

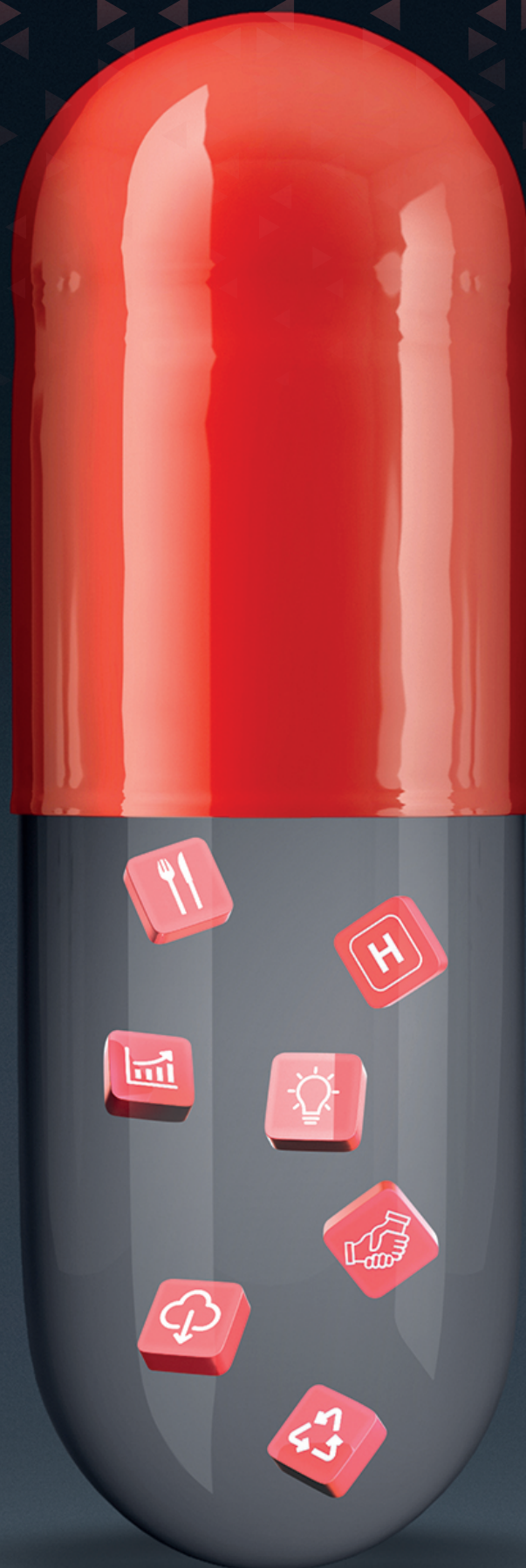
# PARTICIPATION CONTRACTS

**HIP** Horeca  
Professional  
Expo

HOSPITALITY INNOVATION PLANET

**24-26 FEB 2020**  
**MADRID - IFEMA**

**#HIP2020**  
**Delivering**  
**New Horeca**  
**Formulas**



[www.expohip.com](http://www.expohip.com)

## CONTRACTING COMPANY DETAILS

(Compulsory) Information for billing, contracts and legal documents

Corporate Name \_\_\_\_\_ Company Name \_\_\_\_\_

Tax \_\_\_\_\_ VAT Reg. Number \_\_\_\_\_

Address \_\_\_\_\_ Post Code \_\_\_\_\_

City \_\_\_\_\_ Province/ County/ State \_\_\_\_\_ Country \_\_\_\_\_

Phone + \_\_\_\_\_ Fax + \_\_\_\_\_

E-mail \_\_\_\_\_ Website \_\_\_\_\_

Corporate Twitter Account \_\_\_\_\_ Corporate LinkedIn Account \_\_\_\_\_

## EXHIBITING COMPANY DETAILS

(To be completed only if its different from contracting company details) Information to be used for exhibitor catalogue and other comercial documents.

