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The ZELLCHEMING platforms







June 18 - 20, 2024

Professional exchange of technology adopters and providers across the entire value chain





June 20, 2024

ZELLCHEMING Career Day – The new networking format for the next generation of the paper and fiberbased industry



June 19, 2024

The network for women in the pulp and paper industry



Fall 2024

A joint initiative of the association ZELLCHEMING e.V. with its technical committees and the Technical University Darmstadt





The event highlight for the paper-, pulp- and fiber-based industry:

- Trade fair for the latest developments of the European pulp, paper and fiber industry and its suppliers - at the main production location of the FU
- Platform for technical exchange between technology users and suppliers across the entire value chain (packaging, paper, board, etc.)
- Bridge between engineering expertise, pilot projects and commercial applications
- Stage for paper and pulp-based developments
- Showcase for the optimal use of valuable natural resources

The lecture program: practical & future-oriented







On three days, visitors and exhibitors of the trade fair can attend presentations and obtain specific information on their individual topic and application areas.

Main topics:

Sustainability

Climate change has become the central topic of politics. The general core demand is the socially acceptable and at the same time climate-protective reduction of greenhouse gases. One of the tasks of the ZELLCHEMING association is to support, within the scope of its possibilities, the paper and fiber-based industry in assuming its role in the cycle-based bioeconomy.

Bioeconomy

Circular economy based on renewable raw materials and careful use of resources, possibilities for climate-neutral production of cellulose fiber-based products and materials

Digitalization

The paper industry as the leading process industry in this area

- Environment, energy, climate
- Best Practice lectures

"Learning from the best" - the exhibitors of the ZELLCHEMING-Expo present practical applications

Networking in the focus







The ZELLCHEMING-Expo also offers visitors a convenient environment off-site of the trade fair to talk to business partners, new customers and colleagues and thus expand their professional and personal network.

- Get-Together on the evening of the first event day in the exhibition hall
- Women4Paper
- ZELLCHEMING Summer Evening
- ZELLCHEMING Career Day

Participation in the Expo is worthwile!







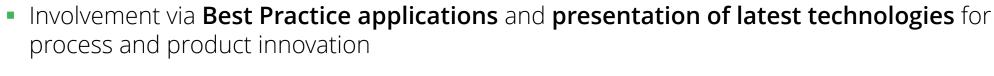
- Profile, products and innovative solutions are **presented prominently**
- Important content in a sophisticated designed environment and technical context



- Participants benefit from the reach and awareness of the ZELLCHEMING-Expo and the association's network
- State-of-the-art event platform combines **innovative tools and formats**



- **Exchange and network expansion** by LIVE lectures, panel discussions and workshops
- **Unlimited networking options and lead generation** based on matchmaking algorithms





