






## AEROSPACE & DEFENSE MEETINGS SEVILLA 2024 – RATES AND BOOKING FORM

Carefully review the below package option. All included features are described in that option.

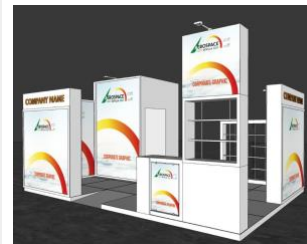
| MANAGEMENT FEES   |  | € 250  |
|---|--|--|
| <p>Every company is required to pay a flat fee upon signing up for A&amp;DM Sevilla. This fee will cover the following items:</p> <ul style="list-style-type: none"> <li>- The official online catalog of the event</li> <li>- Electric outlet</li> <li>- Wi-Fi access per delegate</li> <li>- 1 QR code badge per delegate for the entrance</li> <li>- Up to 10 invitations to your contacts (strictly reserved for OEM and Tier 1 decision makers/contractors involved in supply chain, purchasing, product development and technical functions). abe reserves the right to review and possibly decline any invitation.</li> </ul>  |  |  |
| <b>BASIC PACKAGE – 6sqm</b>   |  |  |
| <b>One 6 sqm booth (3x2) - 1 Participant</b>  |  |  <p>€ 4070 excl. VAT*</p>  |
| <p>Fully equipped with:</p> <ul style="list-style-type: none"> <li>- Hard walls and Lighting</li> <li>- 1 table, 3 chairs and carpet and fascia board</li> <li>- A detailed profile of your company in the online catalogue</li> <li>- A customized 2-day schedule of pre-planned B2B meetings based on your choices</li> <li>- Access to the plenary session on May 14</li> <li>- Access to the workshops and conferences</li> <li>- Access to the lunches on May 15 &amp; 16</li> <li>- Access to coffee break</li> <li>- Access online to speakers presentations and participants detailed database</li> </ul>   |  |  |
| <b>CUSTOMIZED BASIC PACKAGE - 6 sqm (3X2) with 5 personalized booth panels</b>  |  | € 5570 excl. VAT*  |
| <b>EXECUTIVE PACKAGE – 12sqm</b>  |  |  |
| <b>One 12 sqm booth (6x2) - 2 Participants</b>  |  |  <p>€ 6140 excl. VAT*</p> |
| <p>Fully equipped with:</p> <ul style="list-style-type: none"> <li>- Hard walls and Lighting</li> <li>- 2 tables, 6 chairs and carpet and fascia board</li> <li>- A detailed profile of your company in the online catalogue</li> <li>- A customized 2-day schedule of pre-planned B2B meetings based on your choices</li> <li>- Access to the plenary session on May 14<sup>h</sup></li> <li>- Access to the workshops and conferences</li> <li>- Access to the lunches on May 15 &amp; 16</li> <li>- Access to coffee break</li> <li>- Access online to speakers presentations and participants detailed database</li> </ul>  |  |  |
| <b>CUSTOMIZED EXECUTIVE PACKAGE - 12 sqm (6X2) with 6 personalized booth panels</b>   |  | € 7940 excl. VAT*  |
| <b>DELUXE PACKAGE – 12sqm</b>   |  |  |
| <b>One 12 sqm booth (4x3) - 3 Participants</b>  |  |  <p>€ 8210 excl. VAT*</p> |
| <p>Fully equipped with:</p> <ul style="list-style-type: none"> <li>- Carpet and fascia board, equipped with spot lights</li> <li>- 1 High table 60cm diameter, 3 Stools, 1 Table 80cm diameter and 3 Chairs</li> <li>- A detailed profile of your company in the online catalogue</li> <li>- A customized 2-day schedule of pre-planned B2B meetings based on your choices</li> <li>- Access to the plenary session on May 14<sup>h</sup></li> <li>- Access to the workshops and conferences</li> <li>- Access to the lunches on May 15 &amp; 16</li> <li>- Access to coffee break</li> <li>- Access online to speakers presentations and participants detailed database</li> </ul> |  |  |
| <b>CUSTOMIZED DELUXE PACKAGE - 12 sqm (4X3)</b>   |  | € 9710 excl. VAT*  |

## PREMIUM PACKAGE – 24sqm

### One 24 sqm booth (4x3) - 4 Participants

Fully equipped with:

- Hard wall + Lighting, 1 reception counter + 1 stool
- 1 table + 1 lounge area with contemporary furniture, a locking closet, a seating area, an office + 4 chairs, 1 cupboard, 1 storage box and Carpet and 1 large customized fascia board
- Location of the booth in the central aisle of the fair
- A detailed profile of your company in the online catalogue
- A customized 2-day schedule of pre-planned B2B meetings based on your choices
- Access to the plenary session on May 14<sup>h</sup>
- Access to the workshops and conferences
- Access to the lunches on May 15 & 16
- Access to coffee break
- Access online to speakers presentations and participants detailed database



