

Special conditions of participation for FIBE 2027 Nordic Pavilion

Status: June 2026

§ 1 Scope

- 1.1 These special conditions of participation at the Nordic Pavilion at FIBE 2027 (hereinafter referred to as "**FIBE**" or "**Event**") are an integral part of the participation contract concluded by Messe Berlin GmbH, Messedamm 22, 14055 Berlin (hereinafter referred to as "**MB**") as organizer of FIBE with exhibitors (hereinafter also referred to as "**Partners**").
- 1.2 MB is entitled to assert all claims arising from the realization of the Event.

§ 2 Dates

- 2.1 Duration of FIBE:

Wednesday, April 07th until
Thursday, April 8th 2027
Pre-Event: Tuesday, April 6th 2027
- 2.2 **Cancellation free of charge until:**

Sunday, November 29th 2026.
- 2.3 In case of a later cancellation, Messe Berlin will only refund the AUMA contribution, but the participation fee must be paid in full. **Registration deadline:**

Saturday, January 29th, 2027

Applications received later will only be considered in case of available capacities.
- 2.4 **Opening hours for visitors:**

On all days of the event from
9:30 am - 6:00 pm
- 2.5 **Opening hours for Partners:**

On all event days from
7:30 am - 7:00 pm
- 2.6 **Build-up:**

Tuesday, April 6th, 2027

02:00 - 08:00 pm CET

An early stand construction, i.e. before April 6th, 2027 is subject to prior approval by MB. MB reserves the right to make changes to the set-up times/days and will inform the Partner of this in good time.

Each Partner is obliged to fully equip its area for the entire duration of the Event during the opening hours for visitors and to staff with competent personnel. Dismantling before the end of the Event is not permitted.

§ 3 Admission and placement

- 3.1 In deviation from § 3 of the General Terms and Conditions of Participation of MB, a participation contract for a partner package of FIBE is concluded as follows: The partner submits a binding contract offer by selecting a partner package (via the exhibitor portal or using the re-booking form) and transmitting their data to MB. MB accepts the contract offer via email or by notification in the exhibitor portal.
- 3.2 MB shall be entitled to subsequently change the area allocated to the Partner with regard to location, type, shape, dimensions and/or size, provided that this should be necessary for technical or operational reasons and reasonable taking into account the interests of the Partner.
- 3.3 Insofar as subsequent changes result in a reduced participation price, the difference shall be reimbursed to the Partner. Further claims against MB shall be excluded.

§ 4 Participation fees and remuneration for ancillary and additional services

4.1 When booking a partner package according to section 4.2, the participation fee (plus the applicable value-added tax) includes the package services shown as well as an ancillary services flat rate, AUMA contribution and obligatory Media Package. Any additional individual stand construction will be invoiced separately. The prices for event-related services and products can be found in the exhibitor shop.

4.2 Nordic Pavilion partner packages FIBE 2027

The following partner packages are offered:

Partner packages	Participation Fee
Startup Nordics	EUR 999
Unicorn Nordics	EUR 4.000
Rocketship Nordics	EUR 10.000

All Nordic Pavilion partner packages include the area rental including additional costs incurred (general hall supervision, hall lighting, aisle cleaning, heating as well as water and electricity consumption and connection).

In addition, all partner packages include:

- Turnkey space design in the CityCube, including equipment and branding
- Basic lighting of the stand area
- Communication and media services

The areas in the CityCube are subject to specific design guidelines in order to fit into the overall spatial concept.

The following marketing and communication services can be booked additionally after choosing a partner package:

- **Panel Festival Stage**
(30 min, EUR 20,000)
- **Panel Club Stage**
(30 min, EUR 15,000)
- **Session Impulse Stage**
(10 min, EUR 1,000)

- **Masterclasses** (30 min, EUR 10,000)
- **Goodie Bag Inclusion** (EUR 500)
- **Newsletter Banner with UTM Link and Accompanying Text** (EUR 1,000)
- **Partner Poster** (EUR 500)
- **Logo Spotlight Pack** (EUR 2,500)
- **Mirror Branding Pack** (EUR 1,500)
- **WiFi Access Pack** (EUR 9,500)
- **Pillar Branding** (TBD)
- **Stairs Branding** (TBD)
- **Floor Branding** (TBD)

Additional services can be asked for and ordered with the help of the FIBETeam. These services will be billed separately.

*** DISCOUNTS ***

The following discounts are granted for partner packages

Super Early Bird

30% discount (Rocketship) for registration by November 29th, 2026

10% discount (Unicorn) for registration by November 29th, 2026

Date of receipt of the registration is decisive.

