

Show presence beyond your stand

Advertising/marketing and sponsorship services



Draw attention to your
presence at expopharm
and put together **your own**
advertising package.

Düsseldorf | 27–30.09.2023



We look forward to welcoming you as an exhibitor at expopharm 2023. For maximum visibility at the trade fair, we have compiled a variety of interesting options for you on the following pages. Here you will find the right solution for every wish to ensure that your presence at expopharm is perfectly accompanied.

In addition to the classic advertising media in the run-up to expopharm, such as the benefits booklet and the offers of the Pharmazeutische Zeitung, you can extend your presentation during the trade fair beyond your stand with our sponsoring offers on site in Düsseldorf as well as online.

Simply put together your own advertising package, fill in the order form at the end of the brochure and send it to info@franke-dw.de. We'll take care of the rest for you. Many of the advertising services are only available for a limited time – so it pays to be quick!

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General site overview



Video walls

Do you want to be seen directly by the 25,000 or so visitors* when they arrive at expopharm? And at least 15 times a day on each of the four days of the fair? Then place your message on our three video walls, which are located twice in front of the South Entrance and once in the transition between Halls 1 and 3. Your message will be played simultaneously on all displays and will go straight into the minds of the visitors. So no one will miss you in Düsseldorf!

Video Wall Commercial

Become visible in the main entrance and hall crossing

€ 7,000

- + 10 seconds (production by exhibitor)
- + at least 100 times a day x 4 days
- + 3 videowalls - 2 x main entrance and one in the passage from Hall 1 to Hall 3
- + Full screen on video wall

Contact for questions

Franke Dauerwerbung GmbH & Co. KG

Oliver Franke

Arena-Str. 1, 40474 Düsseldorf

E-mail info@franke-dw.de

Phone + 49 (0) 211 4 35 37 33



Transfer to order form now

* Average values of the expopharm events

Exhibitor interview

The expopharm Trade Fair TV is the digital extension of the on-site event for everyone at home. For four days, the stream on expopharm.de provides impressions, interviews and short insights into the trade fair events.

Present your company or your brands directly at your stand in your personal interview on Trade Fair TV and thus reach your target group outside the exhibition halls. Then use the video material provided to promote your trade fair presence in your own channels.

Exhibitor interview

Your personal message to the Trade Fair TV viewers

€ 800

- + 3–5 minutes with questions by expopharm reporter
- + Link to online company profile
- + Integration in the live stream of Trade Fair TV (expopharm.de)
- + Providing the video in expopharm-branding, during the trade fair for your own channels within 24 hours

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Transfer to order form now

Programme supplement in the Pharmazeutische Zeitung

You would like to use the reach of the leading magazine of the pharmacy community*?

Then book your advertisement now in the programme supplement that will be enclosed with the Pharmazeutische Zeitung 37 and make sure that all readers have your message in their hands. The programme supplement provides an overview of the wide-ranging stage programme and helps you plan your visit to the fair. And with the hall plans and the list of exhibitors included, your target group will also find their way directly to your stand.

Advertisement in programme supplement

- + 1/1-ad**
200x290 mm (WxH) + 3mm bleed
(without crop marks), CMYK,
on U2 or U4, € 4,800
- + 1/2-ad**
200x145 mm (WxH) + 3mm bleed
(without crop marks), CMYK, € 2,000
- + 1/4-ad**
200x72,50 mm (WxH) + 3mm bleed
(without crop marks), CMYK, € 1,000

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Oliver Franke
Arena-Str. 1, 40474 Düsseldorf
E-mail info@franke-dw.de
Phone + 49 (0) 211 4 35 37 33

from
€ 1,000



Ad (1/1)

Transfer to order form now

Ad (1/2)

Transfer to order form now

Ad (1/4)

Transfer to order form now

Benefits booklet

Would you like to send your exclusive trade fair offer to all of the more than 18,000 pharmacies in Germany even before expopharm?

Then invite the entire pharmacy team to your trade fair stand at expopharm with your promotional voucher, discount or prize draw. The benefits booklet is one of the classic expopharm advertising materials and is sent to every pharmacy in the run-up to expopharm. In addition, it is available at www.expopharm.de. This ensures that you generate the right leads in Düsseldorf.

Ad in the benefits booklet

- + Inside voucher ad one-sided (front or back), 4-colour, € 1,995
- + Inside voucher ad double-sided (front & back), 4-colour, € 2,500
- + Print run: 19,000 copies

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Phone + 49 (0) 211 4 35 37 33



Ad (one-sided)

Transfer to order form now

Ad (double-sided)

Transfer to order form now

expopharm Night

Would you like to present yourself outside the hustle and bustle of the trade fair in a relaxed atmosphere in the expopharm supporting programme?

Then take advantage of our sponsorship offers at the expopharm Night! Every year it's „networking de luxe“ when approx. 1,000 guests, such as exhibitors and visitors (of which approx. 40 % are pharmacy professionals and approx. 60 % healthcare professionals), enjoy an evening together in an extravagant location, including drinks, buffet and live music. This is the perfect setting for exchanging ideas with colleagues, continuing the day's discussions or even making new acquaintances. Become an exclusive partner of the expopharm Night and take advantage of this special visibility before and during the event.