€ 10280 excl. VAT\*

## OPTIONS & SPONSORSHIP

Select yes or no in addition to the correct figures in the box below:

## PLATINUM SPONSOR

### PREMIUM PACKAGE (36 sqm) - 4 participants

- 90 seconds of a video presenting your company (video broadcast on screens during the event.
- Your company logo on all supporting event documents, confirming "Platinum Sponsor" status (website, list of participants, floorplans, schedules, etc.)
- Two pages of advertising in the official catalogue of the event
- An advertising page in the participants' catalogue (PDF)
- 2 direct marketing campaigns based on event participants (html text to be provided)
- An A4 flyer, front/back, presenting your company will be given to each participant
- 3000 branded goodies, provided by you at least 30 days before the event, will be distributed to each participant.
- 1 advertising panel of your company installed in the hall
- Preferential location within the exhibition space
- Unrestricted access to the convention for up to 4 delegates of your choice. Lunch, conferences, receptions, etc. will be included



€ 15000 excl. VAT\*

## GOLD SPONSOR

### DELUXE PACKAGE (24 sqm) - 3 participants

- 90 seconds of a video presenting your company (video broadcast on screens during the event.
- Your company logo on all supporting event documents, confirming "Gold Sponsor" status (website, list of participants, floorplans, schedules, etc.)
- Two pages of advertising in the official catalogue of the event
- An advertising page in the participants' catalogue (PDF)
- 1 direct marketing campaigns based on event participants (*html text to be provided*)
- An A4 flyer, front/back, presenting your company will be given to each participant
- 3000 branded goodies, provided by you at least 30 days before the event, will be distributed to each participant.
- 1 advertising panel of your company installed in the hall
- Unrestricted access to the convention for up to 3 delegates of your choice. Lunch, conferences, receptions, etc. will be included



€ 12000 excl. VAT\*

## SILVER SPONSOR

### DELUXE PACKAGE (12 sqm) - 3 participants

- Your company logo on all supporting event documents, confirming "Silver Sponsor" status (website, list of participants, floorplans, schedules, etc.)
- An advertising page in the official catalogue of the event
- An advertising page in the participants' catalogue (PDF)
- Unrestricted access to the convention for up to 3 delegates of your choice. Lunch, conferences, receptions, etc. will be included



€ 9000 excl. VAT\*

Note: All images above are for reference only and subject to change.

## LUNCHES - ADDITIONAL PARTICIPANT (15-16 de Mayo)

Continue building your networks at a business lunch (round table of 10 people)  
\*Per person

€ 70 excl. VAT\*

## ADDITIONAL PARTICIPANT

Register your collaborators and give them access to the exhibition, conferences and workshops, coffee break.  
Strictly reserved to the representatives of the registered company.  
\*Per person

€ 300 excl. VAT\*

## WORKSHOP

- Lead a 30-minute themed workshop on May 15 or 16. A theme linked to one of their specific competencies is requested.  
- If your theme is validated, it will be published in the communication tools of A&DM Sevilla. It will also be detailed in the catalog delivered to the participants. However, we do not guarantee a minimum audience.

€ 1500 excl. VAT\*

## SPONSOR THE BADGE LANYARDS

Our team will provide each participant with a lanyard in your company's colors so that they can hang their badge. The lanyards must be delivered to us 30 days before the event (3000 pieces).

€ 5000 excl. VAT\*

## SPONSOR THE MOBILE APP

Thanks to this complete and exclusive package, you will be able to promote your company to targeted users, with maximum visibility:

- As the official sponsor of the mobile app, your logo will be on all media associated with the promotion of the mobile application: event website, pop-up window on arrival on the site, instructions on use of the application, catalogs, e-mails sent to participants to download the application, advertising highlighting the application in the paper and digital catalogue, etc.
- Your logo on the start screen each time you open the application
- Your logo on the list of participants and on the interactive map
- 1 banner on the main page of the A&DM Sevilla mobile application
- 1 push message: the message of your choice sent to participants during the event.

If you want to have a personalized offer for the A&DM Sevilla mobile app, contact [mmiu@advbe.com](mailto:mmiu@advbe.com)

€ 8000 excl. VAT\*

## SPONSOR THE RECEPTION DESK

Maximize your visibility by displaying a poster and your company brochures at the reception desk, an area that is highly visited by participants throughout the event.

€ 2000 excl. VAT\*

## YOUR ADVERTISING PAGE IN THE OFFICIAL CATALOGUE

The event' official catalogue is given to each participant upon arrival. It contains the general program of the event, the conference program, the map of the exhibition hall, etc.

