kind needs to be installed, authorisation must be requested and the Exhibitor shall agree in writing to dismantle the items at the end of the Fair. k) To deal flyers in corridors out the stand perimeter. l) any kind of expression that due to its outward appearance or form may represent direct comparison with another Exhibitor; m) any type of flashing or variable lighting; n) permanence on the stands or in the area of the Event during closing hours without permission; o) any kind of sales to the public with immediate delivery; p) drawing, copying and photographing objects without written authorisation from the Exhibitor. The Organizer however reserves the right to directly reproduce or to authorise reproduction of group views or close-ups, external or internal and also to permit sales by officially authorised personnel.

The Organizer cannot however be held responsible for any unauthorised photographs or filming by third parties.

The costs for repairing any damage caused by assembly, installation and dismantling shall be borne by the Exhibitor and/or decorator.

Art. 19 – Insurance Services

A Civil Liability and Property Damage Insurance Policies are included in all the Participation Options.

Civil liability

Includes personal and property damage to third parties for which the exhibitor may be liable.

The exhibitor accepts a 500€ excess fee.

Property damage

Includes property damage to insured exhibited (furniture, professional equipment, office equipment, trade or industry, machinery, facilities, tools, work tools, moulds, models, matrices and in general many fixed or mobile installations they are on the stand of the exhibitor during assembly, celebration and dismantling of the event).

The limit of compensation for each Exhibitor will be € 30,000 if it is caused by any of the risks covered.

The exhibitor accepts an excess fee of 10% of the damage value with a minimum of 150€ and a maximum of 1.500 €.

Basic risks include:

1. Fire, explosion, lighting.
2. Extension of guarantees: vandalism and / or malicious acts, impact of land and / or aerial vehicles,
3. Water damage, smoke, fire extinction costs, salvage costs and debris expenses, the costs of mud and sludge removal, etc.

Breakage of windows, windows, mirrors and signs that are fixed parts of the insured property.

The insurance for robbery, theft or spoliation will be optional and will have to be contracted and covered by each Exhibitor.

The exhibitor must have an insurance coverage against accidents at work of its direct workers and technicians involved in the assembly, if such is the case.

The Organizer disclaim any responsibility for any other risk that due to the participation in the Event, may suffer the Exhibitors, their employees and technicians, as well as facilities and goods displayed.

Art. 20 Photography – Performances – Musical emissions – Musical reproductions and sound maximum level allowed – Use of laser and pulsed light – Food and Beverage – Draws and competitions

20.1. Photography:

None of the exhibited products may be photographed or filmed without the authorisation of the exhibitors concerned. The Organizer has the right to photograph, film or draw the installations and stands, including the items displayed therein, and to use these reproductions in their own publications and press, website and social media (Facebook, LinkedIn, YouTube, Instagram, Twitter, etc.) or for inclusion in the information and promotional material of the venue.

20.2. Projection of films and musical reproductions:

Musical and artistic shows and the use of audiovisual equipment for exhibitor’s support are allowed in the stand as long as the volume is under the limit of 60 decibels and does not interfere with the smooth running of the show.

In case of exceeding the indicated sound level, the Organizer will require the Exhibitor to lower the volume to the indicated limits. In case of refusal of this or repeated breach of the rule, the Organizer will proceed to cut the power supply of the stand and if appropriate, to the closure and closing of this without the Exhibitor having the right to return the amounts paid or the right to compensation.

The reproduction of recorded audio-visual material must be communicated to the SGAE or the entity that, in each case, manages the rights of the authors.

20.3. The use of laser and pulsed light:

The law determines clear rules about the use of laser and pulsed light and has to be fulfilled by the exhibitors to guarantee the clients and visitor’s security.

The Organizer will not be responsible of the use of these elements, only the Exhibitor who has to fulfil the established requirements by the competent health and industry authority.

20.4 Food and beverages: Foods or beverages that are offered by the Exhibitors at your booth must be consumed within the perimeter of the booth or in the areas designated by the Organizer for tasting if necessary. If that food and beverages are delivered to be consumed outside of your stand should communicate and be approved by the classroom management. In the case of performing this practice

Without the express consent of the Organizer, the exhibitor will be responsible to take charge of cleaning up all the food scraps and the disposable material generated.