From November 30th, all packages will be available at regular prices (see "Description Nordic Pavilion partner packages FIBE 2027")

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§ 5 Terms of payment

5.1 If, after the agreement on the placement and stand area, the Partner, with the consent of MB, takes up additional stand area, the additional amount resulting from the increase in stand area is to be paid either with the down admission invoice or with the final invoice.

5.2 Each subsequent invoice rewrite will be charged to the Partner at EUR 100 plus VAT.

§ 6 Media Packages

6.1 With the Media Package, MB offers its

Partners a package of selected marketing tools to optimize trade fair participation and presence on the market. Further details on the Media Package can be found in the General Conditions of Participation of MB.

- 6.2 The Media Package includes the presentation on the Event website and in the FIBE app:

Basic:

- Online Partner description (App/Web-site)

Advance:

- Online Partner description (App/Web-site)
- Showing of Image Video at Club Stage (1x)

§ 7 FIBE passes

FIBE passes, valid for the entire duration of the Event, are available to the Partners in the following numbers:

- Rocketship Nordics: 10
- Unicorn Nordics: 4
- Startup Nordics: 2

§ 8 Stand design/appearance

- 8.1 Walls bordering on visitor aisles must be broken up by installing transparent showcases, niches, displays, etc. in order to document the open character as an exhibition stand of the event. The closed portion on one aisle side may not exceed 30%, a closed wall may be a maximum of 3 m long and must be graphically designed on the aisle side.
- 8.2 In order to reflect the open concept of FIBE 2027, walls on closed stand sides may only extend to within 1 m of the open aisle side. Approval is required for such stand structures. The rear sides of stands with a height of 2.50 m or more, which border on neighboring stands, must be kept neutral so as not to impair the design of the neighboring stand. The Partner is obliged to erect a stable, white partition wall against the directly adjacent neighboring stand

without any advertising message. Approval is required for such stand constructions.

§ 9 Rules of order

- 9.1 The Partner is responsible for **cleaning the individual areas**.
- 9.2 The Partner is responsible for the **delivery and removal of** exhibits and for clearing the stand at his own expense and risk.
- 9.3 In the interest of an orderly handling of the work, the use of forwarding agents is recommended.
- 9.4 Please observe the guidelines contained in the **traffic guide** for arrivals and departures as well as car entrances to the site.
- 9.5 Motor vehicles without a parking permit for the trade fair center may only enter the grounds before and after the official opening hours. Please also refer here to the **traffic guide for the** conditions for entry.
- 9.6 Partners' parking space requests on the exhibition grounds will be considered as far as possible, but no entitlement to a specific parking space can be granted. Parking tickets can be ordered via the Exhibitor Shop.
- 9.7 Animals are not allowed on the exhibition grounds.

§ 10 Regulatory approvals

The Partner is responsible for ensuring that the permits required for his and his agents' activities on the area or grounds are available and that the applicable trade law or police regulations are complied with. Any doubts must be clarified with the relevant authorities and, insofar as regulations under trade law are concerned, with the District Office of Charlottenburg von Berlin:

Ordnungsamt Berlin
Charlottenburg-Wilmersdorf
Hohenzollerndamm 174-177
10713 Berlin

§ 11 Visual and acoustic representations

- 11.1 The volume for product presentations during the Event must always be such that other Partners and participants are not adversely affected by the presentation. The noise emitted by a stand must therefore not exceed an average level (Leg) of 70 dbA (A) at the boundaries of the area. To prevent visual and acoustic interference with other exhibitors, demonstrations must be coordinated with the neighboring Partners.
- 11.2 The times of the presentations are to be coordinated with the other areas or with the respective stage program in the respective hall. The MB is entitled to prohibit the presentations and shows at any time in the event of non-compliance. The MB reserves the right to switch off the electricity and to close the stand in case of repeated infringement. This applies mutatis mutandis to all presentations - also by means of image and sound carriers, which are only permissible if neither the neighbors of the stand are inconvenienced, nor the aisles of the audience are blocked.
- 11.3 This applies mutatis mutandis to all events and presentations - also by means of video and audio media. The MB is entitled to prohibit demonstrations at any time in the event of infringements. Events within the area (e.g., receptions) are subject to registration, as are events that extend beyond the daily opening hours.

§ 12 Radio frequency, radio equipment

- 12.1 The operation of radio frequencies, radio transmitters and other transmitters for news purposes must be reported to and approved by the Federal Network Agency for Electricity, Gas, Telecommunications, Post and Railway, Berlin Branch Office, Seidelstraße 49, 13405 Berlin, Germany, [www.bundesnetzagentur.de]. The preferred frequency bands/ranges used by MB's event-related transmission technology are listed in the ExpoCenter City Technical Guidelines under Section 5.11.