€ 1000 excl. VAT\*

## PERSONALIZED BOOTH PANEL (2.5m x 1m)

- Each melamine booth panel can be personalized using a visual of your choice. Please provide us with a computer file in the correct format:

**Panel size: 2500 mm x 1000 mm**

**Size of the visible surface: 2389 mm x 94 5mm**

**The file must be produced in high definition and ideally in vector.**

€ 300 excl. VAT\*

## KAKEMONO / ROLL-UP (0.80m x 2m)

Realization of a four-sided kakemono (80 x 200 cm - Weight: 3 kg)  
Please provide us with a computer file in the correct format : 80 x200 cm  
The file must be produced in high definition and ideally in vector.  
The roll up will belong to you after the show

€ 300 excl. VAT\*

## ORDER CONFIRMATION

|   |                                     |                        |
|---|-------------------------------------|------------------------|
| BASIC PACKAGE – 6 sqm                           | <input type="checkbox"/>            | € 4 070                |
| CUSTOMIZED BASIC PACKAGE – 6 sqm                | <input type="checkbox"/>            | € 5 570                |
| EXECUTIVE PACKAGE – 12 sqm                      | <input type="checkbox"/>            | € 6 140                |
| CUSTOMIZED BASIC PACKAGE – 12 sqm               | <input type="checkbox"/>            | € 7 940                |
| DELUXE PACKAGE – 12 sqm                         | <input type="checkbox"/>            | € 8 210                |
| CUSTOMIZED DELUXE PACKAGE – 12 sqm              | <input type="checkbox"/>            | € 9 710                |
| PREMIUM PACKAGE – 24 sqm                        | <input type="checkbox"/>            | € 10 280               |
| PLATINUM SPONSOR                                | <input type="checkbox"/>            | € 15 000               |
| GOLD SPONSOR                                    | <input type="checkbox"/>            | € 12 000               |
| SILVER SPONSOR                                  | <input type="checkbox"/>            | € 9 000                |
| LUNCHES - ADDITIONAL PARTICIPANTS (May 15-16)   | <input type="checkbox"/>            | € 70 X .....= €.....   |
| ADDITIONAL PARTICIPANT                          | <input type="checkbox"/>            | € 300 X .....= €.....  |
| WORKSHOP  | <input type="checkbox"/>            | € 1 500                |
| SPONSOR THE BADGE LANYARDS                      | <input type="checkbox"/>            | € 5 000                |
| SPONSOR THE MOBILE APP                          | <input type="checkbox"/>            | € 8 000                |
| SPONSOR THE RECEPTION DESK                      | <input type="checkbox"/>            | € 2 000                |
| YOUR ADVERTISING PAGE IN THE OFFICIAL CATALOGUE | <input type="checkbox"/>            | € 1 000                |
| PERSONALIZED BOOTH PANEL                        | <input type="checkbox"/>            | € 300 x .....= € ..... |
| KAKEMONO / ROLL-UP                              | <input type="checkbox"/>            | € 300 x .....= € ..... |
| <b>TOTAL</b>                                    |                                     |                        |
| <b>MANAGEMENT FEES</b>                          | <input checked="" type="checkbox"/> | € 250                  |
| <b>TAXES (ONLY IF APPLICABLE)*</b>              |                                     |                        |
| <b>NET DUE TO ADVANCED BUSINESS EVENTS</b>      |                                     |                        |

## PAYMENT TERMS

**\* Additional Information on tax**

- a) Your company is registered in France, French tax (VAT) is due
- b) Your company is registered in a European Union country, excluding France, French tax is not applicable (you must report it to your fiscal administration). Please indicate your VAT number
- c) Your company is based in a non-European country, no taxes are applicable.
- d) Your company is registered in Italy, Italian tax (VAT) is due. Our Rome office will bill you and include the VAT amount.

**A 60% down-payment is required. Your account must be balanced prior to the event. Full payment at booking is also accepted.**

**Payment can be made by:**

- credit card from an online facility (visa and mastercard credit card only)
- wire transfer to our bank account (send us a copy of the receipt by email at [compta@advbe.com](mailto:compta@advbe.com))

**Our bank account details:**

- IBAN: FR76 3000 4008 0400 0107 2835 736
- BIC Code: BNPAFRPPXXX
- Bank: BNP PARIBAS PARIS-CENTRE AFFAIRES
- Bank address: 10 RUE DE LA ROCHEFOUCAULD CS 50300 92513 Boulogne Billancourt Cedex – France

**IMPORTANT NOTE:** sign on next page, scan and return this booking form (3 pages) to your BCI contact.

When you're done you'll be requested to fill out the registration form and provide details of your capabilities. Those details will be used for your profile in the online catalog and are very important for the matchmaking program. Sign-up section from [www.bciaerospace.com/sevilla](http://www.bciaerospace.com/sevilla). BCI AEROSPACE is a division of advanced business events

# GENERAL TERMS & CONDITIONS

Event name: **AEROSPACE & DEFENSE MEETINGS SEVILLA 2024**

Date: **May 14-16, 2024**

Country: **Sevilla - Spain**

Location: **Fibes - Palacio de congresos y exposiciones de Sevilla**

## 1/ ORGANIZATION

The Event is organized by **abe** - advanced business events, a limited company with a stated capital of 50000 Euros, whose registered head office is located at 10 RUE DE LA ROCHEFOUCAULD CS 50300 92100 Boulogne Billancourt Cedex – France, hereafter referred to as the Organizer.

