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APRIL 2020

Hall 4, Bombay Convention & Exhibition Centre  
Goregaon (East), Mumbai, India  
[www.instoreasia.org](http://www.instoreasia.org)

# Application Form



Powered by:

Start of hall planning:  
**31 December 2019**



Produced by:



Messe  
Düsseldorf  
India

For use by Messe Düsseldorf India only:

Customer Code

Application registered

Application approved

Please complete the form in capital lettering



**23-25 April 2020**

Hall 4, Bombay Convention & Exhibition Centre  
Goregaon (East), Mumbai, India

Registration deadline / start of hall planning :

**31 December 2019**

Please send the original to:

**Excosa India Pvt. Ltd.**  
302-302A, 3rd Floor, Salcon Aurum  
Plot No.4, Jasola District Centre  
Near Apollo Hospital, Jasola  
New Delhi 110 025

[www.instoreasia.org](http://www.instoreasia.org)

**Ms. Patricia Mechbal**

Tel.: +49 (0) 211 45 60 7282  
Fax: +49 (0) 211 45 60 877282  
MechbalP@messe-Duesseldorf.de

**Ms. Gayatri Punetha**

Tel.: +91 (0)11 4855 0000  
Direct: +91 (0)11 4855 0060  
Mob.: +91 9599447223  
PunethaG@md-india.com

**1 Company and address**

Company

Address

Post Code  City

P.O. Box  Post Code  City

Country

Phone \*)

Fax \*)

E-Mail \*)

Internet  M  F

Owner  M  F

Managing Director  M  F

**2 Contact**

**2.1**  M  F

Exhibition administration  Phone \*)

E-Mail \*)  Fax \*)

**3 Application for stand space**

The following details under 3.1, 3.2 and 3.3 can only be taken into account where feasible and cannot be regarded as a condition of participation.

**3.1** Stand space inside exhibition hall (Booth No.)

Area in m <sup>2</sup>	Dimensions

Type of Space	Regular Rate	Minimum Space to be booked
<input type="checkbox"/> Raw Space	€ 225/-**Per Sq. Mtr.	24 Sq. Mtr.
<input type="checkbox"/> Shell Scheme	€ 250/-**Per Sq. Mtr.	12 Sq. Mtr.

*\*\*18% GST (Goods & Service Tax) shall be Charged Extra.  
\*\*Raw Space, Power Consumption shall be Charged Extra.*

**3.2** Registration fee per exhibitor  € 410\*\*

**3.3** Co-exhibitor fee  € 910\*\*

*\*\*taxes as applicable*

**3.4**

Comments

\*) Permission for use for promotional purposes can be withdrawn at any time.

M : male  
F: female

Please turn over

Please re-enter details

Company
Post Code, City

Please complete  
the form in  
capital lettering



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Direct: +91 (0)11 4855 0060  
Mob.: +91 9599447223  
PunethaG@md-india.com

## 4 Third party authorized signatory for all legally binding actions for the exhibitor

Third party authorized signatory cannot however be considered as the exhibitor.  
To be completed only if different from company address above.

Company	<input type="checkbox"/> M	
Name	<input type="checkbox"/> F	
Address		
Post Code	City	
P.O. Box	Post Code	City
Country		
Phone *)	Fax *)	
E-Mail *)		

## 7 Alternative address for invoices

Company	<input type="checkbox"/> M	
Name	<input type="checkbox"/> F	
Address		
Post Code	City	
P.O. Box	Post Code	City
Country		
Phone *)	Fax *)	
E-Mail *)		

\*) Permission for use for promotional purposes can be withdrawn at any time.

M: male  
F: female

By signing this application we accept as binding the Conditions of Participation and the Terms of Business as issued by Excosa India Pvt. Ltd., New Delhi.

The place of performance and jurisdiction for all mutual obligations is New Delhi or, at the request of Excosa India Pvt. Ltd., the jurisdiction of the exhibitor's place of business.

## 5 Code nos. of products to be exhibited according to the List of Exhibits (form 1D)

Please note that product codes are not automatically listed in the catalogue!

Main area of presentation (list one only)				
Details of main exhibit:				
Height	Width	Length	Weight	

## 6 No. of proposed co-exhibitors

The co-exhibitor form 1B must be signed by both the main exhibitor and the co-exhibitor with a company stamp if available and returned to Messe Düsseldorf India Pvt. Ltd.

Place, Date
Legally binding signature and company stamp

# 1B Application as Co-exhibitor

For use by Messe Düsseldorf India only:	
Customer Code	<input type="text"/>
Application registered	<input type="text"/>
Application approved	<input type="text"/>



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**31 December 2019**

Please send the original to:

## Excosa India Pvt. Ltd.

302-302A, 3rd Floor, Salcon Aurum  
Plot No.4, Jasola District Centre  
Near Apollo Hospital, Jasola  
New Delhi 110 025

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## Ms. Gayatri Punetha

Tel.: +91 (0)11 4855 0000  
Direct: +91 (0)11 4855 0060  
Mob.: +91 9599447223  
PunethaG@md-india.com

1 Main exhibitor		
Company		
Address		
Post Code	City	
P.O. Box	Post Code	City
Country		
Phone *)		
Fax *)		
E-Mail *)		
Place, Date		
Legally binding signature and company stamp of the main exhibitor		

\*) Permission for use for promotional purposes can be withdrawn at any time.