We would also be happy to put together an individual package for you for expopharm Night participation – just get in touch with us!

on
request

Exclusive partner expopharm Night

Take advantage of this exclusive visibility before and during the expopharm Night.

- + limited to 1 partner
- + Naming: expopharm Night powered by „Your company name“.
- + 1 x illuminated display 3 x 2.25 m in the entrance area (design by partner)
- + Possibility to present a gift to each guest at the end of the event (gift provided by the partner)
- + Photo station: Partner's logo on each picture
- + Logo display in connection with the expopharm Night on expopharm.de
- + Listing incl. logo of the partner in the Social media promotion
- + Logo on media (poster, entrance ticket)
- + Logo on beverage/food menus
- + Display of the partner logo in the location



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Transfer to order form now

apostart Award

At the start-up pitch apostart Award, young companies compete against each other and present their innovative products and services for the pharmacy market of tomorrow live on stage. In addition to a jury of experts, visitors will also vote for their favourite.

Present yourself as a supporter of young companies in the health and pharmacy market and make yourself visible by sponsoring the apostart Award.

Sponsoring apostart Award

- + Visibility of the sponsor in the promotion of the apostart
- + Visibility with logo on the screen during the pitch
- + Logo on the certificates of the finalists
- + Involvement of an Expert:in from the sponsor as a jury member for the pitch final
- + Greeting by a representative of the sponsor (max. 60 sec.) during the pitch finale
- + Limited to a maximum of 3 partners under consideration of the competition exclusion of the partners (sector-exclusive)

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€ 20,000



Transfer to order form now

Lanyards

Would you like to present yourself in an exclusive way to around 25,000 trade fair visitors?

Then secure this unique sponsorship and ensure that all visitors wear lanyards branded with your logo.

Exclusive sponsorship lanyards

- + limited to one sponsor
- + 25,000 pieces
- + Logo of expopharm & Sponsor
- + Production by Avoxa
- + Distribution in the entrance area of the expopharm

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Phone + 49 (0) 211 4 35 37 33



€ 30,000

Transfer to order form now

WLAN

Would you like to welcome visitors right at the beginning of their stay at the fair?

Then give the free visitor WLAN your name exclusively. All visitors who want to use the WLAN must first register on the portal page and can see directly who will allow them to enter the online world. This way you leave a lasting impression right from the start of the fair.

Exclusive sponsorship WLAN

€ 8,000

- + limited to one sponsor
- + Sponsor name in the display name of the WLAN
- + Forwarding of visitors to the landing page of the sponsor after registration in the network
- + WLAN available in all exhibition halls

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Transfer to order form now

International Meeting Point

Would you like to attract the attention of the international pharmaceutical trade?

Then the steles at the International Meeting Point are exactly the right advertising media for your message! At the International Meeting Point, players in the global pharmaceutical procurement as well as pharmaceutical importers and exporters meet. Use this international environment to make your name known far beyond national borders.

International Meeting Point steles

- + limited to 10 exhibitors
- + Unilluminated keder frame with exhibitor motif on printed covering (front and back)
- + Dimensions keder frame:
Width: 1 m x Height: 2 m
- + Location: Community area in the International Meeting Point in Hall 3.2

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€ 1,500



Transfer to order form now

Fairground sponsorships – Messe Düsseldorf

You would like to advertise not only at your stand, but also on the way there, in the outdoor area or in front of and in the entrance area?

Then use the advertising spaces at Messe Düsseldorf to present yourself outside your stand as well.

Below you will find a brief selection of the possible advertising spaces on the exhibition grounds. Our partner Dauerwerbung Franke is at your side with over 45 years of experience and will work with you to find the right advertising format for you – just ask:

Contact for questions

Franke Dauerwerbung GmbH & Co. KG | Oliver Franke

Arena-Str. 1, 40474 Düsseldorf

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City Light Poster

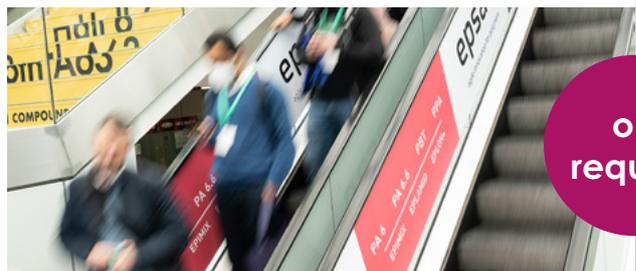
Number 8 times available
Location South entrance
Size 1.185 x 1.75 m



€ 2,000

Escalator branding

Number 8 times available
Location South entrance



on request

Floorminder hall floor

Number on request
Location South entrance
Size 2 x 2 m



€ 390

Fairground sponsorships – Messe Düsseldorf

Floorgraphics

Location leading to your stand
or in front of the entrance barriers

Size e.g. 3-cornered, 70 x 70 x 70 cm



€ 85

Large banner on the halls

Location Exterior wall of the halls

Size Various formats depending on hall



€ 80 / sqm

Advertising tower

Number on request

Location on request



on request

Mobiles Megaposter

Number on request

Location on request



auf Anfrage

Offers of the Pharmazeutische Zeitung

Would you like to inform the entire pharmacy community about your trade fair presence in the run-up to expopharm?