Workshops on selected topics and subject-specific exchange







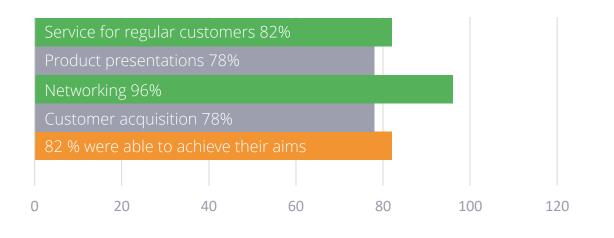


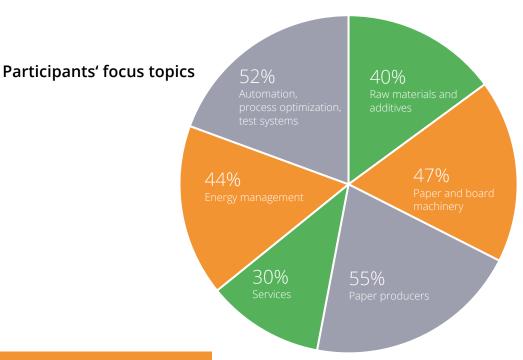












2,647 Industry experts

310 Online participants

150 Exhibitors

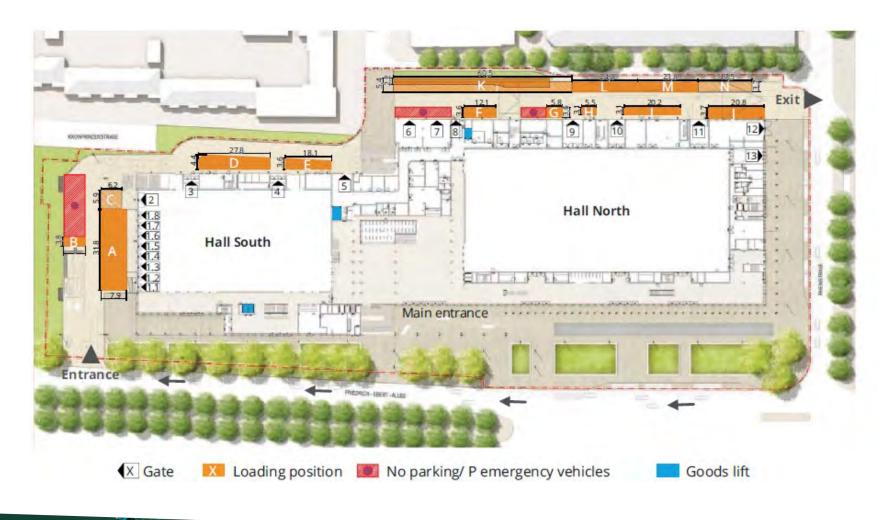
4,600 m² Exhibition space



General plan RMCC Wiesbaden







Stand space prices*



	Row stand (1 open side) price per m²	Corner stand (2 open sides) price per m²	Head stand (3 open sides) price per m²	Island stand (4 open sides) price per m²
Former exhibitor (2022) member company until December 1, 2023	237.00 €	256.00 €	266.00 €	280.00 €
Former exhibitor (2022) non-member company until December 1, 2023	290.00€	312.00€	329.00 €	341.00 €
Early bird rate member company until February 2, 2024	243.00 €	263.00 €	276.00 €	287.00 €
Early bird rate non-member company until February 2, 2024	297.00 €	322.00 €	339.00 €	351.00 €
Standard rate member company from February 3, 2024	254.00 €	275.00 €	286.00 €	298.00 €
Standard rate non-member company from February 3, 2024	307.00 €	335.00 €	353.00 €	365.00 €

Special stands (more details in the dedicated flyer)

- Newcomer Pavilion (booth size 9 m²) 4,450.00 €**
- Joint stand "SME" (booth size 9 m²) 5,550.00 €**
- Joint stand "Start-up companies" (booth size 6 m²) 990.00 €**
- ** Surcharges apply for bookings made after May 10, 2024!

Mandatory marketing contribution per exhibitor 750.00 € Hygiene- and disposal flat rate 15.00 €/m² *All prices + VAT.



Euro 750.00 + VAT – benefits:



Digital package for the exhibitor- and product directory

- Basic entry digital platform (value EUR 1,045.-)
- Listing in 10 product groups
- Company profile with text and image
- Logo in exhibitor search

Marketing materials

- Voucher codes for your customers
- Visitor promotion templates
- Provision of event logo/-banner and e-Mail signature

Visitor marketing



- Promotion of the trade fair for visitor acquisition
- International media presence at trade fairs



Press work

- Extensive press work to promote the trade fair
- Display of your press release in the press boxes at the trade fair

Social media

- Extensive promotion of the trade fair as well as the general program via various social media channels
- Visitor acquisition campaigns



On-site marketing

 Company name and stand number in the event guide and in the floor plans on site





1. Registration in good time

Send us the registration form and benefit from the early bird prices for ZELLCHEMING-Expo 2024.

2. Selection of stand space

We are happy to take requests for your preferred stand spaces into account, depending on the space available within the respective thematic focus.

3. Your exhibition stand

You will bring your own exhibition stand? Please note our stand construction guidelines for the design of your stand: https://www.rmcc.de/fuer-aussteller/ausstellerunterlagen.php

4. Optimal preparation of your performance

After your stand has been confirmed you will be sent further documents to prepare your optimal trade fair performance.



You are a start-up company and would like to try out the ZELLCHEMING-Expo as an industrial platform for the first time?

Then take advantage of the uncomplicated and inexpensive participation package "Start-up Area".

Requirement

You are a start-up company.