M : male  
F : female

<b>2</b> Billing Address is address of main exhibitor	<input type="checkbox"/> yes	<input type="checkbox"/> no
Billing Address is address of co-exhibitor	<input type="checkbox"/> yes	<input type="checkbox"/> no

<b>3</b> Code nos. of products to be exhibited according to the List of Exhibits (form 1D).
---

By signing this application we accept as binding the Conditions of Participation and the Terms of Business as issued by Excosa India Pvt. Ltd., New Delhi.

The place of performance and jurisdiction for all mutual obligations is New Delhi or, at the request of Excosa India Pvt. Ltd., New Delhi, the jurisdiction of the exhibitor's place of business.

4 Co-exhibitor		
Company		
Address		
Post Code	City	
P.O. Box	Post Code	City
Country		
Phone *)		Fax *)
E-Mail *)		Internet <input type="checkbox"/> M <input type="checkbox"/> F
Owner		<input type="checkbox"/> M <input type="checkbox"/> F
Managing Director		

5 Contact		<input type="checkbox"/> M <input type="checkbox"/> F
<b>5.1</b> Exhibition administration	Phone *)	
E-Mail *)	Fax *)	

6 We are aware that as a co-exhibitor we are required to pay the following fee	
■ Registration fee	€ 410
■ Co-exhibitor fee	€ 910

Place, Date
Legally binding signature and company stamp of the co-exhibitor

## 7.2.1 Package price

(incl. net surface price)



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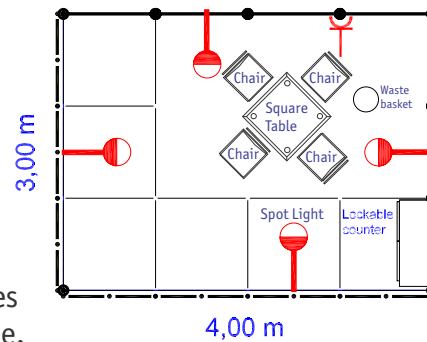
**€ 250**  
per sqm

### Services included in the 12sqm package price

#### Stand assembly and dismantling including all ancillary expenses

- Covering the entire floor area of the booth with carpet (grey)
- Stand partition walls to the neighbouring booths, 250 cm high, Octanorm system, white
- One fascia **with lettering** at the aisle (without logo)

Any waiver of individual company-specific or general services shall constitute no claim to reduction of the participation fee.



### Equipment

Item	Area, sqm	12	18	27	36
Stand partition walls, grey Carpet, laminated Fascia 330 mm high, with Company name in the English (White lettering)					
Table, 700 x 700mm, white & chrome legs (One per 9 sqm)		1	2	3	4
Chairs (One per 3 sqm)		4	6	9	12
Information counter (One per 9 sqm)		1	2	3	4
Spotlights, 100W (One per 3 sqm)		4	6	9	12
Power point, 15A, up to 500W (One per 9 sqm)		1	2	3	4
Waste basket (One per 9 sqm)		1	2	3	4

STANDBUILDING

#### Messe Düsseldorf India Pvt. Ltd.

302-302A, 3rd Floor, Salcon Aurum  
Plot No.4, Jasola District Centre, Near Apollo Hospital  
Jasola, New Delhi 110 025, India  
Tel. +91 (0)11 4855 0000, Fax +91 (0)11 4855 0099  
MechbalP@messe-Duesseldorf.de/PunethaG@md-india.com



Messe  
Düsseldorf  
India

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## List of products/exhibits

### 1 Shop Fitting & Store Design

#### 1.1 Shop Fitting & Store Design

- 1.1.1 Shop architecture and store design
- 1.1.2 Shop planning
- 1.1.3 Project management
- 1.1.4 Seating
- 1.1.5 Merchandise presentation tables
- 1.1.6 Mirrors and mirror systems
- 1.1.7 Garment display racks, display stands
- 1.1.8 Fitting rooms
- 1.1.9 Sales containers
- 1.1.10 Sales counters
- 1.1.11 Showcases, display cases
- 1.1.12 Wall systems
- 1.1.13 Shelf systems
- 1.1.14 Heavy-duty shelving
- 1.1.15 Packaging equipment
- 1.1.16 Indoor playrooms
- 1.1.17 Free standing fixtures
- 1.1.18 Customer guidance Systems

