

**AUTOMOTIVE MEETINGS MADRID 2019**  
**JUNE. 26-27, 2019**  
**RATES AND BOOKING FORM – WORLDWIDE COMPANIES**

Carefully review the below packages and book the most appropriate one for your company. All features included are clearly described here below. We highly recommend you to prepare graphics (posters, roll-ups, pop-up booths, etc.) for your stand.

**BASIC PACKAGE - 4 M<sup>2</sup>**

1 Company – 1 Delegate

**€ 2.500 EUR\***

One 4 m<sup>2</sup> booth (2x2)  
 1 Company – 1 Delegate  
 Fully equipped with spot lights, 1 table, 3 chairs, carpet and fascia board



- ♦ A detailed profile of your company in the online catalogue
- ♦ Unrestricted access to the online detailed catalogue
- ♦ One schedule of pre-planned BtoB meetings based on your choices
- ♦ Access to the workshops on June. 26 & 27
- ♦ Access to the coffee corner on June. 26 & 27

**EXECUTIVE PACKAGE - 8 M<sup>2</sup>**

1 Company – 2 Delegates

**€ 3.500 EUR\***

One 8 m<sup>2</sup> booth (4x2)  
 1 Company  
 2 Delegates  
 Fully equipped with spot lights, 2 tables, 6 chairs, carpet and fascia board



- ♦ A detailed profile of your company in the online catalogue
- ♦ Unrestricted access to the online detailed catalogue
- ♦ One schedule of pre-planned BtoB meetings based on your choices
- ♦ Access to the workshops on June. 26 & 27
- ♦ Access to the coffee corner on June. 26 & 27

**DELUXE PACKAGE - 12 M<sup>2</sup>**

1 company – 3 Delegates

**€ 6.000 EUR\***

One 12 m<sup>2</sup> booth (4x3)  
 1 Company  
 3 Delegates  
 Fully equipped with spot lights, 2 tables, 6 chairs, carpet and fascia board



- ♦ A detailed profile of your company in the online catalogue
- ♦ Unrestricted access to the online detailed catalogue
- ♦ One schedule of pre-planned BtoB meetings based on your choices
- ♦ Access to the workshops on on June. 26 & 27
- ♦ Access to the coffee corner on June. 26 & 27

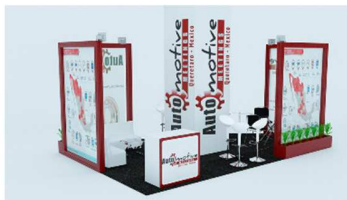
**\*Deadline to confirm this package: May 24.**

**PREMIUM 24 M<sup>2</sup>**

1 Company – 4 Delegates

**€ 10.000 EUR\*\***

One 24 m<sup>2</sup> booth (6x4)  
 1 Company  
 4 Delegates  
 Fully equipped with spot lights, 2 high tables, 1 meeting area, carpet, storage and printed graphics.



- ♦ A detailed profile of your company in the online catalogue
- ♦ Unrestricted access to the online detailed catalogue
- ♦ One schedule of pre-planned BtoB meetings based on your choices
- ♦ Access to the workshops on June. 26 & 27
- ♦ Access to the coffee corner on June. 26 & 27

**\*Deadline to confirm this package: May 24.**

Your Initials: \_\_\_\_\_

**Additional delegate**

**€ 300 EUR\***

- ♦ Access to the workshops on June, 26 & 27
- ♦ Access to the coffee corner on June, 26 & 27

**Workshop**

**€ 1.500 EUR\*\***

Lead a "Solutions Workshop" on a topic in relation with one of your specific competencies or innovations. The workshop shall not last more than 30 minutes and will gather between 15 to 40 delegates willing to attend. Your topic will be advertised through the **AUTOMOTIVE MEETINGS MADRID 2019** promotional tools (Direct Marketing, media communication, etc...). It will also be presented in the online Catalogue, accessible to all the delegates prior to the convention. If you wish to lead a "Solutions Workshop", please provide with the following information: topic title, short description (5-10 lines).