Company Name \_\_\_\_\_

Address \_\_\_\_\_ Post Code \_\_\_\_\_

City \_\_\_\_\_ Province/ County/ State \_\_\_\_\_ Country \_\_\_\_\_

Phone + \_\_\_\_\_ Fax + \_\_\_\_\_

E-mail \_\_\_\_\_ Website \_\_\_\_\_

## EXHIBITING COMPANY CONTACT PERSON

(Compulsory) The main contact will receive all the information regarding the participation, access to the Exhibitor Area, stand assignment and floorplan)

Name and Surname Main Contact \_\_\_\_\_ Position \_\_\_\_\_

Phone + \_\_\_\_\_ Mobile \_\_\_\_\_ E-mail \_\_\_\_\_

Name and Surname Accounting Department \_\_\_\_\_ Position \_\_\_\_\_

Phone + \_\_\_\_\_ E-mail \_\_\_\_\_

## PARTICIPATION OPTIONS TO CONTRACT

I confirm the following participation model (see details of participation and booth options in the Participation Kit)

### PARTICIPATION RATES

PARTICIPATION OPTIONS	Location in Expo Area	Mark with X	PARTICIPATION PACKAGES	Participation Rates	sqm included space	Business Pass	Premium VIP Pass
PARTNER	PARTNER AREA	<input type="checkbox"/>	GLOBAL MAIN PARTNER	26.000 €	until 120 sqm	1.000	100
		<input type="checkbox"/>	PREMIER PARTNER	19.500 €	until 80 sqm	500	50
EXHIBITOR	PREMIUM AREA	<input type="checkbox"/>	EXHIBITOR XL	17.500 €	80 sqm	250	6
		<input type="checkbox"/>	EXHIBITOR L	15.000 €	60 sqm	150	5
		<input type="checkbox"/>	PACK EXHIBITOR M	12.600 €	40 sqm	100	4
		<input type="checkbox"/>	PACK EXHIBITOR S	7.500 €	20 sqm	50	2
	BUSINESS AREA	<input type="checkbox"/>	PACK EXHIBITOR M	10.000 €	40 sqm	100	2
		<input type="checkbox"/>	PACK EXHIBITOR S	6.300 €	20 sqm	50	1
NEWCOMER	NEWCOMER AREA	<input type="checkbox"/>	PACK PRODUCTOR*	4.500 €	12 sqm	50	1
		<input type="checkbox"/>	PACK START-UP**	2.800 €	6 sqm	50	1

### STAND RATES

Mark with X	STAND
<input type="checkbox"/>	17.900 €
<input type="checkbox"/>	14.900 €
<input type="checkbox"/>	7.100 €
<input type="checkbox"/>	5.950 €
<input type="checkbox"/>	INCLUDED
<input type="checkbox"/>	INCLUDED
<input type="checkbox"/>	INCLUDED
<input type="checkbox"/>	INCLUDED
<input type="checkbox"/>	INCLUDED
<input type="checkbox"/>	INCLUDED

\*Only available for food and beverage producers \*\*Only available for companies with maximum 2 years of activity

All prices with applicable VAT not included

I am interested in receive a proposal for a stand design ☐

## EXHIBITOR'S DECLARATION

I, the undersigned, declare that I expressly submit myself to Spanish law and I am aware of the Terms & Conditions of HIP - Horeca Professional Expo, that I possess a copy thereof, and that I accept without reservation all its clauses which I undertake to comply.