Then expand your visibility at an early stage with the exclusive cross-media communication offers of expopharm media partner Pharmazeutische Zeitung. With a weekly circulation of more than 30,000 copies, the Pharmazeutische Zeitung is the leading weekly pharmacy trade journal in Germany.

Our PZ partners have put together a number of attractive packages for you so that your message is placed exactly where it will be seen! They will also be happy to create an individual communication offer for you – entirely according to your wishes!

Contact person for questions

Ramona De Filippis, Head of Advertising Department

E-mail: r.defilippis@avoxa.de

Phone: +49 (0)6196 928-221

Package 1

Communication offer PRINT small

- + 1/2 page Pharmazeutische Zeitung edition #38, #39 or #40
- + 1/2 page expopharm Spezial (enclosed with PZ #35)



€* 6,791.50
*minus 10 % AE

Package 2

Communication offer PRINT large

- + 1/1 page Pharmazeutische Zeitung edition #38, #39 or #40
- + 1/1 page expopharm Spezial (enclosed with PZ #35)



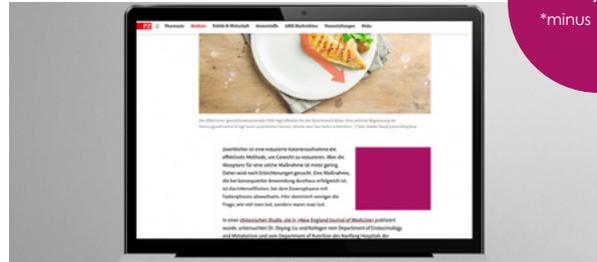
€* 9,856
*minus 10 % AE

Offers of the Pharmazeutische Zeitung

Package 3

Communication offer ONLINE

- + Medium Rectangle
50.000 AIs (+ 15.000 AIs on top)
- + Display with focus on expopharm article



€* 3,250
*minus 10 % AE

Package 4

Communication offer CROSSMEDIA

- + 1/2 page Pharmazeutische Zeitung
edition #38, #39 or #40
- + 1/2 page expopharm Spezial
(enclosed with PZ #35)
- + Medium Rectangle 30.000 AIs
Display with focus on expopharm article
- + Online cross-media discount:
10.000 AIs Medium Rectangle on top



€* 8,741.50
*minus 10 % AE

Package 5

Company profile crossmedia

- + Company Profile Print, expopharm Spezial
edition (special offer)
- + Company profile online at
pharmazeutische-zeitung.de (special offer)



€ 1,312

Press compartment in the press centre

Provide the press representatives on site with information about your company, products and solutions.

Press compartment in the press centre

€ 150

- + Fill a press compartment in the press centre with your press folders.
- + You can refill the press compartment at any time at the location.

Contact for questions

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Oliver Franke

Arena-Str. 1, 40474 Düsseldorf

E-mail info@franke-dw.de

Phone + 49 (0) 211 4 35 37 33



[Transfer to order form now](#)

Partner news

You would like to use the media reach of the expopharm website for your own communication?

Then place your partner news on expopharm.de, tell website users more about the company or your products and services and arouse curiosity about your trade fair presence even before expopharm. Benefit from over 916,000 page impressions during the entire communication period.

Partner news

- + Integration on the news page on expopharm.de
- + Linking in a visitor newsletter to approx. 48,000 recipients
- + Also appears in your online company profile
- + Period of publication on website: from release until the end of the trade fair
- + max. 2,000 characters incl. spaces, Image/logo in jpg/png format 300x300 pixels

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€ 300

Transfer to order form now

We would like to order the following advertising services in accordance with the General Business Terms and Conditions:

Video-Walls

i Video Wall Commercial	€ 7,000
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Trade Fair TV (Live Stream)

i Exhibitor interview	€ 800
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Programme supplement in the Pharmazeutische Zeitung

i 1/1-ad U2 or U4	€ 4,800
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i 1/2-ad	€ 2,000
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i 1/4-ad	€ 1,000
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Benefits booklet

i Ad in the benefits booklet Inside voucher ad one-sided	€ 1,995
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i Ad in the benefits booklet Inside voucher ad double-sided	€ 2,500
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expopharm Night

i Exclusive partner limited to 1 partner	on request
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Sponsorings

i apostart Award	€ 20,000
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i Exclusive sponsorship lanyards limited to 1 sponsor	€ 30,000
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i Exklusivsponsorship WLAN limited to 1 sponsor	€ 8,000
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i International Meeting Point Stelae max. 10 pieces	piece € 1,500
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Miscellaneous

i Press compartment in the press centre	€ 150
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i Partner news	€ 300
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Order expopharm advertising services

Düsseldorf // 27–30.09.2023



Exhibitor details	Contact information	Invoice details (if differing)
Our exact company name is	Responsible for our participation at expopharm is Ms Mr	exact company name
Booth no.	Name and surname	Street, house no.
Street, house no.	Phone for queries	Postcode and city
Postcode and city	E-mail for queries	Country
Country		PO no.
VAT ID No.		VAT ID No.