Workshops are schedule in parallel to the BtoB Meetings either on June 26 or 27.

*Note that we reserve the right to decline all requests without justifications.*

**Advertisement in the Official Catalogue**

**€ 1500 EUR\*\***

A two sided advertisement of your company. You should supply the artwork in English and Spanish in JPG or PDF, with a size per page of 14.5 x 21.5 cm and a bleed of .5 mm on each side (a final size of 15.5 x 22.5 cm).

**Deadline to confirm & send graphics: Friday, May 24<sup>th</sup>.**

**Seated Business Lunch 26/27 June, 2019**

**€ 30 EUR\*Person/Day\***

Description of your objectives while in Spain:

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.....

Which kind of industrial visits would you be interested in?

.....

.....

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.....

.....



Please return the completed form to the address below :

abe - advanced business events-  
AUTOMOTIVE MEETINGS MADRID 2019

35/37 rue des Abondances, 92513

BOULOGNE-BILLANCOURT Cedex - France

Tel: +33 1 41 86 41 43 Fax: +33 (0) 1 46 03 86 26

Website: <http://spain.automotivemeetings.com> e-mail : [automeetingspain@advbe.com](mailto:automeetingspain@advbe.com)

SAS au capital de 50 000 euros

RCS Nanterre 515 013 506 – N A F : 8230Z

Your Initials: \_\_\_\_\_

**PURCHASE ORDER**

**CONFIRM YOUR SELECTION:**

ρ <b>Basic Package - 4 m<sup>2</sup> booth: 1 company – 1 delegate</b>	2.500 EUR*.....
ρ <b>Executive Package - 8 m<sup>2</sup> booth: 1 company – 2 delegates</b>	3.500 EUR*.....
ρ <b>Deluxe Package - 12 m<sup>2</sup> booth: 1 company – 3 delegates</b>	6.000 EUR*.....
ρ <b>Premium Package- 24m<sup>2</sup> booth: 1 company – 4 delegates</b>	10.000 EUR*.....
ρ <b>Additional delegate</b>	(___) x 300 EUR*.....
ρ <b>Workshop</b>	1.500 EUR*.....
ρ <b>Advertisement in the Official Catalogue</b>	1.500 EUR*.....
ρ <b>Lunch 26/27 June, 2019</b>	(___)Lunch(es)x (___) Day(s)x 30 EUR *.....
<b>Grand total</b>	.....
Taxes (only if applicable)*	.....
<b>Net due to advanced business events</b>	.....

**PAYMENT TERMS:**

**\*Additional Information on tax**

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

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

<p><b>Payment can be made by :</b></p> <ul style="list-style-type: none"> <li>- Credit card (visa, master card only) from an online facility</li> <li>- Wire transfer to our bank account (send us a copy of the receipt by email)</li> </ul>	<p><b>Our bank account details :</b></p> <ul style="list-style-type: none"> <li>- IBAN: FR76 3000 4008 0400 0100 7591 014</li> <li>- BIC Code: BNPAFRPPXXX</li> <li>- Bank: BNP PARIBAS PARIS-CENTRE AFFAIRES</li> <li>- Bank address: 8 - 10 avenue Ledru Rollin - 75012 Paris, France.</li> </ul>
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**IMPORTANT NOTE:** sign on next page, scan and return this booking form (3 pages) to **your contact**.

When you're done you'll be requested to fill out the registration form and provide details of your capabilities. Those details will be used for your profile in the online catalogue and are very important for the matchmaking program.