## 2/ PURPOSE

This agreement stipulates the terms and conditions, under which the Organizer sets up and runs the Event. This agreement highlights the rights and obligations of both the Organizer and the signing company, hereafter referred to as the Participant. By signing this agreement, the Participant formally agrees to abide by these terms and conditions.

## 3/ PLACE AND DATE

The Event will be held at the Date indicated here above. The Organizer may cancel the Event or change the Place and Date, should the Place be rendered unavailable, in case of force majeure or act of God. In such an event, no compensation or refund shall be due to the Participant. However, the Organizer shall inform the Participant about the new Date and Place in writing and guarantee the Participant's participation in the rescheduled Event at no additional cost.

## 4/ REGISTRATION, CANCELLATION, PAYMENT

- Any company or organization is allowed to attend the Event provided its delegates have relevant knowledge to enter business discussions with other attendees. The Organizer, nonetheless, reserves the right to approve or reject any registrations at its sole discretion.
- The participant may cancel their registration forty-five days (45) or more prior to the Event and be eligible for a full refund. The Organizer shall, however, retain a 7.5% administrative fee when processing the refund.
- Should cancellation be submitted twenty-one (21) to forty-four days (44) prior to the Event, the Participant shall be liable for a penalty amounting thirty percent (30%) of the amount due or paid.
- Should cancellation be submitted twenty days (20) or less prior to the Event, the Participant shall be liable for the payment of the full amount due, and not be eligible for any refund.
- All invoices issued and sent to the Participant, must be remitted five days (5) prior to the Event at the latest. The Organizer reserves the right to deny the Participant access to the Event, shouldn't their accounts be settled.

## 5/ INCLUDED SERVICES AND OBLIGATION TO PRODUCE RESULTS

The Organizer firmly commits to diligently use their expertise, knowledge, contacts network and all available resources to deliver all the services described in the booking form attached to this agreement. The Participant understands the Organizer's work shall not necessarily produce direct and immediate business results.

## 6/ PREVENTIVE MEASURES

The Organizer commits to implementing preventive measures and supplying equipment, aimed at hampering the spread of some transmissible diseases. The Participant understands that preventive measures and protective equipment do not offer a risk-free event, and that the Organizer cannot be held liable for any contamination occurring during the preparation and running of the Event.

## 7/ INSURANCE

The Organizer is solely responsible for setting up and running the Event. However, the Organizer's shall not be legally liable for any harm caused to the Participant by a third party.

The Participant must hold an insurance policy that covers all damages caused by them, their staff or their belongings to a third party or a third party's equipment and installations during the preparation and running of the Event.

The Participant must hold an insurance policy that covers all damages caused by a third party to them, their staff and belongings during the preparation and running of the Event.

## 8/ APPLICABLE AMENDMENTS

The Organizer reserves the right to introduce addendums to this agreement in order to handle any matters not initially mentioned in this agreement. Such amendments shall be notified and diligently sent to the Participant and immediately come into force.

The Organizer reserves the right to terminate this agreement and therefore cancel the Participant's registration, should the latter not comply with the terms and conditions of this agreement. In such an event, the Organizer shall notify the Participant in writing, and no compensation or refund shall be due to the Participant.

## 9/ USE OF PARTICIPANT LOGO

The Organizer reserves the right to retrieve and use the Participant's company logo on marketing materials designed to promote the event by showing a list of registered companies, called participants. If the Participant disagrees and wishes their logo to be removed from such marketing materials, they must explicitly address their request in a written form.

## 10/ SETTLEMENT

In the event of disagreement, the Participant shall submit a written request to the Organizer and seek an amicable settlement. If no amicable settlement is reached, the tribunal of Nanterre, France, shall be the sole competent tribunal to handle the case.

## 11/ PRIVACY AND SECURITY POLICY

The Participant understands that the Organizer will collect detailed information about their business for the sole purpose of conducting the Event and delivering the services described in the attached booking form. More information is available on the Organizer's website: [privacy, confidentiality and management of personal information](#)

**Company name:**

**Name of authorized officer or representative:**

- I agree with advanced business event's general terms and conditions.
- I agree to receive communications from A&DM Sevilla partners.

**Date, signature and company's seal:**