Data protection information

The personal data required to conclude the contract will be handled in accordance with the regulations set by the General Data Protection Regulation (GDPR) and the Federal Data Protection Act (BDSG). To find out more information about our privacy policy, please visit our website at <https://expopharm.de/datenschutzerklaerung>.

By providing this declaration, we accept the Terms of Avoxa – Mediengruppe Deutscher Apotheker GmbH, 65760 Eschborn, in particular the General Business Terms and Conditions for the booking of advertising/marketing and sponsor services for expopharm in addition to the Supplementary Business Terms and Conditions for advertising on advertising space at Messe Düsseldorf.

Place of performance: Eschborn

Place of jurisdiction: Frankfurt/Main

Place and date	Name of the signatory	 Legally binding signature
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Please send the filled out and signed form to the following e-mail address: info@franke-dw.de



All prices are subject to the statutory value added tax applicable at the time of invoicing.

expopharm 2023 // Advertising/marketing and sponsorship services





General Business Terms and Conditions

for the booking of advertising/marketing and sponsor services for expopharm in addition to the Supplementary Business Terms and Conditions for advertising on advertising space at Messe Düsseldorf

Düsseldorf // 27 – 30 September 2023

The following Terms apply for the booking of advertising/marketing and sponsor services for exhibitors at expopharm 2023 in Düsseldorf. The General Business Terms and Conditions in the version current on the registration date apply exclusively. We do not recognise contradictory provisions of exhibitors/partners or provisions which deviate from our general and supplementary terms. Our Terms also apply if we enter into a contract or perform services in knowledge of exhibitor/partner conditions that conflict with or differ from our Terms.

1. Event name

expopharm 2023
Europe's leading trade fair for the pharmacy market

2. Event dates and venue

27–30 September 2023

Messe Düsseldorf GmbH
Exhibition grounds
40474 Düsseldorf

3. Organiser/partner

Avoxa – Mediengruppe Deutscher Apotheker GmbH
(referred to as the 'organiser' hereafter)
Carl-Mannich-Strasse 26, 65760 Eschborn, Germany
Telephone: +49 6196 928-410
Fax: +49 6196 928-404
Email: aussteller@expopharm.de
Internet: www.expopharm.de

4. Trade fair service provider/technical services (advertising space at Messe Düsseldorf)

Messe Düsseldorf GmbH
Stockumer Kirchstrasse 61
40474 Düsseldorf
Germany

Telephone: +49 211 4560-01
Fax: +49 211 4560-668
E-mail: info@messe-duesseldorf.de
Internet: www.messe-duesseldorf.de

5. Partners/exhibitors

The offer for the booking of advertising/marketing and sponsor services for expopharm is exclusively directed at exhibitors approved for the expopharm trade fair.

An exhibitor is someone who, on the basis of a contract with the organiser, participates at the trade fair with a dedicated booth, or someone who, as an approved co-exhibitor, shares a booth with another company.

6. Subject matter of the advertising/marketing and sponsor services

With the exception of marketing for its company, only such products, processes or services of the exhibitor for which the exhibitor has been approved as a participant at the trade fair may form part of the subject matter of the advertising/marketing and sponsor services.

Products, processes and services that are not listed in the admission confirmation for the exhibitor must not be exhibited, advertised or offered. The organiser may remove prohibited products or advertising and put them into storage at the cost of the exhibitor.

The organiser assumes no guarantee that the products or services stated in the admission confirmation are compatible with applicable law, or that they may be offered against payment or free of charge in pharmacies under the law governing pharmacies, competition law or professional regulations. No legal assessment is carried out.

7. Conclusion of a contract

On the basis of the conclusion of a contract between the organiser and exhibitor, a contract concerning the advertising/marketing and sponsor services offered by the organiser enters into force. The content of the advertising/marketing and sponsor services is derived from the organiser's portfolio. Technical and other implementation requirements will be specified to the exhibitor by the organiser. The organiser may make the implementation of services dependent on compliance with technical and graphical requirements.

The contract is deemed concluded on written confirmation by the organiser (booking confirmation) regarding the advertising/marketing and sponsor services. The exhibitor expressly waives the requirement of a declaration of acceptance as a condition precedent for a contract with the organiser. No contract comes into effect from ordering advertising/marketing and sponsor services, for example via the organiser's order form, or confirmation of receipt of an order by the organiser.

If the booking confirmation differs from the exhibitor's order, the contract only enters into force on confirmation of the differing booking confirmation by the exhibitor. An offer from the organiser to the exhibitor concerning the conclusion of a contract at the terms set out therein is made in the booking confirmation. The organiser is bound by this offer for 7 days. Within this period of time, the exhibitor may accept this offer by providing a written declaration to the organiser. After the expiry of 7 days from receipt, further written acceptance from the organiser is required.

The contract is always concluded with the exhibitor who places the order personally and is restricted in terms of subject matter to the ordered advertising/marketing and sponsor services.

Any extension of a confirmed contract or order requires the prior written approval of the organiser again.

For legal entities, the order must specify the full company name, the registered office and the identity of the legal representative. Data is stored in accordance with the valid data protection provisions which are hereby recognised.

The advertising/marketing and sponsor services which are offered are non-binding unless they become part of the subject matter of a contract with the exhibitor. Presenting the advertising/marketing and sponsor services or the event or our services in brochures, newsletters, other advertising efforts or via our online presence and the granting of the opportunity to order is therefore, in principle, not associated with a binding offer to conclude a contract.

