

Special Terms of Participation (B)

The General Terms and Conditions of Participation A and the Technical Guidelines of Messe München GmbH shall apply, insofar as the present Special Terms of Participation do not contain any provisions in derogation thereof.

Duration: Sunday, November 30 to Tuesday, December 2, 2025	Organizer and financing body: Messe München GmbH Am Messesee 2 81829 München Germany
Opening hours visitors: Sunday to Monday 09:00–18:00 Tuesday 09:00–17:00	Tel. +49 89 949-11388 exhibitorservice@ispo.com ispo.com/munich
Opening hours exhibitors: Sunday to Monday 07:30–18:00 Tuesday 07:30–17:00	

All prices indicated below are net and subject to applicable value-added tax.

B 1 Application

The application is to be submitted online at ispo.com/munich. The application may also be filed via an application form, which can be requested from the exhibition organizer. It is to be submitted to Messe München GmbH fully completed and signed.

Deadline for applications is Monday, June 2, 2025.

B 2 Eligibility

Admissible as exhibitors are all German manufacturers; all manufacturers from abroad or their German branch establishments; main importers; specialist dealers or service companies authorized by manufacturers; and those firms that are authorized by a manufacturer's plant to exhibit its products. Main importers and authorized specialist dealers may only exhibit exhibits from manufacturers which are not represented at this trade fair/exhibition themselves.

All exhibits must correspond to the product index of the respective trade fair/exhibition and be designated by name and exact type in the application. Objects other than those announced and admitted may not be exhibited. The Messe München GmbH exhibition organizer has the final decision on admission.

B 3 Participation fee, advance payment for services (cf. A 7)

For applications received by Messe München GmbH no later than April 24, 2025, the early bird price* applies.

The net **participation fees** per m² space are:

In the hall

The minimum stand size is **16 m²**

Row stand (1 side open)	EUR 182*/EUR 189
Corner stand (2 sides open)	EUR 220*/EUR 229
End stand (3 sides open)	EUR 232*/EUR 239
Island stand (4 sides open)	EUR 245*/EUR 257

Container space **EUR 750**

Sustainability Hub participation**	EUR 1,800
Solution Provider Package**	EUR 5,500
Package Leads S	EUR 15,000
Package Leads M	EUR 25,000
Package Leads L	EUR 40,000
Package Positioning M	EUR 25,000
Package Positioning L	EUR 60,000
Package Reach M	EUR 25,000
Package Reach L	EUR 60,000

**only available in the specified curated theme hubs/special areas.

ISPO Brandnew booth** **EUR 2,290**

Companies (start-ups) from the sports business that meet all of the following criteria can participate and be admitted as exhibitors at ISPO Brandnew:

- All companies that are not older than ten years at the time of application
- have never been listed as ISPO exhibitors before (Start-up Area excluded)
- and employed no more than 50 employees.

Registration for ISPO Brandnew and the Start-up Area is binding.

Messe München GmbH will allocate the exhibition booths of the start-up companies and determine their location. The preferences of the exhibitors will be taken into account as far as possible. There is no entitlement to the implementation of specific placement preferences. If these preferences cannot be fulfilled this does not entitle the exhibitor to terminate the exhibition contract.

Booth Packages

Various booth packages are available to exhibitors. The included services and equipment features can be found at ispo.com. There is no early booking discount on the package stands.

Easy Booth 4	EUR 4,900
Easy Booth 25	EUR 9,950
Easy Booth 50	EUR 18,950
Zeitgeist**	EUR 17,000
Textrends Full Service 20**	EUR 6,950
Textrends Full Service 40**	EUR 12,550

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Cont. B 3 Participation fee, advance payment for services (cf. A 7)

Two-story stand construction

On two-story constructions, the upper floor space is charged at **50%** of the respective ground floor rate.

The participation fee covers the stand space rental and moreover comprises extensive services provided by Messe München GmbH, which include in particular: advice on stand planning, advice on the technical conditions and requirements on site regarding stand design, advice on setting up and dismantling the stand, concept and public relations work for the fair, visitor marketing and visitor acquisition, preparation and organization of trade-fair related opening events, press conferences, presentations and exhibitor evenings, insofar as these are organized by Messe München GmbH, the preparation and implementation of forums and special shows, insofar as these are organized by Messe München GmbH or third parties on behalf of Messe München GmbH, the provision of exhibitor passes for authorized persons in accordance with clause B 12 "Exhibitor passes," the provision of ticket vouchers for visitors in accordance with clause B 13 "Vouchers," the provision of advertising media, the lighting, heating and air-conditioning of all the exhibition spaces, basic guard service for the event site, regular cleaning of circulation areas, the provision of loudspeaker systems used for informing visitors to the fair, and other visitor information systems including signage, the provision of visitor lounges, meeting rooms and catering facilities for exhibitors, visitors and the press within the exhibition premises, the deployment of first-aid operatives as well as traffic routing to and within the event site.

