

10-14 October 2018
**FRANKFURTER
BUCHMESSE**
Guest of Honour Georgia

Frankfurter Buchmesse Business Club

EXCLUSIVE BUSINESS CLUB COMPANY HUBS

The BUSINESS CLUB COMPANY HUBS give companies who do not have an own stand or those who need additional meeting space an exclusive opportunity for their business at Frankfurter Buchmesse.

Already in the run-up to the fair, you can arrange your appointments here and invite your clients to your Business Club Company Hub. During the fair you will meet your business partners in a quiet atmosphere.

Of course, you can also invite clients and new contacts who do not have a Business Ticket. Our special service staff at the meeting service counter will take care of the coordination of your appointments.

SERVICES INCLUDED:

- | Exclusive meeting area for up to 6 people branded with your company logo (incl. one lockable sideboard)
- | Power supply and lighting
- | Broadband Internet Access
- | Business Club Company Ticket for up to 5 delegates, incl. free lunch, opportunity to visit the exclusive Business Club events, to take part in the networking events and to visit Frankfurter Buchmesse conferences on Oct 9, 2018
- | 10 trade visitor one-day tickets (incl. use of public transport)
- | Insertion in Frankfurter Buchmesse exhibitor catalogue
- | Company logo crossmedia: catalogue (print/online), website and app
- | Insertion in Business Club brochure and on Business Club website (buchmesse.de/en/businessclub)

PRICES
Standard price
€ 8 190,-*

€ 299,-*
incl. Marketing fee per (mandatory)

* All prices are binding and subject to Value Added Tax at the applicable official rate.



- | Signage at the Business Club entrance, registration counter and in the Business Club meeting area
- | Service counter with specialist staff in the Business Club meeting area
- | Free coffee and water for you and your guests
- | Centrally located Business Club cloakroom (hall 4.0)
- | Marketing services Frankfurter Buchmesse
- | A parking space in the car park at the exhibition site (P 4)
- | SPECIAL SERVICE (exclusive for FBF exhibitors and Company Hub owners): Opportunity to book presentation slots at the FBF stages and additional advertising

CONTACT AND INFORMATION

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buchmesse.de/en

Business Club

The lounge for business
at Frankfurter Buchmesse

BUSINESS CLUB COMPANY HUBS

Frankfurter Buchmesse provides a showcase for books and book-related products and services from countries all over the world. It represents the world of books and promotes the sale of books, book-related articles, services for the book industry as well as the trading of rights as part of the international publishing business. It is organized and presented by the Frankfurter Buchmesse GmbH, Braubachstrasse 16, 60311 Frankfurt am Main, Germany (hitherto referred to as the Organiser).

3. Exhibits
3.1 Only articles, products and services of the publishing trade and media industry may be exhibited at Frankfurter Buchmesse.

3.2 Only such items or products may be exhibited which are in accordance with applicable legal requirements, and which are not affected by the rights of third parties.

3.3 The Organiser does not apply any form of censorship.

3.4 It is not permitted to exhibit any works which have been banned from production, distribution or import by a court of law in the Federal Republic of Germany, or similarly in a court of law abroad, provided this judgement has been declared enforceable in a court of law in the Federal Republic of Germany.

3.5 It is not permitted to promote or advertise any such items that are excluded from the fair.

3.6 Publications that have been officially indexed as liable to corrupt the young must not be accessible to juveniles.

3.7 Companies may only exhibit and promote their own products.

3.8 If requested, the Organiser will decide at their own discretion whether products or presentations may be permitted which do not appear to be directly related to the publishing or media industry (see 3.1).

4. Contracts

4.1 With the timely submission of the registration form, completed in full, signed, and delivered to the Organiser (by post, by fax or as an e-mail attachment) by the respective registration deadline (as specified on the registration form), the Exhibitor makes a binding commitment to the Organiser of their intention to participate in the event. It is possible to book certain areas online via our password-protected area on buchmesse.de/en, which is also considered binding.

4.2 Companies whose right to use their company name or substantial parts of the name is disputed by an established previous Exhibitor, may exhibit, provided that they can demonstrate their right to use the company name with a legally binding statement either issued by a court of law of the Federal Republic of Germany or whose enforcement has otherwise been officially authorised. This also applies to products and services exhibited at individual stands or as part of collective presentations.

4.3 Alterations or special provisions made by the subject of bankruptcy proceedings before the registration, the invoice will be created and sent without delay for 100 per cent of the invoice sum.

