Specific Terms of Participation 2027

Event-specific additions to General Terms of Participation (ATB) and
Technical Regulations (TR) of Hamburg Messe and Congress GmbH (HMC)

MS&D international conference and expo on maritime security and defence

Event and legal entity:
Hamburg Messe und Congress GmbH
P.O. Box 30 24 80 · 20308 Hamburg
Messeplatz 1 · 20357 Hamburg
– hereinafter called **HMC** –

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Event title: **MS&D – International Conference & Expo on Maritime Security & Defence**

Venue: Congress Center Hamburg (CCH)
Congressplatz 1
20355 Hamburg

Event duration: **8 – 9 December 2027**

Project management: Exhibition Management 2

Claus Ulrich Selbach
Vice President Exhibitions Maritime & Energy

Christoph Lücke
Director Maritime Exhibitions

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Deadline for registrations / Start of space allocation: The **Early Bird conditions** apply until **31. March 2027.**
Start of **hall planning: March 2027**

Deadline for entries in exhibitor directory: September 2027

Opening times: Wed. 8 December – Thu. 9 December 2027 10:00 – 18:00 hrs

From 8 to 9 December the exhibition area is open for exhibitors from 8:00 hrs.

Assembly times / Disassembly times: The assembly and disassembly times will be announced in advance of the event.

Early stand assembly / Extended disassembly: Any requests for early stand assembly / extended disassembly times must be submitted in writing to the Production & Operations Department and approved (see Online Service Center / approvals and applications). An entitlement of approval does not exist. If you have any questions, please contact the Production & Operations Department (Tel.: +49 40 3569 2528 / e-mail: ops@hamburg-messe.de).

Minimum stand size: **9 sq. m** exhibition space

Application:
(see clause 2.2 ATB) Please note that the application gives no legal claim to a certain size or position of the stand.

Withdrawal of registration prior to acceptance:
(see clause 2.2 ATB) If a registration is withdrawn prior to acceptance, a processing fee of **€ 350 plus VAT** shall be payable.

Cancellation of stand:
(see clause 8.2 ATB) In the event of cancellation after acceptance, clause 8 of the General Terms of Participation shall apply.

Reductions in size of stand space: The stand space specified in the acceptance is binding. After acceptance, any reductions in stand space requested by the exhibitor are possible only in consultation with HMC, and do not lead to reduction in stand rent. If HMC succeeds in renting out the stand space to a third party, an administrative fee amounting to 25% of the (proportional) participation fee for the space not used by the exhibitor is payable in accordance with clause 8.2 ATB.

Exhibitor passes:
(see clause 16 ATB) Up to a stand size of **20 sq. m** exhibitor will receive **3 exhibitor pass** free of charge. One additional pass will be issued free-of-charge for every further 10 sq. m or part of sq. m. The total number of passes per exhibitor is limited to 5 exhibitor passes.
NO exhibitor passes are needed for assembly and disassembly.

Event media:
(see clause 14 ATB) The costs of the compulsory Networking & Marketing Package are **€ 690** plus statutory VAT per each main and co-exhibitor.

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Registration fee for co-exhibitors:
(see clause 4.3. ATB)

Co-exhibitors must be notified to HMC in writing with indication of company name, address, and products/services. The main exhibitor registers his co-exhibitors via his online registration.
The charge for co-exhibitors is **€ 350** plus VAT per co-exhibitor and will be invoiced to the main exhibitor.
If an admitted co-exhibitor cancels their participation, the registration fee for co-exhibitors will not be refunded.

Exhibition stand design:

Please note Clause 7 of the General Terms of Participation and Clause 5.7 of the Technical Regulations.

Stand partition walls:

Please note Clause 7 of the General Terms of Participation and Clause 5.7.6 of the Technical Regulations.

Two-floor exhibition stands:
(see clause 7.3 ATB, 5.9 TR)

Two-story exhibition stands are **not permitted** due to the exhibition space limitations at the CHH.

Stand construction height:

Please note the regulations on construction heights, Technical Regulations Clause 5.3

Stand roofing:
(see clause 5.4.2 TR)

Please note that roofing may impair the effect of the sprinkler system. It may then be necessary to install an additional sprinkler system on the stand itself.