#### 1.2 Materials & Surfaces

- 1.2.1 Flooring
- 1.2.2 Floor-cleaning equipment
- 1.2.3 Surface materials
- 1.2.4 Wall coverings
- 1.2.5 Ceiling systems
- 1.2.6 Building materials
- 1.2.7 Armatures
- 1.2.8 Acoustic solutions

#### 1.3 Shopping trolleys and baskets

- 1.3.1 Shopping trolleys
- 1.3.2 Shopping baskets
- 1.3.3 Shopping trolley parking boxes
- 1.3.4 Cleaning of shopping trolleys
- 1.3.5 Castors and wheels for shopping trolleys
- 1.3.6 Shopping trolley conveyors
- 1.3.7 Accessories for shopping trolleys

### 2 Visual Merchandising

#### 2.1 Mannequins/figures

#### 2.2 Display heads and busts

#### 2.3 Torsos

#### 2.4 Body frames, hangers

#### 2.5 Accessories for mannequins and figures

#### 2.6 Decorating and visual merchandising services

#### 2.7 Visual merchandising software

### 3 Lighting

#### 3.1 Lights

- 3.1.1 Exterior lighting
- 3.1.2 Lights for accent lighting
- 3.1.3 Lights for general or ambient lighting
- 3.1.4 Façade lighting

#### 3.2 Lamps

- 3.2.1 Operating equipment for lamps
- 3.2.2 LED Lamps

#### 3.3 Lighting planning and lighting systems

#### 3.4 Lighting control systems

### 4 Food Service Equipment

#### 4.1 In-store bakery points

#### 4.2 Baking and pizza ovens

#### 4.3 Deep fat fryers

#### 4.4 Combination steam cookers

#### 4.5 Microwave ovens

#### 4.6 Rotisseries and grills

#### 4.7 Stoves

#### 4.8 Dishwashers

#### 4.9 Packaging machines

#### 4.10 Coffee machines

#### 4.11 Ice cream makers

#### 4.12 Food service machines/slicing machines

#### 4.13 Kneading machines

#### 4.14 Peeling- and cutting machines

#### 4.15 Lettuce and vegetable washing machines

#### 4.16 Juice extractor

#### 4.17 Kitchen appliances

#### 4.18 Cutlery/dishes/glasses

#### 4.19 Extraction units

#### 4.20 Airhygiene

#### 4.21 Other

### 5 Refrigeration & Energy Management

#### 5.1 Refrigeration systems/Refrigeration cabinets

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## List of products/exhibits

- 5.1.1 Refrigeration cabinets, deep-freeze units
- 5.1.1.1 Refrigeration cabinets (shelves, island units, chests)
- 5.1.1.2 Deep-freeze units cabinets (shelves, island units, chests)
- 5.1.1.3 Ready-to-connect refrigeration units and deep-freeze units
- 5.1.1.4 Refrigerated counters
- 5.1.1.5 Accessories
- 5.1.2 Frozen food display cabinets, refrigeration systems, heat recovery systems
- 5.1.3 Refrigerated and deep-freeze storage
- 5.1.4 Cold rooms, deep-freeze rooms
- 5.1.5 Equipment for refrigerated and deep-freeze storage
- 5.2 Building service engineering and energy management**
- 5.2.1 Heating, ventilation and air conditioning
- 5.2.2 Doors, door systems
- 5.2.3 Air curtain systems
- 5.2.4 Building automation and control systems
- 5.2.5 Renewable energies (systems and equipment)
- 5.2.6 Waste disposal, recycling, cleaning
- 5.2.6.1 Waste containers, containers for recycled raw materials
- 5.2.6.2 Waste compactors and grind
- 5.2.7 Energy management/Energy monitoring
- 6 Retail Marketing**
- 6.1 Digital marketing solutions**
- 6.1.1 Loyalty management solutions
- 6.1.2 Mobile marketing solutions
- 6.1.3 Mobile couponing
- 6.1.4 In-store navigation
- 6.1.5 Location based services
- 6.1.6 Smartphone apps
- 6.1.7 Smart fitting rooms
- 6.1.8 Digital signage solutions
- 6.1.9 Screens and LED walls
- 6.1.10 Customer screens for checkouts and scales
- 6.1.11 POS kiosk systems
- 6.1.12 Customer feedback terminals
- 6.1.13 Content management for digital POS media
- 6.1.14 In-store audio solutions
- 6.2 Fragrance marketing**
- 6.3 POS/POP displays**
- 6.3.1 Acrylic and plastic
- 6.3.2 Cardboard