Mandatory communication fee

Exhibitors will be charged a mandatory communication fee for each of their stands amounting to **EUR 758**. This mandatory communication fee includes the basic entry in the trade show media and other communication services as set out in provision B 11 "Media services". Exhibitors can book other entries in the respective advertising media for extra charges. The additional listing and promotion opportunities as well as the rates are shown on the respective order forms, which will be sent to exhibitors by the media services partner contracted by Messe München GmbH.

In addition, EUR 100 of the communication fee is earmarked for the use of the Joor platform. (see B 11)

Advance payment

The advance payment for exhibitor services ("Advance payment," cf. A 7) is **EUR 15/m²** of rented exhibition space.

Day ticket vouchers

Included in the participation fee are a limited number of redeemed vouchers for day tickets (cf. B 13).

AUMA charge

The German Council of Trade Fairs and Exhibitions (AUMA) levies all exhibitors a charge of **EUR 0.60/m²** of rented exhibition space. This amount is charged by Messe München GmbH and transferred directly to AUMA.

Fixed waste-disposal fee

The mandatory, flat-rate waste disposal fee in the amount of **EUR 7/m²** is to cover the disposal of all waste generated at the exhibitor's booth during setup and dismantling and throughout the duration of the trade fair. The disposal of production waste, entire stand elements and complete exhibition stands is not covered by this fee.

B 4 Co-exhibitors (so-called logo partners)

The participation of companies as co-exhibitors (cf. A 4) is on principle possible. Participation is, however, subject to Messe München GmbH's prior authorization. The registration of co-exhibitors is free of charge.

All co-exhibitors must be registered by the main exhibitor. The application is to be submitted online at ispo.com/munich. The application may also be filed via an application form, which can be requested from the exhibition organizer. It is to be submitted to Messe München GmbH fully completed and signed.

The application deadline is Thursday, July 31, 2025.

Admission can only be granted if the co-exhibitor would also be eligible as a main exhibitor. A mandatory communication fee in the amount of **EUR 758** will also be levied for each co-exhibitor. The mandatory communication fee for each co-exhibitor includes the same services as for the main exhibitor (cf. B 3).

The participation of firms as additionally represented companies (cf. A 4) is not possible.

For each co-exhibitor without Messe München GmbH's admission, Messe München GmbH is entitled to demand a penalty charge of **EUR 1,500** from the exhibitor. Furthermore, Messe München GmbH may demand that co-exhibitors not admitted by Messe München GmbH vacate the stand. Should the exhibitor fail to comply with the request to vacate the premises without delay, Messe München GmbH has the right of extraordinary cancellation in respect of the contractual relationship between Messe München GmbH and the exhibitor.

B 5 Terms of payment (cf. A 7)

The amounts invoiced in all invoices issued by Messe München GmbH in connection with the event are to be transferred in euros, without deductions and free of all charges to one of the accounts specified in the respective

invoice, indicating the customer number. The times of payment specified in the invoices are binding and are to be complied with.

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B 6 Dates of setting up and dismantling (cf. A 15)

Setup periods

November 27, 2025: from 07:00 to 23:00
November 29, 2025, from 07:00 to 18:00

Dismantling periods

Dezember 2, 2025: after the trade fair closes until midnight
Dezember 3, 2025: from 00:00 to 23:00
Dezember 4, 2025: from 07:00 to 18:00

Event-specific traffic guide

All event-specific drive-in regulations will be summarized in the event's traffic guide. This will be made available for download on the event homepage well in advance of the start of setup.

Driving motor vehicles on the exhibition grounds

Driving on the grounds with motor vehicles or vehicle combinations of any kind (hereinafter referred to as "vehicles") is at your own risk. The provisions of the German Road Traffic Regulations (StVO) apply accordingly throughout the exhibition grounds and in the parking lots. The maximum speed permitted on the exhibition grounds is 20 km/h.

There is an absolute ban on stopping outside the areas designated for stopping and parking. The marked driveways, fire department movement areas and escape routes (outer gates, hall gates, emergency exits, etc.) must be kept clear at all times.

Vehicles may only be parked on the exhibition grounds in the designated areas and only temporarily for the purpose of unloading or loading materials. On completion of loading/unloading, the vehicle must leave the exhibition center immediately; no parking beyond this activity is permitted.

Messe München GmbH reserves the right to remove vehicles, trailers, containers, bins, empties or full loads of any kind parked illegally or in no-stopping zones without prior notification at the expense and risk of the party responsible. Guarding and safekeeping are excluded.

Right of transportation and forwarding

The operation of exhibitor-owned forklift trucks, cranes, high-lift pallet trucks and low-lift trucks with operator platforms is not permitted on the Messe München exhibition grounds. Messe München GmbH's accredited forwarding agents exercise the sole right of forwarding on the exhibition grounds, in particular with regard to the transportation of exhibits or the loading and unloading of trucks.

Deposit collection

A deposit of **EUR 100** in cash must be paid for each vehicle when entering the exhibition grounds at the times specified in the traffic guide. The deposit will be returned on exit and is subject to compliance with the specified deposit period. If the deposit period is exceeded, the deposit will be forfeited. The deposit period is dependent on the respective vehicle class and can be found in the traffic guide.