The organiser shall be entitled to use third parties to provide the contractually agreed services.

The implementation of advertising/marketing and sponsor services at the trade fair by an exhibitor's staff, subcontractors or partners requires the written permission of the organiser.

The conclusion of the contract takes place under the proviso of the implementation of the event. The exhibitor will be informed without undue delay of any non-implementation of the event and/or the non-implementation will be announced publicly.

The booking confirmations shall be reviewed without undue delay after being sent and any deviations from the order or the assignment must be communicated without undue delay.

8. Order

The official order form (also available at www.expopharm.de) should be used to place orders. The order form must be completed in full, truthfully, unconditionally and without reservations. On request by the organiser, the exhibitor shall provide the organiser with binding, full, truthful, unconditional information without reservations concerning the subject matter of the advertisement (description and assignment to the products and subject areas set out in Section 8 of the Participation Conditions) for which it is ordering advertising/marketing and sponsor services from the organiser. Lack of requests for information from the organiser does not prejudice any failure of the organiser to check the subject matter of the advertisement.

By signing and submitting the order form, these Terms are acknowledged to form a binding part of the contract.

Insofar as the organiser does not immediately accept the order, it shall be entitled to accept the contract offer contained in the order or task within 10 days of receipt. From the 11th day after receipt of the order and before the booking confirmation is provided by the organiser, the exhibitor may withdraw from its order.

Insofar as the exhibitor does not specify in the order that all the ordered services are to be deemed one cohesive order, the order is always deemed to be non-cohesive and the ordered services are understood to be separate services.

If the advertising/marketing and sponsor services the exhibitor wishes to buy are no longer available, the exhibitor shall be free to amend the order or place the order on a waiting list. Acceptance on the waiting list is not associated with any kind of confirmation that the exhibitor will receive approval of services becoming available.

Reservations or reservation confirmations issued before receipt of the formal order documents by the organiser are non-binding for both parties.

Conditions and reservations stated in the order are not binding and cannot be accommodated; in particular, preferences with respect to a certain location or time of individual advertising/marketing and sponsor services are non-binding unless otherwise agreed for the advertising measure. Requests for the exclusion of competitors will not be granted.

If an exhibitor wishes to participate as a domestic general or country representative of a foreign manufacturer or service provider and purchase advertising/marketing and sponsor services, the binding order must also include the written consent of the manufacturer or service provider that shows that the general or country representative is the exclusive distributor for the Federal Republic of Germany.

9. Transfer to third parties

Without the prior written permission of the organiser, it is not permissible to transfer the content of advertising measures or parts thereof to third parties, either for consideration or free of charge, for use or for the third party's own advertising/marketing and sponsor services.

In this context, transfer to third parties includes the exhibiting of and advertising for products, processes or services of third parties or such that are not specified in the booking confirmation or participation conditions for exhibitors at the trade fair or that fall outside of the trade fair subject areas.

10. Prices

All prices, costs and charges listed in presentations or quotations or booking confirmations are net prices/fees. VAT at the statutory rate will be charged at the time of invoicing.

11. Value added tax ID number

The organiser usually provides exhibitors (companies) with a standardised service – the so-called event service – in accordance with Section 3a.4 (2) German VAT Application Ordinance. The place of performance is determined in accordance with Section 3a (2) of the German Turnover Tax Act (UStG) and is located at the customer's place of registered office. The organiser will, in accordance with Section 13b (5) sent. 1 VAT Act, apply the reverse charge procedure when issuing an invoice without German VAT to the exhibitors (companies) from foreign countries. A prerequisite for presuming exhibitors from the European Union to qualify as businesses is the provision of a valid tax identification number by the exhibitor on the registration form.

The exhibitor is obliged to notify any changes in the VAT identification number to the organiser in writing and without undue delay. Exhibitors (companies) from outside of the EU who do not have a VAT ID number must establish their qualification as a business by providing an official document issued and signed by their country's fiscal authority.

If, in exceptional cases, services are not provided in the form of a standardised service in the above sense and VAT is chargeable, foreign exhibitors may, subject to meeting the statutory requirements, claim a refund of the invoiced VAT amount.

12. Terms of payment

The organiser will issue an invoice or invoices for the amounts payable to the exhibitor by email. Invoice amounts are payable within 14 days of receipt of the invoice.

If the ordering party requests invoices to be issued to a third party, the ordering party will owe payment in addition to or instead of the third party.

All payments must be made by bank transfer with "expopharm" and the invoice number in the reference field. Transfers must be made to:

Avoxa – Mediengruppe Deutscher Apotheker GmbH

Bank account:

Deutsche Apotheker- und Ärztebank eG

IBAN: DE02 3006 0601 0001 3585 10

BIC: DAAEDEDXXX

In the case of default, interest at a rate of 9% above the base rate will be payable.

In the case of a total or partial payment default or partial non-compliance with payment deadlines, the organiser shall be authorised to declare its withdrawal from the booked advertising/marketing and sponsor services and dispose over them at its sole discretion. The assertion of claims for compensation by the organiser shall not be affected by this.