- 6.3.3 Paperboard, corrugated paperboard
- 6.3.4 Permanent displays
- 6.3.5 Temporary displays
- 6.3.6 Thematic displays
- 6.4 Printing/signage/decoration**
- 6.4.1 Animation, revolving stages
- 6.4.2 Danglers
- 6.4.3 Plastic films, adhesive lettering
- 6.4.4 Graphic decoration elements
- 6.4.5 Light boxes
- 6.4.6 Neon signs
- 6.4.7 Illuminated signs
- 6.4.8 Illuminated decorations and accessories
- 6.4.9 Poster printing, large-format printing
- 6.4.10 Seasonal decorations, decorations for special industries and themes
- 6.4.11 Price signs
- 6.4.12 Textile decorations
- 6.4.13 Product, price and size labels
- 6.4.14 Special figures
- 6.4.15 Fabric figures
- 6.5 Outdoor advertising**
- 6.5.1 Inflatable advertising media
- 6.5.2 Digital advertising systems
- 6.5.3 Large banners, façade coverings
- 6.5.4 Poster advertising
- 6.5.5 Promotional vehicles
- 6.5.6 Transport media
- 6.5.7 Services
- 6.6 POS marketing services**
- 6.6.1 Merchandising companies
- 6.6.2 HR promotion agencies
- 6.6.3 POS marketing agencies
- 6.6.4 POS market research
- 6.7 Mobile outlets**
- 6.7.1 Sales vehicles
- 6.7.2 Sales pavilions, stands
- 6.7.3 Marquees
- 6.8 Advertising materials
- 6.8.1 Banners
- 6.8.2 Shopping bags
- 6.8.3 Promotional merchandise

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## List of products/exhibits

### 7 Retail Technology

#### 7.1 Omnichannel/E-Commerce solutions

- 7.1.1 Omnichannel integration
- 7.1.2 Click & collect solutions
- 7.1.3 Online shop systems/platforms
- 7.1.4 Online marketing solutions
- 7.1.5 Social media scanning
- 7.1.6 Trustmarks for online shops
- 7.1.7 Fulfilment

#### 7.2 Analytics

- 7.2.1 Analysis tools for customer data, CRM software
- 7.2.2 Data warehousing
- 7.2.3 Big data management
- 7.2.4 Customer tracking
- 7.2.5 Price management
- 7.2.6 Auditing/financial controlling
- 7.2.7 Loss prevention
- 7.2.8 Predictive analytics

#### 7.3 Payment systems

- 7.3.1 Card terminals, EFT terminals
- 7.3.2 Background operation, network operation, processing
- 7.3.3 Contactless payment systems, NFC solutions
- 7.3.4 Mobile payment solutions
- 7.3.5 Online payment solutions
- 7.3.6 Chip cards, chip & pin solutions
- 7.3.7 Biometric payment systems

#### 7.4 Robotics

- 7.4.1 Service robots
- 7.4.2 Robots for stock-taking and stock management
- 7.4.3 Robots warehousing and order picking

#### 7.5 Merchandise management (ERP)

- 7.5.1 Merchandise systems, ERP solutions
- 7.5.2 Stock management software
- 7.5.3 Merchandise planning, forecasting systems
- 7.5.4 Space management software, category management
- 7.5.5 Workflow management, document archiving

#### 7.6 POS software

- 7.6.1 Checkout software
- 7.6.2 Self-checkout/self-scanning software
- 7.6.3 POS communication software
- 7.6.4 Software for mobile devices

#### 7.7 POS hardware

- 7.7.1 Checkout hardware

- 7.7.2 Checkouts
- 7.7.3 Self-checkout, self-scanning systems
- 7.7.4 Cash management solutions
- 7.7.5 Touchscreens
- 7.7.6 Cash drawers, checkout drawers
- 7.7.7 Keyboards
- 7.7.8 POS printers, coupon printers
- 7.7.9 Scanners
- 7.7.10 Reverse vending systems (returns)
- 7.7.11 Retail vending systems
- 7.7.12 Display and poster printing systems
- 7.7.13 Mobile data capture devices
- 7.7.14 Smartphones/tablets

#### 7.8 Supply Chain Management

- 7.8.1 EDI solutions
- 7.8.2 Supplier management
- 7.8.3 Web-based supplier portals, extranet systems
- 7.8.4 E-procurement solutions
- 7.8.5 Fleet management
- 7.8.6 Terms and conditions management
- 7.8.7 Tracking & tracing
- 7.8.8 Warehouse management
- 7.8.9 Picking and packing systems

#### 7.9 Price labelling

- 7.9.1 Electronic shelf labels (ESL)
- 7.9.2 Labels and price tags
- 7.9.3 Label printers
- 7.9.4 Manual labelling systems
- 7.9.5 Price and labelling machines and systems

#### 7.10 Communication technologies, networks

- 7.10.1 Store connectivity solutions
- 7.10.2 RFID solutions
- 7.10.3 Wireless solutions
- 7.10.4 Network management
- 7.10.5 IoT solutions

#### 7.11 HR Management

- 7.11.1 Workforce management systems
- 7.11.2 Payroll accounting systems
- 7.11.3 Time-tracking systems
- 7.11.4 E-learning software

#### 7.12 Weighing technology

- 7.12.1 Scales
- 7.12.2 Printing systems and accessories



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## List of products/exhibits