Services

- Stand space 6 m² (incl. stand construction)
- Stand equipment:
 - Company lettering on a stand fascia
 - 1 high table, 2 bar stools
 - Daily stand cleaning
 - You are welcome to request additional feebased services through the <u>RMCC Order</u> Catalog
- 2 exhibitor passes

Benefits

- Cost-efficient participation (stand 6 m²)
- Low organizational effort due to the full-service package

Full-service package

6 m² stand space incl. stand construction 990.00 Euros*) incl. mandatory marketing contribution as well as hygiene- and disposal flat rate (all prices + VAT).

*) Surcharges apply for bookings made after May 10, 2024!



Are you new to the industry or would you like to try out the ZELLCHEMING-Expo for the first time as an industry platform?

Take advantage of the uncomplicated and costeffective "Newcomer Pavilion" participation package.

Requirements

 You are exhibiting for the first time or have not been a main exhibitor at the ZELLCHEMING-Expo within the last five years

Services

- Stand space 9 m² incl. stand construction
- Stand equipment:
 - Be-Matrix wall system
 - Carpeting
 - Company lettering on a stand fascia
 - 1 high table, 2 bar stools
 - brochure rack
 - Lockable information counter
 - 2 LED spotlights
 - 1 Schuko outlet with a triple Schuko power strip (incl. power consumption)
 - Daily stand cleaning
 - You are welcome to request additional fee-based services through the <u>RMCC</u> <u>Order Catalog</u>
- 2 exhibitor passes

Benefits

- Cost-efficient participation (stand 9 m²)
- Low organizational effort due to the fullservice package
- Increased attention because of special promotion of the joint stand

Full-service package

 9 m² stand space 4,450.00 Euros*) incl. mandatory marketing contribution as well as hygiene- and disposal flat rate (all prices + VAT).

^{*)} Surcharges apply for bookings made after May 10, 2024!



Are you a small or medium-sized company looking for an easy and cost-effective way to present your products and services at the ZELLCHEMING-Expo?

Then take the opportunity to present yourself to your customers as part of the "SME joint stand".

Requirements

 You are exhibiting for the first time or have not been a main exhibitor at the ZELLCHEMING-Expo within the last five years

Services

- Stand space (9 m²)
- Stand equipment:
 - Be-Matrix wall system
 - Carpeting
 - Company lettering on a stand fascia
 - 1 high table, 2 bar stools
 - brochure rack
 - Lockable information counter
 - 2 LED spotlights
 - 1 Schuko outlet with a triple Schuko power strip (incl. power consumption)
 - Daily stand cleaning
 - You are welcome to request additional fee-based services through the <u>RMCC</u> <u>Order Catalog</u>
- Separate listing of your company online
- 2 exhibitor passes

Benefits

- Cost-efficient participation (stand 9 m²)
- Low organizational effort due to the fullservice package
- Increased attention because of special promotion of the joint stand

Full-service package

- 9 m² stand incl. stand construction 5,550.00 Euros*)
- * + mandatory marketing contribution amounting to 750.00 Euros;
- + hygiene- and disposal flat rate amounting to 15.00 Euros/m²
- + VAT.

^{*)} Surcharges apply for bookings made after May 10, 2024!

Order a system rental booth and additional rental furniture from one of our service partners.

They will also be happy to provide you with an individual offer for your exhibition booth.

Please book your system rental stand and rental furniture by May 16, 2024, at the latest. Surcharges will apply for later bookings.

Requirements

You have booked a stand space at the ZELLCHEMING-Expo

Benefits

 Low organizational effort due to a full-service system rental stand at the exhibition

All-inclusive price system rental booth "Basic"

- Price on request*
- * + mandatory marketing contribution amounting to 750.00 Euro;
- + hygiene- and disposal flat rate amounting to 15.00 Euro/m²;
- + VAT.





ZELLCHEMING Career Day – Sponsoring opportunities*



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The new networking format for the next generation of the paper and fiber-based industry

Efficient networking - Benefits for exhibitors

- Perfect marketing mix booth, stage presentation, sponsoring
- Paper rally incl. tablet equipment + game guide (professional support in asking questions), guaranteed leads.
- Special career eye-catchers
- Jobwall on site and digitally
- Social-Media-Wall
- Sponsor identification at booth + hall





Karrieretag

- Support Sponsor: EUR 950.00
 1 job offer on site
 Mention by name on advertising poster in the exhibition hall
- Classic Sponsor: EUR 1,500.00 3 job offers on site/digitally with QR code Basic online profile Logo on advertising poster in exhibition hall Optional: participation paper rally: plus EUR 750.00
- Premium Sponsor (max. 10 companies): EUR 4,000.00 Logo at career booth + lecture forum 5 on-site job offers/digitally with QR code Premium online profile Paper rally

All prices + VAT.