The organiser in turn may make the order of advertising/marketing and sponsor services for third parties conditional on the timely payment of all invoiced amounts by the purchaser/exhibitor.

The organiser is authorised to seize the exhibitor's booth equipment and display products as compensation for the exhibitor's failure to abide by its obligations. Section 562a Sentence 2 Civil Code does not apply. If payment is not received within the prescribed period, the organiser shall give the exhibitor notice and then be authorised to sell the seized items at its sole discretion.

13. Termination, retention

The organiser is authorised to terminate the contract with a notice period of three months before the respective event start date if a summary assessment by the organiser arrives at the conclusion that the exhibition can probably or definitely not be held as planned due to orders from public authorities or by virtue of law, e.g. due to an expected reduction of the permitted number of exhibitors or visitors, or because the organiser cannot be expected to conduct the event for commercial reasons, e.g. due to a significant increase of the expected costs, a significantly lower number of participants (exhibitors/visitors), or due to a significant increase of the required space. In the event of the termination of the contract, the organiser shall refund the payments it has received from the exhibitor for advertising/marketing and sponsor services.

The organiser shall be authorised to terminate the contract concerning the agreed advertising/marketing and sponsor services, in part or in full, on an extraordinary basis without notice or to retain the agreed services in part or in full in cases in which

- // the exhibitor loses its approval for the trade fair; the admission as an exhibitor or co-exhibitor was granted on the basis of false assumptions or disclosures, or if the admission requirements are no longer satisfied at a later point in time;
- // the exhibitor or its co-exhibitor exhibits or advertises goods or services that are not listed in the admission confirmation and registration form;
- // the advertising/marketing and sponsor services are used by a person other than the exhibitor listed in the

admission confirmation, or if full or partial use of the booth is granted to a third party, whether against payment or free of charge;

- // the exhibitor is compelled to produce a statutory declaration to establish its assets, or if insolvency proceedings over its assets are opened or rejected due to a lack of recoverable assets; the opening of insolvency proceedings is equal to an application for conducting insolvency proceedings if the proceedings are not terminated within 4 weeks from being opened;
- // the exhibitor infringes against applicable law in general and competition law and professional responsibility in particular with its advertising/marketing and sponsor services;
- // the exhibitor advertises goods, services, media, companies or businesses that are not part of the product area approved by the organiser;
- // any advertising with content that is racist, pornographic or contrary to public decency is requested or displayed;
- // advertising is requested or displayed which violates significant interests of the Deutsche Apothekerschaft or the rules of professional conduct for pharmacists in the Federal Republic of Germany.

Exhibitors will be held liable for the infringements of their co-exhibitors.

In the event of extraordinary termination, the organiser has the right to remove or dispose of advertising/marketing and sponsor services. The organiser shall further be authorised to collect the exhibitor passes and prohibit the involved individuals from gaining entry to the trade fair.

In the event of extraordinary termination without notice, the exhibitor shall bear the agreed costs for the agreed advertising/marketing and sponsor services as well as the other costs, including the costs of disposal or removal of the advertising/marketing and sponsor services.

14. Force majeure

The occurrence of an unforeseeable event that renders the planned conduct of the event impossible and that is not the fault of the organiser (force majeure incl. a pandemic; orders issued by a public authority or by statute) shall authorise the organiser to cancel the event before its opening, reschedule it or shorten it. Likewise, if one of the aforementioned events occurs, the organiser shall be entitled to shorten or prematurely terminate an event that is already in progress.

The costs of any advertising/marketing and sponsor services shall be borne by the exhibitor insofar as the organiser has already incurred costs for these services or placed orders for these services with a requirement to make payment.

A shortening of the duration of the event or a reduction in the scope of the event due to force majeure or orders issued by a public authority or by statute shall not give rise to a claim for a reduction of the agreed prices for the agreed services. The organiser undertakes to announce these kinds of serious decisions in cooperation with the local authorities and bodies with as much advance notice as possible.

Further claims for damages in addition to the claims described above are categorically excluded for both Parties; this does not apply to claims for damages resulting from wilful intent or gross negligence, as well as claims from injury to life, limb or health.

15. Advertising on the exhibition grounds

Notwithstanding the above restrictions, only exhibition-related advertising/marketing and sponsor services that do not violate legal regulations or public decency and that are not of an ideological or political nature are permitted at any time. The organiser is also authorised to prohibit the distribution and display of promotional materials that may give reason for complaints, and to confiscate any existing promotional

materials of this kind for the duration of the event. The exhibitor is responsible for obtaining permits for any kind of playback of music from GEMA against a fee.

GEMA

Directorate General Berlin
Bayreuther Strasse 37
10787 Berlin
Postfach 30 12 40
10722 Berlin
Telephone: +49 30 21245-00
Fax: +49 30 21245-950
Email: kontakt@gema.de

Directorate General Munich
Rosenheimer Strasse 11
81667 Munich
Postfach 80 07 67
81607 Munich
Telephone: +49 89 48003-00
Fax: +49 89 48003-969
Email: kontakt@gema.de

The law concerning advertising in the field of medicine (medical advertising law), BGBl. (Federal Law Gazette) I S 3068 and BGBl. I S 984 shall be observed.