Contract completed on (place & date) \_\_\_\_\_

Company legal representative \_\_\_\_\_

Signature of exhibitor's legal representative & stamp

In compliance with Spain's Data Protection Act 15/1999, information and E-Commerce Services Act 34/2002 and other legal provisions you are hereby informed that the personal data you voluntarily supply, including your e-mail address, shall be incorporated into a NEXT BUSINESS EXHIBITIONS SL (NEBEXT) and IFEMA Feria de Madrid computerised personal data file. In supplying your personal data, you expressly authorise its use in the communications, including these carried out by e-mail, that Nebext or IFEMA Feria de Madrid carry out for promotional or information purposes on the activities that it organises and/or supports with its logistics. You are also informed that your personal data may be forwarded, with a duty of confidentiality, to Nebext and IFEMA Feria de Madrid partner companies, provided that this is required for the latter to perform the contracted services. You may exercise your access, correction, cancellation and objection rights regarding this data by sending an e-mail or letter to the contacts indicated in the General Rules of Participation.

To be filled by organizer's only

Sales Executive:

Client ID:

Order:



## ACTIVITY

☐ Manufacturer ☐ Importer ☐ Distributor ☐ Services Provider ☐ Association ☐ Organizer for groups participation ☐ Government Institution Body ☐ Others

## EXHIBITING SECTORS

(Compulsory) Please indicate the exhibiting sector/s that your company is related to:

### 1. FOOD & BEVERAGE SOLUTIONS

- ☐ 1.1 Selected Brands
- ☐ 1.2 Alcoholic Drinks
- ☐ 1.3 Non Alcoholic Drinks (water, soda, juices, mixers)
- ☐ 1.4 Coffee, Tea, Infusions and Chocolate
- ☐ 1.5 Sweet and Savoury Snacks
- ☐ 1.6 Vegetables and Fruits
- ☐ 1.7 Meat
- ☐ 1.8 Fish
- ☐ 1.9 Dairy
- ☐ 1.10 Bread and Bakery Goods
- ☐ 1.11 Ice Creams and Cakes
- ☐ 1.12 Healthy & Natural Products
- ☐ 1.13 Free From Food Products
- ☐ 1.14 Halal & Kosher Products
- ☐ 1.15 Food Multiproduct
- ☐ 1.16 Others

### 2. STUDIO INTERIORS

- ☐ 2.1 Interior Furniture
- ☐ 2.2 Exterior Furniture
- ☐ 2.3 Design and Decor
- ☐ 2.4 Lighting
- ☐ 2.5 Lifestyle
- ☐ 2.6 Textile
- ☐ 2.7 Crockery
- ☐ 2.8 Cutlery
- ☐ 2.9 Glassware
- ☐ 2.10 Others

### 3. SMART KITCHENS & EQUIPMENT

- ☐ 3.1 Large Equipment
- ☐ 3.2 Small Equipment
- ☐ 3.3 Refrigeration Systems & Air conditioning
- ☐ 3.4 Domotics
- ☐ 3.5 Bath
- ☐ 3.6 Pools & Spas
- ☐ 3.7 Wellness & Fitness
- ☐ 3.8 Energy Efficiency
- ☐ 3.9 Others

### 4. TECH WORLD

- ☐ 4.1 Software (bookings, payments, management, BI, ERP, CRM, etc)
- ☐ 4.2 Hardware (TPV, Tablets, etc)
- ☐ 4.3 Big Data & Small Data
- ☐ 4.4 Digital Signage
- ☐ 4.5 AI & Robotics
- ☐ 4.6 Business Intelligence
- ☐ 4.7 Loyalty Systems
- ☐ 4.8 Entertainment
- ☐ 4.9 Digital Marketing
- ☐ 4.10 Others

### 5. NEW CONCEPTS & FRANCHISES

- ☐ 5.1 Fast Food o QSR
- ☐ 5.2 Casual Dining
- ☐ 5.3 Fast Casual
- ☐ 5.4 Fine Dining
- ☐ 5.5 Coffee & Bakery Shop
- ☐ 5.6 Others

### 6. DELIVERY & TAKE AWAY

- ☐ 6.1 Packaging
- ☐ 6.2 Technology
- ☐ 6.3 Distribution
- ☐ 6.4 Others

### 7. HEALTH CARE SERVICES

- ☐ 7.1 Transfers Cranes, Wheelchairs, Scooters, etc.
- ☐ 7.2 Suitable Furnishing (bathroom, bedroom, living room...)
- ☐ 7.3 Health and Well-being (special mattresses, tension gauges, clampings, textiles, etc)
- ☐ 7.4 Orthopaedics
- ☐ 7.5 Adapted Food and Food Supplement.