- 7.12.3 Software for data provision
- 7.12.4 Integrated scale/checkout systems
- 7.13 Merchandise surveillance**
  - 7.13.1 Anti-theft displays and tags
  - 7.13.2 Electronic article surveillance
  - 7.13.3 Customer guidance systems
  - 7.13.4 Security leash systems
  - 7.13.5 Mechanical merchandise surveillance
  - 7.13.6 Source tagging solutions
  - 7.13.7 RFID merchandise surveillance solutions
  - 7.13.8 Security tags
- 7.14 Surveillance installations**
  - 7.14.1 Electronic shopping trolley management systems
  - 7.14.2 Customer frequency measurement
  - 7.14.3 Mirror surveillance
  - 7.14.4 Video surveillance systems
- 7.15 Access control**
  - 7.15.1 Electronic access control
  - 7.15.2 Mechanical access control
  - 7.15.3 Security systems for emergency exits/escape routes
- 7.16 Cash management, storage and transport**
  - 7.16.1 Money counting systems
  - 7.16.2 Coin and banknote counterfeit detectors
  - 7.16.3 Cash management and transport services
  - 7.16.4 Safes
- 7.17 Security services**
- 7.18 Services**
  - 7.18.1 Implementation of ERP systems
  - 7.18.2 Implementation of POS solutions
  - 7.18.3 Maintenance of central hardware
  - 7.18.4 Maintenance of store/outlet systems, field service
  - 7.18.5 Operation of ERP systems
  - 7.18.6 Operation of POS systems
  - 7.18.7 Cloud-based IT services
  - 7.18.8 IT consulting
  - 7.18.9 IT security
  - 7.18.10 Other IT services
- 8 Expo & Event Marketing**
  - 8.1 Exhibition stand construction/event construction**
    - 8.1.1 3-D CAD systems
    - 8.1.2 Display manufacturers
    - 8.1.3 Trade fair contractors

- 8.1.4 Installation companies
- 8.1.5 System manufacturers
- 8.1.6 Suppliers for exhibition stand construction
- 8.1.7 Decoration construction/stage construction
- 8.1.8 Marquees
- 8.2 Communication design**
  - 8.2.1 Planning and design
  - 8.2.2 Brand communication
  - 8.2.3 Theme displays
- 8.3 Brand communication and live communication**
  - 8.3.1 Communications agencies
  - 8.3.2 Marketing event agencies
  - 8.3.3 Promotion/sales agencies
- 8.4 Event engineering**
  - 8.4.1 Imaging
  - 8.4.2 Stage engineering
  - 8.4.3 Lighting engineering
  - 8.4.4 Media and AV engineering
  - 8.4.5 Projection engineering
  - 8.4.6 Special effects
  - 8.4.7 Sound engineering
  - 8.4.8 Production companies
- 8.5 Furnishing**
  - 8.5.1 Flowers and decoration
  - 8.5.2 Flooring/cavity floors
  - 8.5.3 Decoration construction
  - 8.5.4 Double-storey systems
  - 8.5.5 Graphics, signage, banners
  - 8.5.6 Rented furniture/furnishings
  - 8.5.7 Staircase systems
  - 8.5.8 Fabrics, films, sails
  - 8.5.9 Wall systems, ceiling systems
- 9. General services**
  - 9.1 Market research companies**
  - 9.2 Trade associations, research institutes**
  - 9.3 Publishers, trade journals**
  - 9.4 Miscellaneous**



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## Conditions of participation

- 1 Title of event
- 2 Organizer
- 3 Venue
- 4 Dates
- 5 Deadline for Registration
- 6 Registration fee/Catalogue Entry
- 7 Participation fees
- 8 Application
- 9 Admission
- 10 Terms of Payment
- 11 Withdrawal or Non-Participation
- 12 Co-Exhibitors
- 13 Exhibits
- 14 Technical Guidelines
- 15 Fair Insurance and Exclusion of Liability
- 16 Circulars
- 17 Reservations
- 18 Final Provisions

## 1 Title of event



## 2 Organisers

### EXCOSA India Pvt. Ltd.

C-602, Celestial Green  
Nagawarpallya, Old Madras Road  
Bangalore – 560093 Karnataka, India

### Messe Düsseldorf India Pvt. Ltd.

302-302A, 3rd Floor, Salcon Aarum  
Plot No.4, Jasola District Centre  
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Tel.: +91 (0) 11 4855 0000  
Direct: +91 (0) 11 4855 0060  
Mob.: +91 9599447223  
PunethaG@md-india.com

## 3 Venue/Regulations

Hall 4, Bombay Convention & Exhibition Centre  
Goregaon (East), Mumbai, India

(Children below 18 years of age will not be granted entrance to the exhibition hall)

## 4 Dates

Construction : 20–22 April 2020

Duration : 23–25 April 2020

Opening times : 23–25 April 2020 10:00 a.m. - 06:00 p.m.