16. Disclaimer

The organiser shall only be liable for direct property damage resulting from intent or gross negligence on the part of the organiser, its vicarious agents or legal representatives.

In the case of slight negligence or a breach of material contractual obligations, liability shall be limited to the foreseeable damages.

This limitation does not apply in the case of injury to life, limb or health or a violation of cardinal obligations.

The organiser shall bear strict liability regardless of fault in the case of fraudulently concealed defects or for claims under an assumed guarantee.

Any personal liability of legal representatives, vicarious agents and employees of the organiser for damages caused by slight negligence is excluded.

The organiser and the trade fair service provider must be notified immediately and in writing of any and all damages. Criminal activities must be reported to the police.

The organiser will not accept any duty of care for advertising objects/goods and any liability for damage or loss is excluded. The exclusion of liability is not affected by the organiser's security measures.

The exhibitor shall also be liable for damages incurred by third parties acting on behalf of the exhibitor to the extent the third party bears liability for damages to the exhibitor or organiser.

The organiser will not accept any duty of care for advertising objects/goods and any liability for damage or loss is excluded. The exclusion of liability is not affected by the organiser's security measures.

The exhibitor shall also be liable for damages incurred by third parties acting on behalf of the exhibitor to the extent the third party bears liability for damages to the exhibitor or organiser.

17. Rights of use to the advertising/ marketing and sponsorship services

The exhibitor grants to the organiser all rights of use to the advertising/marketing and sponsorship services submitted for publication within the framework of the contract, such as posts, videos, images, media, drafts, photographs and templates, retouching, printed documents, development samples, copies etc. (hereinafter referred to as the "Works"). This also includes all rights of use under copyright law, intellectual property rights and other rights to the Works.

The transfer of the rights of use to the Works is unrestricted and irrevocable. Up to 4 weeks after the end of the trade fair, the rights transfer also takes place exclusively, including in relation to the exhibitor itself. The transfer of rights applies in particular for the following types of use:

- // the right of use in other media, e.g. in promotional films, videos or books and brochures and online;
- // the right to reproduction and distribution, i.e. to reproduce the Works in any number of copies and distribute them, as well as exhibit them;
- // the archiving right, i.e. the right to collate the Works and, where applicable, publish them as a collection with other promotional materials;
- // the right to the partial and full transfer of the granted rights to third parties;
- // the right to editing, further development and contributor for approval for use.

The rights of use are transferred in a manner which is unlimited in terms of time. There is also no limitation in terms of space. The Works may be used by the organiser on a global basis.

Rights pursuant to Sections 13 and 25 Copyright Act (UrhG) are excluded.

Insofar as third parties which contributed to the development and manufacturing process for the measures should have rights of use to the Works or parts thereof,

i.e. rights of use to images, videos, photographs and graphics, the exhibitor shall specify these third parties and also transfer these rights of use to the organiser and independently guarantee that these transfers of rights comply with the agreement in these Terms and, in particular, are applicable for all types of use listed in the previous section of these Terms. The exhibitor shall bear final responsibility for the effective legal acquisition of such rights of use to third-party rights.

The exhibitor is not entitled to further use the posts, videos, images, media, drafts, photographs and templates, retouching, printed documents, development samples, copies etc. booked within the framework of the advertising/marketing and sponsor services to which the organiser has rights of use in accordance with or on the basis of this agreement up to 4 weeks after the end of the trade fair for itself or third parties. Any further use requires the written consent of the organiser.

18. Copyright, trade marks, Intellectual property

The exhibitor shall be liable for ensuring that the text, images, processes, figures, technical specifications, logos, trade marks, graphics etc. made available by it for the booked advertising/marketing and sponsor services do not violate third-party rights.

On first request, it shall indemnify the organiser from any third-party claims arising from the violation of third-party rights; this also includes the costs of legal defence deemed necessary by the organiser in connection with legally justified attempts by third parties.

19. Violations of the terms of business Exhibitors

In the event of serious violations of the terms of business, the organiser shall be entitled to suspend advertising measures immediately or exclude them from publication and, where appropriate, independently clear booths or remove advertising/marketing and sponsor services and objects without seeking recourse from a court of law to do so. Any and all claims, including claims for damages in particular, shall be excluded in these cases.

20. Limitation period

All claims by the exhibitor against the organiser shall lapse after a period of six months. The limitation period commences at the end of the month in which the exhibition ends.

21. Place of performance & jurisdiction

The place of performance is Eschborn, Germany. The place of jurisdiction for all mutual obligations is Frankfurt/Main, Germany. By way of deviation from this, the organiser shall also be entitled to bring a claim against the exhibitor at its place of business. The law of the Federal Republic of Germany applies. The contract language is German. The German text of the Terms is binding.

22. Verbal agreements, written form requirement, miscellaneous

All agreements, individual approvals and special rules require the organiser's written confirmation.

Insofar as the written form is required in these terms, this is also the case when the declarations are made by email or fax.

The organiser reserves the right to amend all or part of these terms at any time. The respectively current version applies and must be observed.

General Business Terms and Conditions

Düsseldorf // 27–30 September 2023



The assignment of rights and obligations arising from this contract by the exhibitor to a third party requires the consent of the organiser in written form.