4.4 If, after having applied for registration, the Exhibitor receives a written or electronic order confirmation from the Organiser, this confirmation represents completion of the contract and official acceptance of the Exhibitor to participate at the event. The registration is only valid for the respective event and the registered company.

4.5 The Organiser is entitled to refuse the Exhibitor admittance to the event if the requirements for admittance are not (or are no longer) fulfilled.

4.6 Exhibitors who do not fulfil their financial obligations to the Organiser or have been late in payment can be excluded from the fair even after admittance.

5. Rental fees, participation fees

5.1 For rental fees or participation fees, please see the relevant registration form which is an integral part of the contract. The fees named in the order confirmation are binding. Every Exhibitor is required to pay the marketing fee (for further information see Page 2).

5.2 The rental fee or participation fee remains payable if the Exhibitor is prevented for whatever reason from attending or sending exhibits to the fair.

6. Terms of payment

6.1 Invoices for rental fees, participation fees and other service charges are payable in full upon receipt via money transfer to one of the following of the Organiser's accounts: Frankfurter Sparkasse
Account No.: 200 452 819
(Sort Code: 500 502 01)
SWIFT-Code/BIC: HEL AD EF 1822
IBAN: DE73 5005 0201 0200 4528 19

Postbank Frankfurt am Main
Account No.: 1021 601 (Sort Code: 500 100 60)
SWIFT-Code/BIC: PBNK DE FF
IBAN: DE21 5001 0060 0001 0216 01

Commerzbank AG, Frankfurt am Main
Account No.: 90 189 100 (Sort Code: 500 800 00)
SWIFT-Code/BIC: COBA DE FF XXX
IBAN: DE96 5008 0000 0090 1891 00

Objections can only be considered if raised within three weeks of the date of invoice.

7.2 Invoices for rental fees, participation fees and other service charges are payable in full upon receipt via money transfer to one of the following of the Organiser's accounts: Frankfurter Sparkasse
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7.3 If Business Club Company Hub owners cancel or withdraw from the contract, whether they have the right to do so or not, or otherwise communicates that they will not occupy the rented Business Club Company Hub, the Organiser is entitled to find another use for the entire rented space. If they no longer have the right to cancel or withdraw from the contract, the Business Club Company Hub owners will still be obligated to pay the fee. The Organiser must thereby calculate the value of the non-incurred expenses as well as any benefit gained from alternative use of the exhibition space. The Business Club Company Hub owners obligation to pay is not affected, if, in order to avoid a gap between stands, the Organiser offers the Company Hub to a third party.

7.4 If the Organiser is able to successfully rent the Company Hub to a new company, who could not be allocated another available exhibition space, the Business Club Company Hub owner withdrawing from the contract must pay the Organiser a cancellation fee of 20 per cent of the fee payable for the use of the Business Club Company Hub (plus the VAT owed at the time of the service). The Organiser thereby reserves the right to demand further compensation for administrative expenses.

7.5 Business Club Company Hub owner are entitled to provide evidence showing that the Organiser has not been disadvantaged or not to the extent that would justify payment of the requested amount.

7.6 The Organiser is entitled to deny admittance or reallocate exhibition space: – if payments are not made in full, on time or in accordance with contractual terms, provided the Organiser has given the Business Club Company Hub owner a deadline for payment, under threat of exclusion from the event, which the Business Club Company Hub owner has let pass – if the exhibition space has not been occupied by the Business Club Company Hub owner by the time the event opens and no indication of a later arrival is evident – if the exhibition requirements are no longer fulfilled by the registered Business Club Company Hub owner or if the Organiser later becomes aware of reasons which, had they been known before, would have justified a denial of admittance – if safety regulations are violated and a resolution of the problem is not possible or the Business Club Company Hub owner refuses to take according action. In case admittance is denied, obligation to payment as defined in Section 71, 73 and 74 remains unaffected.

7.7 Aside from the possibility to cancel as described in Section 71 and other standard legal withdrawal rights, Business Club Company Hub owners do not have the right to withdraw from or cancel the contract.

8.1 In certain cases, the Organiser is entitled to postpone, shorten, lengthen or cancel the event as well as provisionally or definitively close the event in part or in its entirety. These cases include compelling reasons for which the Organiser is not responsible or force majeure which require respective measures, such as natural catastrophes, war, strikes, terrorism, transportation blockages, blockouts and/or communication breakdowns. In these cases, the Business Club Company Hub owner retains no right to claim compensation for thereby incurred damages.