### 8. HYGIENE & FOOD SAFETY

- ☐ 8.1 Laundry and dry cleaning
- ☐ 8.2 Amenities
- ☐ 8.3 Cleaning Products
- ☐ 8.4 Health & Security (APPC, traceability, pest control, etc)

### 9. OTHERS

- ☐ 9.1 Transport and Logistics
- ☐ 9.2 Consultancy & Services
- ☐ 9.3 Security (alarm systems, insurance, etc)
- ☐ 9.4 Public Sector and Private Institutions
- ☐ 9.5 Education & Publications
- ☐ 9.6 Others

## PROFESSIONAL PROFILES OF INTEREST

(Compulsory) Please, indicate the most interesting profiles

☐ Owner ☐ Sales Management ☐ Maintenance Management ☐ Chef/ Executive Chef ☐ Interior and Exterior designers/ Architects

☐ General Management ☐ Business Development ☐ Housekeeping Management ☐ Head of Waiters ☐ Importer/ Distributor

☐ Purchases Management ☐ F&B Management ☐ IT Management ☐ Sommelier ☐ Others: \_\_\_\_\_

☐ Marketing Management ☐ Operations Management ☐ Finance Management ☐ Barman/Barista \_\_\_\_\_

## ADDITIONAL COMPANY DATA

TOTAL TURNOVER LAST FINANCIAL YEAR \_\_\_\_\_ NUMBER OF DIRECT EMPLOYEES \_\_\_\_\_

## TERMS & METHODS OF PAYMENT

**1st Payment Term:** 50% of the total cost of the Participation Option contracted at the signature, upon receipt of invoice from the Organizer and with a due date of 10 days from the invoice issue.

**2nd Payment Term:** remaining 50% of the total cost of the Participation Option contracted plus additional space or booth sqm (if it's the case) after the final space allocation and the final invoice issue from the Organizer with a due date of 10 days.

**From January 10th 2020, shall be paid 100% of the total cost the Participation Option contracted at the signature, upon receipt of invoice from the Organizer.**

The additional products or services contracted shall be paid maximum before the start of assembly of the event, all before February 10th 2020.

In case of non-compliance of the payment conditions specified, the Organizer shall be entitled of the payment conditions specified, the Organizer shall be entitled to offer the space booked for any other applicant company

All payments should be made by bank transfer to NEBEXT - HIP MADRID 2020 through bank transfer to the specified account.

BANCO DE SABADELL

IBAN: ES08 0081 0131 5200 0118 3222

BIC: BSABESBB

NOTA: To ensure that your payment is registered correctly, please indicate the client code and invoice number in the blank transfer.

# CO-EXHIBITOR PARTICIPATION CONTRACT

24-26 February 2020  
MADRID - IFEMA

www.expohip.com  
#HIP2020 @expohip

**IIP** Horeca Professional Expo  
HOSPITALITY INNOVATION PLANET

PAGE 1/2

Main Exhibitor Name \_\_\_\_\_

## Co-Exhibitor

Co-Exhibitor is that company with physical and commercial presence in the stand of the Principal Exhibitor. The benefits received for registering as a Co-Exhibitor are:

- Company Information in the Visitors Guide and Event App
- Access to the Exhibitor Hub
- Sending electronic invitations to customers

- Company information in the online exhibitor catalog.

We authorize the company mentioned below as Co-Exhibitor at our stand. This company has its own equipment in the stand and provides technical and commercial documentation of the products it exhibits. The Co-Exhibitor fee (300€ + VAT) will be billed to the Main Exhibitor unless you request in writing that the Co-Exhibitor be invoiced.