- 12.2 If unannounced frequencies are used, this will be prevented, as other Partners may be permanently disrupted in their trade fair presentation and the technical equipment of third parties may be damaged.
- 12.3 To prevent conflicts, we ask for frequency registration for the devices used for the event (manufacturer/model, frequency band, number of radio links used) to be sent to fibe@messe-berlin.de by February 29th 2027.

§ 13 Advertising

- 13.1 The distribution of advertising material within the area is only permitted for the Partner's own company and only for the products exhibited by the Partner.
- 13.2 Advertising for other companies is not permitted; in particular, any advertising for customers of the manufacturer is also prohibited.
- 13.3 Any advertising outside the rented stand, e.g., the affixing and distribution of printed advertising material or samples and the lettering of hall walls, is prohibited within a defined ban mile on the event grounds. This also applies mutatis mutandis to the distribution of printed beverage cups or cans or similar. Excluded from this are measures taken by partners in connection with the promotion of activities that take place in coordination with the MB and in the interest of the general trade fair activities.
- 13.4 MB reserves the right to remove unlawful advertising at the Partner's expense and to prevent unlawful advertising. Partners are also liable for infringements by their co-Partners or companies additionally represented at the stand.
- 13.5 MB also reserves the right to prevent or remove, at the Partner's expense, any announcements whose content it deems to be in violation of legal regulations.

§ 14 Food and drinks

- 14.1 For the serving of food and beverages (including samples) within the areas, the Partner must strictly comply with the statutory regulations, in particular the Catering Act and the orders of the Veterinary and Food Supervisory Office.
- 14.2 Responsible for applications^{15.4} for the issuance of a restaurant permit (permission) about the serving of alcoholic beverages at the stand is the

Ordnungsamt Berlin
Charlottenburg-Wilmersdorf
Hohenzollerndamm 174-177,
10713 Berlin

§ 15 Lead transmission

- 15.1 MB offers Partners the transfer of personal data of event participants (hereinafter "**Leads**") under the following conditions.
- 15.2 MB transmits to the Partner (depending on the booked sponsor packages) personal data of the so-called leads who have expressly consented online to the data transmission and processing for the purpose stated below within the scope of their registration for the event. In detail, this concerns the following data categories: Name, e-mail, organization name, industry and position of the leads concerned. The exhibitor has taken note of the data protection information posted online
- 15.3 (<https://scc.messeticket.berlin/page/datenschutz/>) and the declaration of consent of the visitors.

Partner and MB agree that they are each independently responsible for the processing of the personal data of the Leads in their respective area of responsibility. To this extent, each party shall be solely responsible for the lawfulness of the processing of such personal data and compliance with all applicable data protection laws, including the German Data Protection Regulation (DS-GVO) and the German Federal Data

Protection Act (together "Data Protection Laws"), within its respective area of responsibility.

The Partner undertakes to process the personal data of the leads transmitted to it by the MB solely for the purpose of making one-time contact by e-mail in order to advertise its own products and services. The Partner will process the personal data transmitted to him in any case in compliance with the applicable legal provisions.

Description Nordic Pavilion partner packages FIBE 2027:

Rocketship Nordics

Preis: EUR 8.000 / EUR 10.000

- Provision of a partner area (10 m²) incl. branding, furniture and basic services (cleaning etc.) within the Nordics Pavilion Communication Package Advance: individual posting on LinkedIn, logo integration at FIBE website incl. linkage, FIBE Späti poster & company integration within one of the FIBE online formats
- Media Package Advance: Online Partner description (App/Website) & showing of image video at FIBE Club Stage (1x)
- 10 FIBE tickets
- PLUS: additional participation at FIBE Pre-Event (06.04.2027) for 3 guests of the partner

Unicorn Nordics

Price: EUR 3.600 / EUR 4.000

- Provision of a partner area (5 m²) incl. branding, furniture and basic services (cleaning etc.) within the Nordics Pavilion
- Integration into the conference program at the FIBE Späti (15 min)
- Communication Package Basic collaborative posting on LinkedIn & logo integration at FIBE website excl. linkage
- Media Package Basic: Online Partner description (App/Website)

- 4 FIBE tickets
- PLUS: additional participation at FIBE Pre-Event (06.04.2027) for 2 guests of the partner
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Startup Nordics

Price: EUR 999

- Provision of a counter (2 m²) incl. branding, furniture and basic services (cleaning etc.) within the Nordics PavilionCompany presentation within pitch session at the FIBE Späti (5 min)
- Communication Package Basic: collaborative posting on LinkedIn & logo integration at FIBE website excl. linkage
- Media Package Basic:
Online Partner description
(App/Website)
- 2 FIBE tickets
- PLUS: additional participation at FIBE Pre-Event (06.04.2027) for 2 guests of the partner