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**Tel: +33 1 41 86 41 43 Fax: +33 (0)1 46 03 86 26**  
**Website: [http:// spain.automotivemeetings.com](http://spain.automotivemeetings.com) e-mail : [automeetingsspain@advbe.com](mailto:automeetingsspain@advbe.com)**  
**SAS au capital de 50 000 euros**  
**RCS Nanterre 515 013 506 – NAF: 8230Z**

Your Initials: \_\_\_\_\_

## AUTOMOTIVE MEETINGS MADRID 2019 GENERAL TERMS AND CONDITIONS

Event name: **AUTOMOTIVE MEETINGS MADRID 2019** (referred to as the "Event")

Date: **June 26-27, 2019** (referred to as the "Date")

Location: Madrid, **IFEMA, the Trade Fair Institution of Madrid** (referred to as the "Place")

City: **Madrid, Spain**

### 1/ ORGANIZATION

The Event is organized by **abe - advanced business events**, a limited company with a stated capital of 50.000 Euros, whose registered head office is located at 35/37 rue des Abondances - 92513 BOULOGNE-CEDEX - France, hereafter referred to as the Organizer.

### 2/ PURPOSE

These regulations stipulate the terms and conditions according to which the Organizer sets up and runs the Event. They detail the respective rights and obligations of the Organizer and the signing company, hereafter referred to as the Participant. The Participant formally undertakes to abide by these regulations.

### 3/ PLACE AND DATE

The Event will be held at the Place and Date indicated here above. The Organizer is free to change the Place or Date of the Event in case the Place is rendered unavailable or in case of *force majeure*, in which case no compensation shall be due to the Participant. The Organizer is free to cancel the Event further to expressly notifying the Participant, in which case ongoing registration applications shall be cancelled ipso jure, without any compensation due to the participant.

### 4/ ADMISSION, REGISTRATION, CANCELLATION, PAYMENT

Any company or institution is allowed to attend the Event provided it has the relevant skills to enter into negotiations with prime contractors. The Organizer reserves the right to deny any registration without any obligations to justify their decision.

The participant may cancel their registration forty-five days (45) or more prior to the Event without any penalties. However if the cancellation is submitted twenty-one (21) to forty-four (44) days prior to the Event, the Participant must pay thirty percent (30) of the total amount of their registration fees. If the cancellation is submitted twenty day (20) and less prior to the Event, the Participant must pay the full amount.

All invoices issued and sent to the Participant must be remitted at the latest 5 days prior to the Event. The Organizer reserves the right to deny access to the Event if the Participant has not settled the invoice.

### 5/ SERVICES INCLUDED IN THE OVERALL PARTICIPATION FEE

The Organizer shall deliver the services and products as explicitly described in the booking form attached to this agreement.

### 6/ OBLIGATION TO PRODUCE A RESULT

The Organizer undertakes to diligently use the resources available to it without being subject to an obligation to produce any results.

### 7/ INSURANCE

The Organizer is the sole legal responsible for the Event. However the Organizer's responsibility shall not be engaged for any damage caused to the Participant by a third party. The Place is the sole legal responsible for the facility and premises, permanent or temporary, used for the Event, as well as all companies and activities operating and running under their direct request.

The Participant must hold an insurance policy that covers all damages caused by them, their staff or their belongings to a third party. The Participant must hold an insurance policy that covers all damages caused to their equipment and materials brought to the Event.

### 8/ APPLICABLE AMENDMENTS

The Organizer reserves the right to bring additional amendments to this agreement to deal with any matters not initially mentioned in the agreement. Such amendments shall be notified and diligently sent to the Participant and come into force immediately.

Any infringement of this agreement by the Participant can lead to their expulsion from the Event provided the Organizer explicitly notifies it. In this case no refund or compensation of any kind shall be due to the Participant.

### 9/ USE OF PARTICIPANT LOGO

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

### 10/ SETTLEMENT

The Participant agrees with these terms and conditions by signing this agreement. In the event of disagreement the participant agrees to first submit their query to the organizer and seek amiable settlement. If no amiable settlement is found the Tribunal of Nanterre, France, shall be the sole competent tribunal to the handle the case.