Dismantling : 25 April 2020 from 06:00 p.m. to  
26 April 2020 - 02:59 a.m.

## 5 Deadline for Registration

31 December 2019

## 6 Catalogue Entry

- 6.1 A one-off **registration fee of € 410** is due and payable upon submission of application. The exhibitor shall be billed for such amounts. The registration fee includes a basic entry in the catalogue (max. 4 lines), consisting of exhibitor's name and the full address.
- 6.2 The exhibitor is forwarded separate forms in due course for catalogue entries in addition to the 6.1 entry.  
This provisions (6.1 and 6.2) also apply to co-exhibitors.
- 6.3 The catalogue is issued by Excosa India Pvt. Ltd.. Exhibitors will receive in plenty of time either from Messe Düsseldorf India Pvt. Ltd. or an appointed third party full details on catalogue entries and placing of advertisements. No claims can be entertained for incorrect, incomplete or omitted entries.

## 7 Participation fees

The costs of participation to be paid are as set forth in the participation options described under 7.1–7.2 below.

### 7.1 Stand space inside exhibition hall

#### 7.1.1 **Package price:** (Minimum Stand space: 12 sqm) **€ 250 sqm** (with surface price)

Basic equipment for shell scheme model

Stand construction and dismantling, incl. all ancillary costs, comprising:

- Covering the entire floor area of the booth with carpet
- Stand partition walls to the neighbouring booths, 250 cm high, Octanorm system, white
- 1 fascia with lettering at the aisle, (without Logo)

### Equipment

Item	Area, sqm	12	18	27	36
Stand partition walls, grey Carpet, laminated Fascia 330 mm high, with Company name in the English (White lettering)					
Table, 700 x 700mm, white & chrome legs (One per 9 sqm)		1	2	3	4
Chairs (One per 3 sqm)		4	6	9	12
Information counter (One per 9 sqm)		1	2	3	4
Spotlights, 100W (One per 3 sqm)		4	6	9	12
Power point, 15A, up to 500W (One per 9 sqm)		1	2	3	4
Waste basket (One per 9 sqm)		1	2	3	4

#### 7.1.2 **Raw space:** (Minimum Stand space: 24 sqm) **€ 225 sqm**

**All fees are net, without any taxes. Applicable taxes will be charged separately at the prevailing rate.**

### 7.3 General services and facilities

- Provision of net fair space (stand area) during the official opening hours
- Pro rata charge for collectively used area (difference between gross and net area)
- Stand number
- Cleaning of aisles and passages in halls (exhibitors are responsible for cleaning stands)
- General security (no individual surveillance)
- Fire protection service during assembly, event and dismantling
- Carpet in the aisles
- General illumination during assembly, event and dismantling
- Equipping and operating a MD service centre (telephone and telefax exchange, travel agency, forwarding agents, technical facilities office and organiser's office)
- Comprehensive visitor canvassing
- Information stands for visitors
- Mandatory liability insurance by local organizers

Any waiver of individual company-specific or general services shall constitute no claim to reduction of the participation fee.

Any additional technical services required, e.g. power, security elements, water, local labour etc., are provided exclusively by Excosa India Pvt. Ltd. at an extra charge and can be ordered using special order forms. Fees for additional stand assembly services supplementary to those included in the participation fee, and any orders for services shall be agreed on or charged according to Excosa India Pvt. Ltd. price lists valid at the time of the event.

Exhibitors shall pay additional rental fees for use of such areas outside official opening hours.

The fees published by Excosa India Pvt. Ltd. are fixed prices and are binding on both parties once the exhibitor has been admitted. In the event of any change in the initial conditions agreed between local contractual partners and Excosa India Pvt. Ltd. or any amendment to legal provisions and fees after admission, Excosa India Pvt. Ltd. shall be entitled to charge these to the exhibitor at the current rate.

## 8 Application

Applications must be submitted using the enclosed form, acknowledging these Conditions of Participation. The completed application form bearing a legally binding signature and company stamp should be couriered / posted to:

Excosa India Pvt. Ltd.  
302-302A, 3rd Floor, Salcon Arium  
Plot No.4, Jasola District Centre  
Near Apollo Hospital, Jasola  
New Delhi 110 025

No account shall be taken of conditions or provisos contained in applications. Requests for specific sites do not constitute a condition of participation.

The application shall be binding irrespective of admission by Excosa India Pvt. Ltd. Only upon receipt by Excosa India Pvt. Ltd. shall the application be deemed to have been submitted; it shall be binding pending final admission or non-admission. Particulars given shall be stored for automatic data processing and shall be made available to third parties upon implementation of the contract. Applications shall be processed in the order received. Any applications received after the registration deadline can only be considered if sufficient space is available.

Any services offered by companies having exclusive rights in the fair grounds must be ordered through Excosa India Pvt. Ltd..

## 9 Admission

In principle, only those exhibitors are admitted whose product range is covered by the title and scope of the event. There is no legal right to admission.