Complete a contract request for each company Co-Exhibitor.

Co-Exhibitor Fee: 300€ + VAT

## CO-EXHIBITOR CORPORATE COMPANY DETAILS

(To be completed only if different company details) Information to be used for exhibitor catalogue and other commercial documents.

Company Name \_\_\_\_\_  
Address \_\_\_\_\_ Post Code \_\_\_\_\_  
City \_\_\_\_\_ Province/ County/ State \_\_\_\_\_ Country \_\_\_\_\_  
Phone + \_\_\_\_\_ Fax + \_\_\_\_\_  
E-mail \_\_\_\_\_ Website \_\_\_\_\_  
Corporate Twitter Account \_\_\_\_\_ Corporate LinkedIn Account \_\_\_\_\_  
Send invoice to: ☐ Exhibitor ☐ Co-Exhibitor

## CO-EXHIBITOR COMPANY DETAILS

(To be completed only if different corporate company details) Information to be used for exhibitor catalogue and other commercial documents.

Company Name \_\_\_\_\_  
Address \_\_\_\_\_ Post Code \_\_\_\_\_  
City \_\_\_\_\_ Province/ County/ State \_\_\_\_\_ Country \_\_\_\_\_  
Phone + \_\_\_\_\_ Fax + \_\_\_\_\_  
E-mail \_\_\_\_\_ Website \_\_\_\_\_

## CO-EXHIBITOR COMPANY CONTACT PERSON

(Compulsory) The main contact will receive all the information regarding the participation, access to the Exhibitor Area, stand assignment and floorplan)

Name and Surname Main Contact \_\_\_\_\_ Position \_\_\_\_\_  
Phone + \_\_\_\_\_ Mobile \_\_\_\_\_ E-mail \_\_\_\_\_  
Name and Surname Accounting Department \_\_\_\_\_ Position \_\_\_\_\_  
Phone + \_\_\_\_\_ E-mail \_\_\_\_\_

## CO-EXHIBITOR'S DECLARATION

I, the undersigned, declare that I expressly submit myself to Spanish law and I am aware of the Terms & Conditions of HIP - Horeca Professional Expo, that I possess a copy thereof, and that I accept without reservation all its clauses which I undertake to comply.

Contract completed on (place & date) \_\_\_\_\_

Company legal representative \_\_\_\_\_

Signature of exhibitor's legal representative & stamp

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To be filled by organizer's only

Sales Executive: \_\_\_\_\_

Client ID: \_\_\_\_\_

Order: \_\_\_\_\_



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☐ Purchases Management ☐ F&B Management ☐ IT Management ☐ Sommelier ☐ Others: \_\_\_\_\_

☐ Marketing Management ☐ Operations Management ☐ Finance Management ☐ Barman/Barista \_\_\_\_\_

## ADDITIONAL COMPANY DATA

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## TERMS & METHODS OF PAYMENT

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BANCO DE SABADELL

IBAN: ES08 0081 0131 5200 0118 3222

BIC: BSABESBB

NOTA: To ensure that your payment is registered correctly, please indicate the client code and invoice number in the blank transfer.

## SPONSOR COMPANY DETAILS

(Compulsory) Information for billing, contracts and legal documents

Corporate Name \_\_\_\_\_ Company Name \_\_\_\_\_  
 Tax \_\_\_\_\_ VAT Reg. Number \_\_\_\_\_  
 Address \_\_\_\_\_ Post Code \_\_\_\_\_  
 City \_\_\_\_\_ Province/ County/ State \_\_\_\_\_ Country \_\_\_\_\_  
 Phone + \_\_\_\_\_ Fax + \_\_\_\_\_  
 E-mail \_\_\_\_\_ Website \_\_\_\_\_  
 Corporate Twitter Account \_\_\_\_\_ Corporate LinkedIn Account \_\_\_\_\_