### 11/ PRIVACY AND SECURITY POLICY

I do accept [the policy of privacy & confidentiality and management of personal information.](#)

Company Name :

\_\_\_\_\_  
\_\_\_\_\_

I hereby agree with Advanced Business  
Events terms and conditions

Address :

\_\_\_\_\_  
\_\_\_\_\_

Date: \_\_\_\_\_

Signature:

VAT N° :

\_\_\_\_\_

Company seal:

Contact Name :

\_\_\_\_\_

Your Initials: \_\_\_\_\_

**AUTOMOTIVE MEETINGS MADRID 2019**  
**JUNE, 26-272019**  
**RATES AND BOOKING FORM – WORLDWIDE COMPANIES**

This form is very important as the provided information on your technologies and capabilities will make up your profile in the online catalogue. We strongly recommend you to enter your details online from the following link. A confirmation will be sent to you with an ID that would let you log into the system, edit your details, add a logo, select contacts and more: <http://spain.automotivemeetings.com>

**COMPANY DETAILS**

**COMPANY NAME :** .....  
• Address : .....  
• Postal code : ..... • Town / City : ..... • Country : .....  
• Phone : ..... • Fax : ..... • E-mail : .....  
• Web site : .....  
• Year of foundation : ..... • Turnover (In Millions of Euros) : ..... ◆ Number of employees : .....  
• % in Automotive: ..... • Turnover : .....  
• % of Export : ..... • Export area(s) : .....  
• Group affiliation : ..... ◆ Group nationality : .....  
• Member of a trade association or organization:.....

**PARTICIPANTS CONTACT DETAILS**

**Delegate 1** (The person to whom the organizer will send you all the documents and files)

• Title : ..... • First name : ..... • Last name : .....  
• Job title : ..... • Mobile phone : .....  
• Direct phone : ..... • Fax : ..... • E-mail : .....

**Delegate 2**

• Title : ..... • First name : ..... • Last name : .....  
• Job title : ..... • Mobile phone : .....  
• Direct phone : ..... • Fax : ..... • E-mail : .....

**Delegate 3**

• Title : ..... • First name : ..... • Last name : .....  
• Job title : ..... • Mobile phone : .....  
• Direct phone : ..... • Fax : ..... • E-mail : .....

**Delegate 4**

• Title : ..... • First name : ..... • Last name : .....  
• Job title : ..... • Mobile phone : .....  
• Direct phone : ..... • Fax : ..... • E-mail : .....

**Administrative follow-up**

• Title : ..... • First name : ..... • Last name : .....  
• Job title: ..... • Mobile phone : .....  
• Direct phone : ..... • Fax : ..... • E-mail : .....

**Billing details: (required)**

• Company : ..... • Registration N° : ..... • VAT N°:.....  
• Title : ..... • First name : ..... • Last name : ..... • Department : .....  
• Address : .....  
• Postal Code : ..... • City : ..... • Country : .....  
• Direct phone : ..... • Fax : ..... • E-mail : .....  
• RFC (Only Mexican Companies): .....

**\* Additional information (Required)**

- a) Your company is registered in France, the French Tax (19.6%) applies.
- b) Your company belongs to the European Union, and is not France, VAT does not apply. Please indicate the VAT number of the entity that must be invoiced.
- c) Your company does not belong to Europe, VAT does not apply.

**PRIMARY ACTIVITY**

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**SECONDARY ACTIVITY**

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**NATURE OF THE PARTICIPATION**

<b>◆ We're offering:</b>		<b>◆ We'll support</b>	
<input type="checkbox"/> Sub-contracting	<input type="checkbox"/> R&D partnership	<input type="checkbox"/> Purchasing	<input type="checkbox"/> Quality
<input type="checkbox"/> Products	<input type="checkbox"/> Licenses / Technologies	<input type="checkbox"/> Design	<input type="checkbox"/> Engineering
<input type="checkbox"/> Skills	<input type="checkbox"/> Commercial representation	<input type="checkbox"/> Production	<input type="checkbox"/> Manufacturing, industrialization
<input type="checkbox"/> Services	<input type="checkbox"/> Common research programs	<input type="checkbox"/> Sub- contracting	<input type="checkbox"/> Research & Development
<input type="checkbox"/> Other (specify): .....		<input type="checkbox"/> Other (specify): .....	
.....		.....	