Excosa India Pvt. Ltd. decides on the admission of exhibitors and exhibits. Any firm which has failed to meet its financial obligations as against Excosa India Pvt. Ltd. (from previous fair participations and/or under the terms of these Conditions of Participation, Item 10) may be rejected. Exhibitors will be informed of admission in writing and admission shall apply only to the exhibitor stated therein. The mailing of the notice of admission gives rise to a contract between Excosa India Pvt. Ltd. and the exhibitor. Excosa India Pvt. Ltd. shall be entitled to revoke any admission if such admission was based on a misunderstanding, false information or if the preconditions for admission no longer apply.

Should Excosa India Pvt. Ltd. be compelled to relocate or change individual stands, entrances, exits or aisles at a later point in time, this shall not give rise to any claims. If through no fault on the part of Excosa India Pvt. Ltd. the space allocated is no longer available, the exhibitor shall be entitled to a refund of the participation fee. No claims for damages may be submitted.

Following admission by Excosa India Pvt. Ltd. (conclusion of the contract), the obligation to pay the participation fee shall remain legally binding even if, for example, the authorities in the exhibiting country do not approve, in whole or in part, the exhibitor's import requirements, or if exhibits fail to arrive in time or to arrive at all (e.g. owing to loss, delays in transit or customs), or if the exhibitor or his agent is delayed or even unable to attend.

Should the exhibitor or his agent fail to take over the allocated stand area two days prior to the beginning of the event, such area may be otherwise disposed of. This shall not release the exhibitor from his contractual obligations or entitle him to a demand refund or lodge any other claims.

## 10 Terms of Payment

- 10.1 Participation costs set forth in Item 7 shall become due upon approval of the admission. The exhibitor shall be billed for this account.
- 10.2 Bills for other, separately ordered services or deliveries shall be payable at the time of performance or upon receipt of the invoice.
- 10.3 Remittances quoting the name of the event, customer's bill numbers, are payable to Excosa India Pvt. Ltd., New Delhi:
- Along with application forms : 25% of booking amount
  - By 15 September 2018 : 50%
  - By 30 November 2018 : Full payment
- Cheque/Demand Draft/Bank Transfer to:
- **M/s. Excosa India Pvt. Ltd.**  
**A/C 50200032121478**  
**Swift Code: HDFCINBBDEL MICR: 110240011**
  - **HDFC Bank**  
ADDRESS: 27, West Avenue Road,  
West Punjabi Bagh, New Delhi - 110026
  - Via e-mail, kindly provide the Reference details of Bank Transfer.
  - The details of PAN and TDS for any/all transaction made must be provided.
- 10.4 For all outstanding liabilities Excosa India Pvt. Ltd. may retain the stand equipment and products of the relevant exhibitor as security. Excosa India Pvt. Ltd. shall not be liable for damage to and/or loss of goods to which a lien attaches.
- 10.5 If invoices are sent to a third party on the exhibitor's instructions, the latter shall still remain liable for the full payment.
- 10.6 In case of default, interest shall be charged at a rate 18% P.A. Where payment dates are not met, Excosa India Pvt. Ltd. shall be entitled to rescind the contract or otherwise dispose of the stand area. Item 11 of the Conditions of Participation shall apply.

## 11 Withdrawal or Non-Participation

The exhibitor is entitled to withdraw his application prior to admission. Should an exhibitor withdraw his application after the date of deadline for registration but prior to admission, he shall forfeit any advance payment made.

Following admission, the exhibitor is no longer entitled to withdraw his application or reduce the exhibition space. Both the participation fee and any other costs actually incurred must be paid. Where the exhibitor fails to occupy the stand area allocated to him and where such area can be otherwise rented out by Excosa India Pvt. Ltd. (except by way of exchange), the exhibitor shall pay 40% of the participation fee as well as any other costs actually incurred.

Withdrawal by the exhibitor or any waiver of the allocated stand area shall only become effective upon receipt by Excosa India Pvt. Ltd. of a written declaration to that effect.

Excosa India Pvt. Ltd. is entitled to rescind the contract in the event of an application for insolvency proceedings in respect of the exhibitor's assets or where such an application is rejected on the grounds of insufficient assets. The exhibitor shall inform Excosa India Pvt. Ltd. thereof at once.

## **12 Co-exhibitors and group stands**

Without the prior consent of Excosa India Pvt. Ltd., exhibitors are not permitted to give their allotted stand either fully or in part to a third party, whether for payment or free of charge. Products or companies other than those specified on the admission slip cannot be advertised on the stand.

Permission to accept co-exhibitors will be given only upon application in writing by the exhibitor to Excosa India Pvt. Ltd.. The co-exhibitor is liable to the same conditions as the main exhibitor. The co-exhibitor is required to pay the co-exhibitor fee to Excosa India Pvt. Ltd.. The main exhibitor will, however, always be held liable for the payment of the co-exhibitor's fee. If a co-exhibitor is admitted without the consent of Excosa India Pvt. Ltd., Excosa India Pvt. Ltd. will have the right to cancel the contract with the main exhibitor without further notice and to clear the stand at the exhibitor's cost. The exhibitor waives the rights of unwarranted interference. The exhibitor will have no right to claim damages.