* Participation only possible for exhibitors and sponsors of ZELLCHEMING-Expo 2024 as well as companies of the pulp and paper producing industry



Catering at the RMCC

- Gauls Catering is one of the most efficient caterers in Germany and is available to you as an exclusive catering partner at the RMCC. You can download the order form for your stand catering <u>here</u>.
- At the exhibition and trade fair stands, catering is also provided by RMCC's exclusive partner. You are welcome to bring your own drinks and snacks.
- If you plan to bring your own caterer, please contact us well in advance!



You can download and complete the registration form <u>here</u>.

Please return the duly completed and signed registration form to c.gembus@zellcheming.de

You will receive a non-binding offer, which must be confirmed in writing within 14 days, after which the stand option expires. With receipt of your confirmation your booking becomes binding.



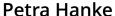
Contact partners

Questions?









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Terms and conditions

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1. Scope of application

- The following terms and conditions shall apply to the leasing of stand spaces by the contracting partner from ZELLCHEMING Service GmbH.
- b) These terms and conditions shall form an integral component of all our offers and contracts, even in ongoing business relations, and shall also apply to all future transactions with the contracting partner.
- c) Any terms and conditions of the contracting partner shall not establish any obligations on our part, even if we have not expressly rejected them. Any earlier general terms and conditions or other terms and conditions of our own shall be replaced by these Terms and Conditions, unless expressly agreed otherwise with the contracting partner which must always be made in writing.

2. Conclusion of contract/contractual partners

- a) The application/assignment must be made by sending in the registration form or otherwise accepted by ZELLCHEMING Service GmbH. The contracting partner shall be bound to the offer three weeks from our receipt thereof.
- b) If a stand confirmation is issued after an order, the content of the confirmation shall form an integral component of the agreement. If the contracting partner is a merchant, the contracting partner must lodge a written protest with us about any variations between the application/assignment and the confirmation within 14 days.
- c) Several contractual partners shall be liable to us as joint debtors.

3. Stand rental fees

The prices per square meter specified by ZELLCHEMING Service GmbH shall apply. Each initiated square meter shall be rounded up to the next square meter. The supports and columns are not deducted in the calculation of the square meters.

4. Opening hours

For visitors, opening hours shall normally be from $9 \, a.m.$ to $6 \, p.m.$ on Tuesday, June 18, 2024, and Wednesday, June 19, 2024, and on Thursday, June 20, 2024, from $9 \, a.m.$ to $4 \, p.m.$; for the contracting partner, normally continuously from $8 \, a.m.$ to $6 \, p.m.$ These hours are subject to change.

5. Assembly

Sunday, June 16, 2024 7 a.m. to 10 p.m., Monday, June 17, 2024 7 a.m. to 10 p.m. You will receive further information with the exhibitor documents.

6. Dismantling

Thursday, June 20, 2024 5 p.m. to 10 p.m., Friday, June 21, 2024 7 a.m. to 10 p.m. You will receive further information with the exhibitor documents...

7. Placement

We shall endeavor to provide the contracting partner the space provisionally foreseen in the stand confirmation. To distribute the exhibition space in an optimal fashion, however, we may allocate the contracting partner another space of the same quality, category, and size if this is reasonable for the contractual partner.