Exhibitor events:

Holding an event at your own exhibition stand after the daily opening hours is not permitted.

Audio presentations:
(see clause 13 ATB)

Please limit your volume to a level that is acceptable for your neighbours. Relevant indications are shown in clause 6.12 and 5.7.7. of the Technical Regulations.

Compulsory presence and operation:
(clause 7.7 ATB)

The exhibitor is obliged to be present and operate his stand during the opening hours and for the entire duration of the fair, including the last day of the fair. Dismantling of the stand before the period set for dismantling is a breach of contract. HMC is entitled to impose a penalty charge of € 1,000 plus VAT. The same shall apply if the entire stand personnel leave before the end of the exhibition.

Exhibit protection:

Subject to a decision by the Federal Justice Ministry, HMC offers exhibitors a certificate for submission to the German Patent and Trade Mark Office that the exhibit to be protected (consumer / investment product, design / utility model) has been exhibited at MS&D 2027 For further information see Online Service Center / approvals and applications.

Insurance:
(see clause 21.7 ATB)

Any insurance requirements or damage reports should be sent to: versicherung@hamburg-messe.de.
Insurance policies can also be booked via the Online Service Center (OSC).

Advance payment for expected additional costs:
(see clause 5.3 ATB)

No additional advance payment is required for MS&D 2027.

Cost element clause:

In the event that the utility or labour costs payable by HMC (e.g., energy costs for electricity or gas, costs of water; wages, etc.) change during the six-month period beginning after the conclusion of the contract and ending at the end of the scheduled time for the event, without HMC being able to reasonably influence this change, HMC may, at its reasonably exercised discretion, adjust the Service Fees by an appropriate amount, provided that the changes have an immediate impact on the (pro-rated) purchasing costs in curred by HMC. In case of a cost increase, the amount added to the Service Fees must not exceed the increase in HMC's purchasing costs, and HMC shall offset this added amount against any reduction of other costs incurred by HMC elsewhere if applicable. The other party must be notified about any such Service Feed adjustment in textual form. HMC may, without being obliged to do so, sign such notification and may choose to do so using the DocuSign software. In the event of a dispute, the competent court of law may review the appropriateness of change of service fee. Any Service Fee adjustment must be announced one month prior to the beginning of the scheduled time for the event at the latest.

Specific provisions for official National Pavilions:

Application and stand sketch:

All companies participating in an official National Pavilion must be registered via a OneClickOrder link no later than **30 June 2027.** The default booth space allocation is set to "0" sq. m. Organizers of a National Pavilion are required to submit to HMC a detailed stand sketch by **30 June 2027**, showing the indi vidual stand areas and dimensions, as well as the placement of each participating company. The stand sketch must clearly indicate which company is located at each position within the National Pavilion and the number of sq. m. allocated to each exhibitor. HMC will assign stand numbers on the basis of the sketch. Exhibitors of a National Pavilion are only considered as such if they exhibit in the area of the National Pavilion and are placed in the National Pavilion. If an exhibitor participating in the National Pavilion registers a co-exhibitor, the "registration fee for co-exhibitors" de scribed above shall apply.

Exhibitor passes:
(see clause 16 ATB)

Companies which exhibit within an official National Pavilion will receive one free-of-charge exhibitor pass up to an occupied stand size of 9 sq. m. The exhibitor will receive three free-of-charge exhibitor passes up to a stand size of 20 sq. m. One additional pass will be provided for every additional 10 sq. m or part thereof. The total number of passes per exhibitor is limited to 5 exhibitor passes. The organiser of the pavilion will also receive five exhibitor passes free of charge, provided that the stand size of the pavilion is more than 100 sq. m.

Change of an individual exhibitor into a National Pavilion:

If an admitted main exhibitor changes to a space in a National Pavilion, this shall be deemed a rescission or cancellation in accordance with Clause 8 of the ATB.

Due to the security relevance of the event, there may be extended entry and security checks!
Further information will follow if necessary