8.2 If the event is cancelled due to one of the reasons listed in Section 8.1, the Business Club Company Hub owner is obligated to cover a reasonable share of the costs connected with the overall preparation for the event. The requested share will be calculated by the Organiser but limited to maximum 50 per cent of the fee payable for the use of the collective stand or the work centre. The sum will be calculated based on all costs incurred by the Organiser up until the point of cancellation divided by the number of exhibitors (taking into consideration the size of the respective exhibition space reserved).

8.3 Force majeure that completely or partially hinders the Organiser or its service partners from fulfilling their obligations also absolves the Organiser from those obligations until the force majeure is removed. The Organiser will inform the Business Club Company Hub owner of this without delay, assuming it is not further hindered in doing so by force majeure. Force majeure is understood to include the inability to ensure a sufficient supply of utilities such as electricity, or the occurrence of strikes, lockouts or interventions by higher authorities, assuming these occurrences are not just of short duration, nor caused by the Organiser.

9. Liability, indemnity, expiration of terms

9.1 The Business Club Company Hub owner has a legal obligation to implement safety precautions to protect all individuals who enter rented Business Club Company Hub. In addition, German federal laws apply with regards to the liability of the Business Club Company Hub for any damages or loss caused by themselves or their assistance. The safety regulations stipulated in the "Technical Regulations" must be adhered to at all times. The Business Club Company Hub will be liable for any loss or irreparable damage to items supplied on a rental basis, from the moment of receipt until they are returned/collected, being liable for the new replacement value rather than reimbursement of the present value.

9.2 The Business Club Company Hub irrevocably releases the Organiser from any claims made by third parties with regards to the violation of laws or third party rights (particularly intellectual property rights, copyrights, image and name rights, brand and trademark rights, competition rights, personality rights) connected to the Business Club Company Hub owner including the Business Club Company Hub owner's activities, advertising, products and their intellectual contents. This release also applies to any penalty, court or legal expenses arising from such violations.

9.3 A strict liability of the Organiser for damages due to pre-existing deficiencies in the rented Business Club Company Hub is excluded. If the Organiser violates essential contractual terms due to simple negligence, any liability for compensation is limited to the predictable, typical or expected average damages in relation to the scope of this contract. Compensation claims for damages due to breach of contract, which would not be considered breach of cardinal obligations or essential contractual terms, are excluded to the extent that they are not due to gross negligence or deliberate culpable action of the Organiser and/or the Organiser's contracted assistants. This limitation of liability does not include attributes clearly identified and acknowledged by both parties in advance or for damages or loss to life, body or health to the extent that liability is legally obligatory due to negligence or deliberate action.

9.4 The Organiser is not liable for loss or theft of exhibited items or stand furnishing. For an additional fee, the Exhibitor may hire professional stand guards who have been approved by the Organiser for such duties.

9.5 Any claims the Business Club Company Hub owner makes against the Organiser arising from the contractual terms as well as any other related demands must be communicated to the Organiser in written form within ten days after the event. If any faults or disturbances become evident during the course of the event, they must be communicated to the Organiser without delay. Otherwise, the assertion of any respective claim will be invalidated.

9.6 The validity of the Business Club Company Hub owner's claims expires after three months, unless the liability of the Organiser results from deliberate action. Legal limitation periods for misdemeanours, fraudulence or negligent impossibility are unaffected. The limitation period begins at the end of the month in which the last day of the event is held.

10.1 The Exhibitor is not entitled to transfer any pending claims against the Organiser to a third party.

10.2 Any rights to retention or compensation from the Organiser may only be claimed by the Exhibitor if they have been legally determined, are not contested or have been accepted by the Organiser.

11. Catalogue

11.1 Every Business Club Company Hub owner will be included in the online Catalogue. The inclusion in the online Catalogue is obligatory and included in the marketing fee. The Organiser will decide if there is to be a printed Catalogue published in addition to the online Catalogue. The Exhibitor is not entitled to demand the production of a print edition of the Catalogue. In the case of a print edition, the official editorial deadline of the Catalogue and print edition is 30 June each year. If a print edition is issued, the Business Club Company Hub owner will receive a free copy.