8. Stand design

- a) To assure a sound overall impression, we have determined guidelines for the stand design which shall be binding for the contracting partner; these stand guidelines shall form an integral component of this agreement. The guidelines may be viewed at https://www.rmcc.de/fuer-aussteller/ausstellerunterlagen.php
- b) The construction, design and safety of the stand shall be the responsibility of the contracting partner. They must meet applicable law and our technical guidelines, which likewise may be viewed at https://www.rmcc.de/fuer-aussteller/ausstellerunterlagen.php

- c) Presentations and displays of any type, the setup of exhibitions and the distribution of advertising materials may only be made from the stand and in such fashion that visual, acoustic and other nuisances do not arise for other (particularly neighboring) stands, and that there are no impediments in stand and walkway spaces.
- d) In the event of any infringement of a), b) or c) above, we shall be entitled to request the contracting partner to discontinue the breach. If the breach is not discontinued immediately, we shall especially be entitled in accordance with Section 17 b). In such event, a contractual penalty shall further be due in the amount of 10 times the rent for the stand.
- The stands must be occupied by personnel during the opening hours pursuant to Section 4 and contain the exhibited objects.
- f) Hand or direct sales, particularly of exhibited goods or samples, shall be prohibited. »Manual or direct sales« shall mean any remunerative issue of goods or provision of services by the exhibitor on the fair grounds. Goods may only be issued free of charge.

9. Technical services

ZELLCHEMING Service GmbH shall provide the general heating, cooling, and lighting. The contractual partner bears the costs for the stand installation of water supply, electricity supply, telephone connections etc., plus consumption and utilized services.

10. Terms and conditions of payment

- a) The rent for the stand shall be due in two equal installments. The first installment (request for installment) shall be invoiced to the contracting partner and mailed with the stand confirmation and shall be due immediately. The second installment (final invoice) minus actual payments already made shall be charged at the earliest three months prior to the start of the event and shall likewise be due immediately.
- b) Invoices regarding other ordered deliveries and performances shall be due immediately as of the invoice date.
- c) In the event of default, the interest rate stipulated by law shall apply at the rate of 9 percentage points above the base interest rate applicable on the default date (§ 288 (2) of the Civil Code).
- d) For each reminder to the contracting partner after the occurrence of default, we shall be entitled to demand a lump sum of EUR 3.00. The contracting partners shall retain the right to prove that no damage was incurred or that much less damage than this lump sum was incurred. We reserve the right to assert further claims for damages caused by delayed payment.

11. Reservations

- a) If there are compelling reasons for which we are not responsible (e.g. labor dispute, issued ordinance or general decree in connection with a pandemic) and force majeure, we are entitled to postpone, shorten, close or cancel the event in whole or in part. The remuneration to be paid by the contractual partner is then to be adjusted accordingly or is not applicable in the event of a complete cancellation.
- b) If, in accordance with our experience, it becomes evident that the event cannot have the desired success for the exhibitor due to insufficient participation in the exhibition or due to unexpectedly weak visitor interest, we may cancel the event. The corresponding declaration must be received by the contracting partner two months prior to the planned start of the event. In the event of a cancellation in due time, we shall not be obliged to compensate any expenses or damage.
- c) In the event of a cancellation of the trade fair, we must without undue delay repay the contracting partner any (advance) payment rendered by it.

12. Reclamations

 a) The contracting partner must lodge a complaint about obvious performance deficiencies or the absence or elimination of warranted features in such due time that we can procure redress. b) Only if remedial action has not been taken within a reasonable period of time, remedial action is not possible or has been refused, in the event of serious defects that make the event impossible the contractual partner can choose to terminate the contract without notice or demand a reasonable reduction of the compensation.

13. Liability limitation/Exclusion of liability

- a) Any claims for damages against ZELLCHEMING Service GmbH shall be excluded This shall not apply
- in the event that a life, body or health injury is culpably (in the sense of the German legal term *schuldhaft*) caused by ZELLCHEMING Service GmbH or one of its employees, collaborators, other vicarious agents or representatives (herein after: ZELLCHEMING Service GmbH-Team);
- in the case that an intentional (in the sense of the German legal term worsätzliche) or grossly negligent behavior of ZELLCHEMING Service GmbH or of the ZELLCHE-MING Service GmbH-Team is the basis for the damage claim.
- in the event of a violation of a warranty (in the sense of the German legal term »Garantie«) granted by ZELLCHEMING Service GmbH.
- in the case of mandatory liability, e. g. under the German Product Liability Act (»Produkthaftungsgesetz«) and
- if ZELLCHEMING Service GmbH or the ZELLCHEMING Service GmbH-Team negligently breaches a material contractual obligation. However, if ZELLCHEMING Service GmbH or the ZELLCHEMING Service GmbH-Team negligently breaches a material contractual obligation the liability of ZELLCHEMING Service GmbH is limited to the amount of damages that is typically foreseeable. A material contractual obligation is a contractual obligation, whose performance is necessary to execute the contract properly and whose performance the other contract party may regularly rely upon.