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## DESCRIPTION OF OUR CAPABILITIES

### ◆ MANUFACTURING

#### COMPOSITES

- Organic matrixes
- Thermal setting matrixes
- Other matrixes (specify) : .....
- Strengthening or feed (specify) : .....
- Skin packaging
- Filament winding
- Resin Transfer Molding (RTM)
- Sandwich
- Polymerization
- Machining and assembly
- Nondestructive tests
- Material specification
- Processing material
- Training
- Bonding
- Tooling
- Water jet cutting
- Conductive composites
- Non-autoclave composites
- Other (specify) : .....

#### ELECTRONICS AND ELECTRICAL

- Subcontracting
- Electronic tubes
- Passive components
- Active components
- Sensors, controls, measures
- Winding
- Wiring
- Connection
- Display screens
- Antennas and antenna systems
- Control systems
- Electrical devices
- On-board systems and equipment
- Printable electronics
- Conductors
- Variable freq. power
- High temperature electronics
- High voltage electronics
- Arc-fault circuit breakers
- Advanced lighting
- Open system architecture
- Re-assignable electronics
- Anti-tampering
- Fault tolerant & autonomic
- Maintenance, repair, testing
- Other (specify) : .....

#### ENERGY AND POWER CONDITIONING

- Batteries
- Other types of energy storage (inertia wheels, fuel cells, etc.).
- Power conditioning, management and distribution
- Solar cells and solar arrays
- Power generators (non-solar)
- Reduced fuel use
- Alternative Fuels
- Other (specify) : .....

#### MECHANICS AND METALS

- Mechanisms - Electro-mechanisms
- Sheet metal
- Boiler making
- Actuators, motors, piezoelectric, etc.
- Release devices, pyrotechnics
- Tribology
- Robotic systems
- Micro-mechanics
- Machining
- Forming
- Cutting
- Castings
- Foundry
- Forging
- Extrusion
- Processing
- Post-treatments
- Deployable structures
- Prototyping
- Stereo lithography
- Integration, clean room
- Other (specify) : .....

#### PLASTICS

- Thermoplastics
- Thermoset
- Injection
- Molding
- Extrusion
- Pultrusion
- Compounding
- Other (specify)

#### TECHNICAL TEXTILES

- Decoration
- Textile finishing
- Woven fabrics
- Non-woven fabrics
- Other (specify) : .....

#### SPECIAL MATERIALS

- Light-weight moisture-resistant insulation
- Halon replacement
- Recyclable materials
- Anti-icing and scratch resistant coatings
- Multi-functional materials
- Joining, coating and painting
- Other (specify) : .....

### ◆ ENGINEERING

#### ENGINEERING & DESIGN CENTERS

- Mechanics
- Electronics
- Design
- Modeling, calculation
- Instrumentation, experiments
- Interior/exterior noise reduction
- Geometry
- Optimization
- Visualization
- Other (specify) : .....

#### TESTS, CONTROL & MEASURES

- Test benches
- Test management
- Nondestructive tests
- Other (specify) : .....

#### STRUCTURES

- Engineering and control
- Manufacturing techniques
- Active structures and control
- Smart structures
- Integrated wiring & sensors
- Health monitoring
- Weight
- Loads
- Self-healing
- Maintenance, repair, testing
- Other (specify) : .....

### ◆ PROCESSES

#### DATA PROCESSING AND STORAGE

- Data retrieving
- Data processing and storage
- Technical documentation
- Other (specify) : .....