23. Severability clause

In the event one or a number of provisions stipulated in these terms are or become fully or partly ineffective, the effectiveness of the remaining provisions and the contract as a whole shall not be affected by this. The parties shall negotiate in good faith to replace the ineffective provisions by such effective provisions as come closest to the commercial purpose pursued with the ineffective provisions. If the ineffectiveness of a provision is based on a measure of performance or time (deadline or date) stipulated in such provision, the legally permitted measure most closely approximating the provision shall replace the original measure.

24. Privacy notice

The personal data required to conclude the contract will be handled in accordance with the regulations set by the General Data Protection Regulation (GDPR) and the Federal Data Protection Act (BDSG). To find out more information about our privacy policy, please visit our website at <https://expopharm.de/datenschut-zerklaerung>.

Version: February 2023



expopharm 

Supplementary Business Terms and Conditions

for advertising spaces at Messe Düsseldorf

Düsseldorf // 27–30 September 2023

1. Scope

The following terms apply on a supplementary basis to all orders by exhibitors concerning advertising on advertising space at the trade fair site of Messe Düsseldorf GmbH during the respective event.

2. Implementation

The processing requirements of Messe Düsseldorf shall be observed. Material and format deviations may incur additional costs.

Minor deviations from other orders/objects/views cannot be objected to regardless of the manufacturing process. This applies in particular to:

- // minor colour deviations from other orders and materials as well as individual objects and their views within an order,
- // minor deviations from the final format; in particular for advertising technical products 2% from the final format; all other products up to 1 mm from the final format,
- // the comparison between templates and proofs, for example, proofs and sample prints and printed data, of any origin, and the final product, even if ordered from Avoxa.

3. Delivery dates

Data for advertising space and labelling: Full-scale data must be provided without any errors at the latest 30 days before the start of the trade fair with type and CMYK colour scheme.

Insofar as the customer commissions Avoxa with uploading its print data, a processing fee of EUR 100 plus VAT will be invoiced.

In the event of delayed delivery, Avoxa reserves the right to raise its prices.

4. Proviso

For customers who have not yet been sent the admission invoice to the respective event at the point in time of commissioning advertising space pursuant to these General Terms, the contract for commissioning the advertising space is only effective with authorisation for the respective event. Materials not received by the deadline may endanger the proper performance of the order. Cancellations/defects in processing caused by this cannot be objected to.

Avoxa is entitled to refuse acceptance of an order and its implementation. As well as design or technical aspects, this may occur in the case of advertisements which, due to their message or nature of depiction, contain content which includes political, world view or religious extremist, racist messages or content which is contrary to good taste (e.g. sexist or otherwise offensive) or violates the interests of the property owner or other carriers or content which may create such associations.

Furthermore, Avoxa shall be entitled to reject advertising which, at its reasonable discretion, it believes to violate valid law or good morals or in cases in which the implementation of such advertising would be unreasonable for it (e.g. pursuant to the above paragraph). Otherwise, Avoxa shall be entitled to reject orders from customers who do not participate in the respective trade fair as exhibitors. Otherwise, the customer shall not have any claim to Avoxa accepting its order.

5. Return delivery/collection

Advertising materials will only be stored on request and up to a maximum of 7 days after the end of the trade fair for collection. By the final day of the respective event, the customer shall inform Avoxa whether it wishes to have its advertising material made available to it again. On request by the customer, the advertising material will be returned to the delivery address specified by the customer at its expense.

Avoxa shall not be held liable for damaged, stolen or lost advertising material.

Advertising material may be prepared for dispatch or collected on the first working day after the end of the trade fair at the earliest.

6. Positioning

Due to building measures or use by Messe Düsseldorf, there may be minor deviations from the confirmed positions or these positions may not be available. If there is not a possible equivalent replacement, the order value will be reduced on a pro-rata basis.

7. Price reduction

Weather-related disruptions or damage by third parties to advertising space do not give rise to a claim to a price reduction.

8. Complaints

Complaints shall be communicated to Avoxa without undue delay so that any defects can be remedied. Later complaints cannot be considered and shall not give rise to any claims against Avoxa.

9. Liability

Only the customer shall be liable for all damages due to the customer's provision, assembly and disassembly of the advertising media, including theft.

Avoxa does not accept any liability for damage caused by storms and vandalism, as well as damage by third parties. In the event a customer assembles its own advertising media/advertising space, Avoxa may demand proof that the booth is safe.

10. Dismantling

Advertising media/displays assembled by the customer themselves must be removed in compliance with the following deadlines:

Outdoor area:

On the final trade fair day by midnight at the latest

Hall areas:

Within the official dismantling periods

If these deadlines are not met, Avoxa may have the advertising media/displays etc. removed at the customer's expense.

11. Cancellation

In the event the customer cancels the order, Avoxa retains the right to invoice the full amount.

12. Musical playback

As also set out in Avoxa's participation conditions, musical playback of any kind (e.g. LED walls) require, according to the provisions of the Copyright Act, permission from the Performing Right Society (GEMA).

Contact:

GEMA, 11506 Berlin kontakt@gema.de, www.gema.de

Failure to request permission for musical playback can result in claims for damages by GEMA (Section 97 Copyright Act).