Co-exhibitors are all exhibitors who are represented on a stand with their own staff and/ or own exhibits alongside the main exhibitor. Companies with close economic or organisational ties are also classified as co-exhibitors. Company representatives will not be admitted as co-exhibitors.

Manufacturers of such equipment, machinery or other products which are necessary for the demonstration of an exhibitor's products are not regarded as co-exhibitors or as additionally represented companies. In accordance with the admissions regulations co-exhibitors can be entered into the catalogue with their full address provided all fees have been paid and the necessary documents have been received by the specified deadline.

Excosa India Pvt. Ltd. can authorise group stands provided they are in keeping with the overall pattern of the event. Exhibitors on group stands are subject to all regulations. If a stand is allocated to two or more companies, each company will be jointly and severally liable to Excosa India Pvt. Ltd.. Companies on a joint stand should nominate a common representative on the application form.

## **13 Exhibits**

All exhibits must be listed individually on the application form giving an exact description. Any display of inflammable or pungent exhibits or exhibits whose demonstration entails noise requires the prior written consent of Excosa India Pvt. Ltd..

Exhibits may not be removed during the course of the event. The operation and demonstration of exhibits is only admissible within the scope of legal requirements and accepted standards. Excosa India Pvt. Ltd. is neither in charge of nor responsible for questions of legal requirements and licenses, quotas or transfers of sales proceeds.

## **14 Technical Guidelines**

The Technical Guidelines are a constituent part of these Conditions of Participation and must be adhered to. The Technical Guidelines shall be handed over to the exhibitor at the latest with the order form for services.

## **15 Fair Insurance and Exclusion of Liability**

All damages incurred must be reported in writing to the police. Incidences of fire, theft and burglary must be reported to the trade fair management and the police within 24 hours. Excosa India Pvt. Ltd. is liable for financial losses and damage to property or assets only in the case of willful intent or gross negligence.

Excosa India Pvt. Ltd. accepts no duty to exercise proper care with respect to exhibits and/or stand fittings. This exclusion is in no way limited by the security measures provided or decoration services undertaken in individual cases.

The exhibitor is liable for all damages caused to third parties as a result of his exhibition participation, including damage to buildings on the fairgrounds and to the exhibition halls and/or

their furniture and fittings, save where such damages are covered by a local third-party indemnity insurance.

## **16 Circulars**

Once the stand areas have been allocated, the exhibitors receive circulars giving information on preparations for and the staging of the fair. Any consequences arising from disregarding these circulars shall be borne by the exhibitor.

## **17 Reservations**

Any rules and regulations of the host country or of the local contractual partner differing from these Conditions of Participation or imposing additional restrictions shall have precedence at all times. Excosa India Pvt. Ltd. shall not be liable for any resulting losses or other disadvantages for the exhibitor.

Excosa India Pvt. Ltd. shall be entitled to postpone, curtail, extend or cancel the event and to close individual or all sections of the fair either temporarily or permanently where unforeseen circumstances so dictate. Should it become necessary to postpone, curtail, extend or cancel the event, the exhibitor shall not be entitled to withdraw from the contract or to claim compensation; should he nevertheless waive his right to the stand area allocated to him, Item 11 of these Conditions of Participation shall apply. Excosa India Pvt. Ltd. shall not be liable for any losses sustained or disadvantages suffered by the exhibitor as a result of a cancellation. Rather, the exhibitor shall in such case be required to bear a reasonable share of the costs incurred by Excosa India Pvt. Ltd. in preparing for the event.

Where the exhibitor has placed orders with Excosa India Pvt. Ltd. for services supplementary to those covered by the participation fee (Item 7), he shall be billed for the contributions incurred until this point in time.

## **18 Final Provisions**

In submitting the application, the exhibitor agrees to these Conditions of Participation. Any other agreements, individual permits or special arrangements shall require written confirmation by Excosa India Pvt. Ltd..

The mutual rights and duties hereunder shall be subject to the law of the Republic of India. Failing other arrangements subject to the prior consent of Excosa India Pvt. Ltd., place of performance for payments is New Delhi.

Place of jurisdiction (venue) is New Delhi or, at the discretion of Excosa India Pvt. Ltd., the registered office of the exhibitor.

Should any of the above terms be or become invalid, this shall not affect the validity of the remaining terms. The resulting gaps shall be filled in such a way as to maintain the sense and purpose of the contract.

Any claims of the exhibitor as against Excosa India Pvt. Ltd. shall be barred after six months.

The period of limitation shall commence with the end of the month in which the event closed.

Excosa India Pvt. Ltd.