#### INSTRUMENTATION

- Physical science instrumentation
- Diagnostic and monitoring techniques
- Physical and chemical sensors
- On-site science measure devices
- Other (specify) : .....

#### SCIENTIFIC AND INDUSTRIAL IT

- Information and communication systems
- System architecture
- Communication network
- Digital imaging
- Operating system
- Command control
- Process management
- Modeling, simulation, algorithm
- Analysis
- Grid & hybrid networks
- Mobile & wearable computers
- Autonomic
- Ontologies & reasoning
- Multimedia semantics
- Data mining & Intelligent agents
- Distributed data collection
- Other (specify) : .....

#### SIGNAL PROCESSING

- Guidance and control
- Signal and image processing
- Sensors, wireless, biological, chemical, biometric, optical
- Compression, encryption, etc.
- Other (specify) : .....

#### SOFTWARE

- Software development
- Software engineering
- Software tools
- Software quality and product insurance
- Reusable, upgradeable software
- Other (specify) : .....

#### TECHNICAL SERVICES

- Products insurance
- Consulting, auditing
- Quality
- Training
- Environment
- Certification
- Safety, accident prevention, industrial hygiene
- Information
- Transport, logistics
- Maintenance
- Packaging
- Products handling
- Industrial design
- Technology watch
- Other (specify) : .....

#### THERMAL CONTROL

- Thermal control systems -incl. Software
- Thermal control components
- High-power radiators
- Fluid circuit
- Elimination of thermal waste
- Insulating materials/coatings
- Thermally conducting polymers
- High temp and non-metallic materials
- Thermal electric cooling
- Extreme heat tolerant brakes
- Other (specify) : .....

### ◆ TECHNOLOGIES, EQUIPMENT, SYSTEMS

#### ENVIRONMENTAL AND LIFE SUPPORT SYSTEMS

- Water recycling systems
- Waste recycling systems
- Air management systems and components
- Energy efficiency
- Other (specify) : .....

#### EQUIPMENT AND SYSTEMS

- Equipment manufacturer
- System manufacturer
- Hydraulic systems
- Special machinery
- Metrology
- Tooling
- Pneumatics
- Robotics and automation
- Autoclave
- Short description: .....

#### OPTICS AND ELECTRO-OPTICS

- Analysis & engineering of optical system
- Optical components -incl. micro-optics
- Electro-optical devices
- Laser systems and technologies
- Optical instruments and sensors
- Fuel system optics
- Other (specify) : .....

#### PROPULSION

- Electric propulsion
- Air-breathing propulsion
- Active/passive noise control
- Fuel efficient engines
- Engine life extension
- Other (specify) : .....

#### ◆ OTHER (if not in the list):

.....

## FINAL APPLICATIONS

### ◆ SYSTEMS AND EQUIPMENT

- Body
- Braking
- Electric
- Electronics
- Engine
- Exhaust and fuel systems
- Interior
- Lighting and signaling
- Security
- Starting and ignition
- Steering
- Suspension and tires
- Transmission
- Other (specify) : .....

### ◆ TYPES OF VEHICLES

- Agriculture and farming vehicles
- Buses and coaches
- Cargo trucks
- Construction and mining vehicles
- Electric vehicles
- Hybrid vehicles
- Light vehicles
- Other (specify):.....

## DESCRIPTION OF OUR CAPABILITIES

In this section you will show what capabilities of yours are used in the applications described above. Mention of your certifications and other standards is also very important.

- ◆ Original equipment business: .....
- ◆ Aftermarket business: .....
- ◆ Description: .....
- ◆ Other (specify): .....
- ◆ Technical data: .....
- ◆ Certifications: .....
- ◆ Customer references: .....
- ◆ Achieved applications: .....
- ◆ Type of contacts sought: .....
- ◆ Production sites abroad: .....



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