11.2 In the event of a print edition of the Catalogue, a maximum of two cross references per company are allowed. These are subject to a fee (see "Price List" page 2). Cross references must be part of the company name and may not refer to different companies (even subsidiaries or imprints). The Organiser reserves the right to delete incorrect cross references without further notification of the Business Club Company Hub owner.

11.3 For any claims against the Organiser and their contracted administration and implementation assistants due to false, incomplete or missing entries, Sections 9.2 to 9.6 apply.

12. Occupation of stands, set-up and dismantling, Technical Regulations

12.1 The Business Club Company Hubs are open and accessible from Wednesday 10 October 2018, 8.30 am.

12.2 The Business Club Company Hubs are entirely built and dismantled by Frankfurter Buchmesse (incl. branding).

13. Sales

In general, books may only be sold to the book trade at the fair. At events, on the last day of the fair, or after special notification by the Organiser, books may be sold to the general public in compliance with fixed price

14.1 A special pass is required for access to the book fair.

14.2 Business Club Company Hub owners receive with their booking a Business Club Company Ticket. This ticket includes 5 6-day trade visitor tickets BUSINESS. Tickets need to be personalised in advance. The 6-day Business Ticket is valid from 9 October to 14 October 2018. It entitles its holders to already participate at the pre-conferences on Tuesday, 9 October 2018: THE MARKETS and Frankfurt Rights Meeting. From Wednesday 10 October 2018 the ticket grants access to the fairgrounds and the Business Club at 8.30 am.

15. Security, insurance

15.1 General patrolling and guarding of the exhibition site and its halls is performed by a company contracted by the Organiser. However, the Organiser assumes no responsibility for damages or loss of exhibited goods, the exhibition stand or any objects or belongings of the people working at the stand. This applies even if the collective stand is staffed by the Organiser with hostesses or security personnel. It is their exclusive responsibility to monitor whether third parties who enter the Business Club Company Hub have the required credentials.

15.2 Guarding of the Business Club Company Hub and its supervision during opening hours is generally the responsibility of the Business Club Company Hub owner.

15.3 Overnight, all valuable and easily removable objects must be securely locked away by Business Club Company Hub owner. At their own expense, the Business Club Company Hub owner may take advantage of the services provided by the security company working for the Organiser. It is recommended that all Business Club Company Hub owners purchase exhibition insurance, covering any damage and as far as possible lost items, based on the new replacement value.

16. Advertising

16.1 Advertising, in any form, is only permitted within the Business Club Company Hub owner's stand and on its inner surfaces; such advertising may only promote the Business Club Company Hub owner's own company and the products or services they produce and sell.

16.2 Presentations, optical, slow-moving and acoustic promotion features are permitted, provided these do not disturb neighbouring stands, do not lead to bottlenecks in the gangways and do not interfere with the fair's own announcement system in the halls. The volume may not exceed 50 dB(A) at the outer edge of the hub. In the event of failure to comply with this ruling, the Organiser is entitled to intervene and, if appropriate, demand the cessation of use. Permissions granted for the implementation of special advertising measures may be restricted or withdrawn in the interests of orderly operations of the fair.

16.3 Outside the own Business Club Company Hub own stand area, it is not permitted to undertake promotion activities either on or in front of the exhibition site. This includes the use of persons for publicity purposes, as well as the distribution or posting up of advertising material such as leaflets, posters, stickers, etc., in hall gangways, on the exhibition site, in the immediate vicinity of the exhibition site or on car parks used for the fair. It is also not permitted to carry out surveys, tests, competitions, raffles and prize games outside the Business Club Company Hub, the Organiser's own survey questionnaires are exempt from this rule. The Organiser may permit a limited number of the above-mentioned promotional activities, but no implicit rights to permission exist. Such permission must be received in writing from the Organiser, and will incur additional charges.

16.4 It is not permitted to hold receptions, lectures, press conferences, discussion events, etc. on the exhibition site without the written authorisation of the Organiser.

17. Cleaning, environmental protection

17.1 The Organiser is responsible for the general cleaning of the exhibition site and the gangways.

17.2 In the interest of environmental protection and sustainable fair operations, the Business Club Company Hub owner is obligated to minimise the use of packaging and the production of waste as well as to make use of environmentally friendly and recyclable packaging, decorations and advertising materials. If a sorted waste removal system is in place, the Business Club Company Hub owner is required to comply with the sorting system and to participate in the connected waste removal expenses in accordance with the costs-by-cause principle.