The aforementioned clauses do not imply any change of the burden of proof to the detriment of the contracting partners.

- If our liability is excluded or limited in accordance with the above provisions, this shall also apply to the personal liability of the employees, collaborators and other vicarious agents and representatives of ZELLCHEMING Service GmbH.
- c) We have procured an exhibition insurance against common insurable risks, such as fire, breakin, theft, water damage, etc. We recommend that the contracting partner covers risks by applying at its own cost using the form foreseen for this purpose in the technical documents.

14. Subletting/prohibition of assignment

- a) Without our approval, the contracting partner shall not be entitled to provide the stand allocated to it in whole or in part to a third party for use, particularly to sublet it or accept orders for other companies, unless the third party is a coexhibitor (= a party appearing at the stand of the contracting partner with its own personnel and a range of products). The contracting partner must inform us in writing before the start of the event regarding the person of the third party. The contracting partner shall be liable to us for any breaches by the third party and that the general terms of contract is also valid for and accepted by the third party. Co-exhibitors are only such companies which are reported expressly to ZELLCHEMING Service GmbH as co-exhibitors by the main exhibitor.
- b) The contracting partner may not assign any claims against us to a third party.

15. Set-off/retention

The contractual partner may only offset our claims against counterclaims that have been acknowledged by us or have been legally established. The contractual partner may not assert rights of retention or rights to refuse performance in accordance with §§ 273, 320 BGB (German Civil Code) unless we are guilty of a gross breach of contract.

16. Lien

To secure our claims, we hereby reserve the right to exercise a lessor's lien and to have the object under lien sold after written notice pursuant to the provisions of law.

17. Early cessation of the agreement

- a) Early cessation of the agreement (including parts of the scope of services such as the use by co-exhibitors) shall only be possible with our approval. If the lease agreement is ended early (including parts of the scope of services such as the use by co-exhibitors), the contracting partner shall remain obliged to pay us the full stipulated rent for the stand as damage compensation in lieu of performance. The contracting partner retains the right to prove that no damage was incurred or that much less damage than the stipulated rent for the stand was incurred.
- b) We shall especially have the right to terminate the stand lease agreement without notice if it is no longer reasonable for us to adher to the agreement due to the conduct of the contracting partner. It shall and longer be reasonable for us, for example, if the contracting partner is in default with a not insignificant portion of its payment obligations towards us or the contracting partner repeatedly breaches its other contractual obligations. In the event of termination without notice, we shall also be entitled to demand compensation from the contracting partner of the damage incurred by us due to the conduct of the contracting partner entitling us to terminate the agreement without notice.

18. Place of performance and jurisdiction

Offenbach shall be the place of performance and jurisdiction, provided the contracting partner is a merchant entered in the commercial register or is a legal person in public law or a special public fund. We shall also be entitled to assert claims before the court competent for the registered office of the contracting partner. Any exclusive place of jurisdiction shall not be excluded hereby.

19. Agreement to film, image and sound recording

The contractual partner agrees and permits that ZELLCHEMING Service GmbH makes or has made film, image and sound recordings as well as drawings of exhibition stands and ismidual exhibits in order to document these or for their own publications, especially in Internet and for advertising purposes. This permission of use is unlimited in time and especially includes production, publication, copying, exploitation as well as processing/altering and is thus also unrestricted in substance.

20. Miscellaneous provisions

- a) The following shall form integral components of agreement: the product groups viewable at zellcheming-expo.com, the building rules and the organizational, technical and other provisions viewable at https://zex.mesago.com/frankfurt/en/ planning-preparation/exhibitor-information.html#guidelines sent to the contracting partner before the start of the event.
- b) All covenants reached with us must be made in writing. This shall also apply to the simplification or rescission of this requirement for the written form.
- c) Should any provisions of our agreement with the contracting partner or other covenants with the contracting partner or these general terms and conditions of contract be or become invalled in whole or in part, the other provisions of the agreement or other covenants or these general terms and conditions of contract shall not be affected thereby.

Status: September 2023