## SPONSOR COMPANY CONTACT PERSON

(Compulsory) The main contact will receive all the information regarding the participation, access to the Exhibitor Area, stand assignment and floorplan)

Name and Surname Main Contact \_\_\_\_\_ Position \_\_\_\_\_  
 Phone + \_\_\_\_\_ Mobile \_\_\_\_\_ E-mail \_\_\_\_\_  
 Name and Surname Accounting Department \_\_\_\_\_ Position \_\_\_\_\_  
 Phone + \_\_\_\_\_ E-mail \_\_\_\_\_

## SPONSORSHIP OPTIONS

I confirm the following sponsorship option:

Mark with "x" SHOWS AND NETWORKING AREAS SPONSORSHIP		
<input type="checkbox"/> SHOWS	Company logo and brand image displayed on all communication elements of stage (web, social media, newsletters, app, visitor's guide, signage, stage). In case of sponsors of the equipment industry, your product can be on the stage.	6.000 €
<input type="checkbox"/> NETWORKING AREAS	Company logo and brand image displayed on all communication elements of networking areas (web, social media, newsletters, app, visitor's guide, signage).	6.000 €
Mark with "x" EVENT SPONSORSHIP		
<input type="checkbox"/> Lanyards	Show your leadership in the most exclusive and visible image element in the lounge: The Lanyards. Logo shared with the lounge space. (The sponsorship includes production cost).	10.000 €
<input type="checkbox"/> WIFI	Wi-Fi is the most appreciated service by professional visitors. Moreover, it can be your courtesy to offer it. Company logo in the Wi-Fi zones, event webpage, visitor's guide, signage and the landing page.	5.000 €
<input type="checkbox"/> Event APP	Your image in one of the most useful and common elements used by HIP visitors. Company logo and the landing page in the app with distinct signage, event webpage and visitor's guide.	5.000 €
<input type="checkbox"/> Visitor's Guide Back Cover	Even in the digital era there are still printed pieces that allow the biggest impact of the brand: Visitor's Guide. The advert on the back page of the Visitor's Guide, distributed at the entrances and registration counter.	3.000 €
Mark with "x" AWARDS SPONSORSHIP		
<input type="checkbox"/> Give name to one of the innovation awards.	Link your Brand with the maximum expression of the innovation: the HIP Awards. Company logo and name to one of the prizes in the Hospitality Innovation Planet Awards Ceremony. Logo in screen and presentation of the sponsored award by one of the representatives of your company.	2.000 €

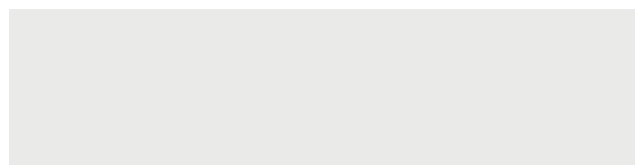
Prices without VAT

I, the undersigned, declare that I expressly submit myself to Spanish law and I am aware of the Terms & Conditions of HIP - Horeca Professional Expo, that I possess a copy thereof, and that I accept without reservation all its clauses which I undertake to comply.

Contract completed on (place &amp; date) \_\_\_\_\_

Company legal representative \_\_\_\_\_

Signature of exhibitor's legal representative &amp; stamp



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HIP is an event  
in collaboration with:

**NEBEXT**  
 NEXT BUSINESS EXHIBITIONS


NEBEXT  
 Next Business Exhibitions S.L.  
 CIF B87396818  
 Calle O'Donnell 12, 2ª planta  
 28009 Madrid  
 Telf: 00 34 917 942 830

Send to:

[exhibit@expohip.com](mailto:exhibit@expohip.com)

To be filled by organizer's only

Sales Executive: \_\_\_\_\_

Client ID: \_\_\_\_\_

Order: \_\_\_\_\_