18. Non-compliance with "Terms & Conditions"

18.1 The Business Club Company Hub owner is subject to the Organiser's "Terms & Conditions"

for the entire duration of the fair and on the entire exhibition site. The orders given by the Organiser's employees who are followed at all times.

20.2 Naturally, every client has the right to request the Organiser, in written form or by e-mail, not to send them any further information about future events.

21. Written form, severability clause

Any and all claims made by the Business Club Company Hub owner on the basis of the contract as well as of non-contract nature must be submitted to the Organiser in writing. The written requirement is considered fulfilled if the respective declaration is transmitted and confirmed in electronic form or by fax, if individual clauses in the registration documents or participation conditions are or become invalid, this does not affect the validity of the rest of the contract. In this case the invalid regulation must be interpreted or amended in such a way that the original intention be met as closely as possible.

22. Applicable law, court of contractual fulfilment, court and law of jurisdiction

22.1 For interpretation of the contract and participation conditions, the German take cases precedence in the case of a dispute.

22.2 For the entire legal relationship between the Organiser and Business Club Company Hub owner, only the laws of the Federal Republic of Germany apply. The terms of the CISG (United Nations Convention on Contracts for the International Sale of Goods) are expressly excluded.

22.3 The place of contractual fulfilment and exclusive court of jurisdiction for both parties is Frankfurt am Main, Germany, provided the Business Club Company Hub owner is a business entity, corporate body under public law, represents fund assets subject to public law, does not otherwise have a place of jurisdiction in Germany or has taken up residency or place of residence abroad or at an unknown location. The Organiser nevertheless reserves the right to also take legal action at the Business Club Company Hub owner's general place of jurisdiction.

6.2 Invoicing
6.2.1 Business Club Company Hubs After the Organiser has received the registration, the invoice will be created and sent without delay for 100 per cent of the invoice sum.

6.3 If an Exhibitor is not based in Germany and would like an invoice without German VAT, he is obliged to send proof of their entrepreneurial status from their presiding authorities to the Organiser, along with their registration. Registration without proof of entrepreneurial status obliges the Organiser to add German VAT to the invoice total. Exhibitors based in EU member states (outside of Germany) only need to declare their VAT identification number (VAT Reg. No.) on the registration form. In the event of changes in their legal form or registered address, the Exhibitor is required, unprompted, to submit a new proof of entrepreneurial status or their VAT identification number to the Organiser.

6.4 If an Exhibitor wishes to alter an invoice because the name, legal status or address have changed, a service fee of 50 euros (plus VAT) will be charged.

6.5 If payment is delayed, the Exhibitor must pay default charges of 9 per cent points above the European Central Bank's basic interest rate. Enforcement of additional or higher compensation is not ruled out.

6.6 If payment of the invoice is not received on time, the Organiser may reallocate the rented Company Hub, but the Exhibitor still remains liable for full payment. In the event of such reallocation, Section 7 applies.

6.7 The Organiser has the right to invoice customers by post or electronically (sent by e-mail or available as a download on their website).

7.1 A cancellation of the registration is possible if submitted in written form before the respective registration deadline: 30 June 2018 To compensate for administrative expenses, a processing fee totalling 20 per cent of the fee payable for the use of the Business Club Company Hub will be due. To be considered valid, the Organiser must have received the written explanation of cancellation at the latest by the respective deadline.

7.2 Aside from the possibility to cancel as described in Section 71 and other standard legal withdrawal rights, Business Club Company Hub owners do not have the right to withdraw from or cancel the contract.

8.1 In certain cases, the Organiser is entitled to postpone, shorten, lengthen or cancel the event as well as provisionally or definitively close the event in part or in its entirety. These cases include compelling reasons for which the Organiser is not responsible or force majeure which require respective measures, such as natural catastrophes, war, strikes, terrorism, transportation blockages, blockouts and/or communication breakdowns. In these cases, the Business Club Company Hub owner retains no right to claim compensation for thereby incurred damages.

8.2 If the event is cancelled due to one of the reasons listed in Section 8.1, the Business Club Company Hub owner is obligated to cover a reasonable share of the costs connected with the overall preparation for the event. The requested share will be calculated by the Organiser but limited to maximum 50 per cent of the fee payable for the use of the collective stand or the work centre. The sum will be calculated based on all costs incurred by the Organiser up until the point of cancellation divided by the number of exhibitors (taking into consideration the size of the respective exhibition space reserved).

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