20.5 Draws and competitions: Any draw or competition realized by the Exhibitor, should be informed in advance to the Organizer. In any case, every draw, toss, raffle, tombola or aleatory combination; should to have the “Dirección General del Juego y de Espectáculos authorization”, and in accordance with “Reglamento de rifas, tómbolas y combinaciones aleatorias”.

The Organizer will not have any responsibility in regards these matters.

Art. 21 - Modifications to the General Terms and Conditions and Sanctions for Non-compliance

The Organizer reserves the right to introduce rules and provisions notwithstanding these General Terms and Conditions, as deemed fit for better control of the Event and inherent services.

These rules and provisions shall replace those in these General Terms and Conditions and shall therefore carry the same obligation.

In the case of non-compliance with these General Terms and Conditions or subsequent modifications and in virtue of their powers of vigilance, The Organizer may exclude the Exhibitor in question from subsequent editions of the Event.

Art. 22 - Force Majeure, Special Circumstances and Exclusion of Liability

If the Organizer had to (i) cancel the Venue, (ii) cancel the exhibitors spaces contracted by them or reduce their surface due to force majeure, (iii) modify the date of celebration thereof or (iv) suspend the Venue -Temporal or definitively, partially or totally-, the amounts delivered will be returned to the Exhibitors without these being entitled to any compensation for the aforementioned concepts.

In the same way, the Organizer shall not be responsible in any way for the adoption of safety measures in the workplace and for products that are the responsibility of Exhibitors and/or parties authorised by the same.

For all matters not covered by these General Terms & Conditions of Participation for exhibitors, the organization will issue the relevant rule and the decision will be binding on the exhibitors and implying no claims or any compensation.

Art. 23 - Exhibitor’s Personal Data Processing

In compliance with European Personal Data Protection Regulation 679/2016 of April 27, the data provided in the Contract and documentation of Participation, shall be incorporated into a Nebext – Next Business Exhibitions S.L. computerized personal data file, with address in Next Business Exhibitions SL Calle O’Donnell, 12 floor 2 - 28009 Madrid, and IFEMA, with address at Feria de Madrid, Avenida del Partenón 5 28042 Madrid, respectively, in order to manage their relationship and participation in the venue.

In supplying their personal data, they expressly authorise its use in the communications for the purposes of sending, also via automated calling systems, fax, e-mail, SMS, MMS, Whatsapp or other communication channels, advertising material, direct sales, completing market research or commercial communications that Nebext – Next Business Exhibitions S.L carries out, to inform about the fair activity -activities, contents and services-. Likewise, it authorizes that your professional data (company name or trade name, CIF, postal and electronic address, telephone number and contact person among others) can be forwarded by a duty of confidentiality to Nebext – Next Business Exhibitions S.L and IFEMA partner companies, either in the lounge organization or by providing auxiliary services and added value to it in order to get information about their activities and services and meet their requests.

The rights of access, rectification, opposition and cancellation of these data may be exercised by e-mail or letter indicating in both cases "exhibitor" in the subject and including the name and ID number of the sender:

• Nebext: data@nebext.com Nebext - Next Business Exhibitions SL Calle O’Donnell, 12 floor 2 - 28009 Madrid.

• IFEMA: protecciondedatos@ifema.es Data Protection, PO Box 67.067 - 28080 Madrid.

Art. 24 – Acceptance, Indemnity and Governing Law

By signing the Participation Contract the Exhibitor unconditionally accepts and agrees to comply with these General Terms and conditions of Participation of PICK&PACK forming an integral part of this Participation Contract. This also implies acceptance of all general application rules issued by Feria de Madrid - IFEMA for all the Trade Shows held in their fairgrounds and which are also held in its facilities as well as the technical annexes to the aforementioned regulations always available at IFEMA website (http://www.ifema.es/convencionesycongresos_01).

The parties agree that any lawsuit, conflict, issue, claim or dispute resulting from the interpretations of these Rules for Participation, as well as the contractual obligations established between the parties shall be resolved according to civil jurisdiction, to which effect the parties, expressly waiving their own jurisdiction, shall be subject to the jurisdiction of the Judges and Courts of Madrid.



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