FairLog truck guidance system for long vehicles

For vehicles with an overall length exceeding **8 m**, a time slot must be booked in advance via the "FairLog" online portal for loading or unloading at the times specified in the traffic guide. On site, these vehicles must be registered at check-in before accessing the site, stating the time slot reservation number in order to complete the process.

Rental Spaces for Containers and Exhibits

Parking spaces for containers and exhibits in the loading yards may only be occupied as of 18:00 on the last day of setup. They must be vacated no later than one hour after the end of the trade fair on the last show day. In the event of violation of these provisions, Messe München GmbH is entitled to demand a lump-sum compensation amounting to the respective net rent per space plus VAT for each day on which the rental space was occupied too early or vacated too late.

Last setup day

On the last day of setup, **November 29, 2025**, the time available for constructive stand building is 07:00 to 18:00 and for decorative booth building 18:00 to 20:00. Extended set-up after 20:00 on the exhibitor's own stand area is subject to a charge and only permitted in exceptional cases with the prior written consent of Messe München GmbH, Technical Exhibition Services.

All delivery and stand-construction vehicles must be removed from the halls, the loading yards around the halls, and the outdoor exhibition area by 18:00. Vehicles which are still in the said areas after this time will be removed by Messe München GmbH at the risk and expense of the respective exhibitor.

Start of dismantling

Vehicles of stand construction companies and suppliers shall not be admitted before 17:00 on December 2, 2025. If exhibition goods are removed or the stand dismantled before the end of the fair, Messe München GmbH may demand payment of a contractual penalty of **EUR 1,500** from the exhibitor.

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B 7 Stand design and equipment

Stand designs for two-story constructions, for stands larger than **100 m²**, stand structures exceeding **3 m** in height or with a stand covering require prior authorization. Dimensioned drawings including floor plans and elevations on a scale of 1:100 must be submitted digitally in PDF format (not protected) to Messe München GmbH, Technical Exhibition Services Division for approval no later than 6 weeks before setup begins.

Halls, general

Single-story construction

The maximum construction height is **6 m**. The maximum advertising height (upper edge) is **7.50 m**.

Two-story construction

The maximum construction height is **7.50 m**. The maximum advertising height (upper edge) is **7.50 m**.

In addition, the maximum construction height (clearance) alongside the hall walls must be observed (see description of halls and outdoor exhibition grounds).

The partition walls facing the neighboring stand must be kept white, neutral, free of installations and clean above a height of **2.50 m**. It is recommended that exhibitors install partition walls (height **2.50 m**) as demarcation to neighboring stands. Messe München GmbH supplies partition walls only at the request and expense of the exhibitor. Partition walls or additional cabin walls (height **2.50 m**) can be ordered in the Exhibitor Shop. In the case of advertising structures directly facing adjoining stands, there must be a minimum distance of **2 m** to the stand perimeters. Flashing or changing lights must not be used for advertising purposes. The stand design must be adapted to suit the type of rented stand (row, corner, end, island stand), e.g. by partition wall systems. The exhibition stand should also meet the character of the respective trade fair to preserve the visual identity of the event. Messe München GmbH is entitled to demand changes in stand design on this account.

In order to maintain the character of ISPO Munich as a communication and working trade fair, an open stand design must be ensured. Messe München GmbH is authorized to stipulate changes to the stand design in connection with this.

Stand plans can only be approved if the open sides of the stands are open throughout the stand. The erection of closed walls is permitted if they do not cover more than a maximum of **70%** of the respective side of the stand.

Stand construction approval

As a matter of principle, every planner/designer of an exhibition stand is responsible for compliance with public statutory regulations, insofar as applicable to exhibition stands, and compliance with Messe München GmbH's Technical Guidelines as well as the General Terms of Participation. No approval of plans from Messe München GmbH is necessary given compliance with the following requirements:

- stand and/or advertising structures no higher than **3 m**
- stand area no larger than **100 m²**
- stand is without covering.

Any stand concepts in non-compliance with the aforementioned requirements are to be submitted digitally, in PDF format for approval to Messe München GmbH's Technical Exhibition Services Division, containing to-scale stand design plans (ground plan, elevations and sectional drawings) no later than 6 weeks prior to official setup date. If items are to be suspended from the hall ceiling, the work involved must be carried out by Messe München GmbH's contractors. The placing of motor vehicles of any kind on the stand area for exhibition or decorative purposes is prohibited and is permissible only in exceptional cases on the prior written consent of the Exhibition Management. Moreover, multi-story stands and special constructions (such as bridges, stairs, cantilever roofs, galleries, etc.) are as a general rule subject to separate approval. Please consult the "Building Regulations" set out under "Notices—Applications" in the Exhibitor Shop for further information. **Please note under all circumstances the requirements set out in the Technical Guidelines and the information included in the individual notices.** For further processing, the exhibitor service media for ordering additional stand services will be made available to you online via our Exhibitor Shop in due time, or sent to you per e-mail.

B 8 Official regulations and permits

Authorization is to be obtained for structures that exceed a built-over area of **30 m²** or a height of **7.50 m** (pavilions, tents, cranes, plant and equipment etc.). The necessary building applications as well as plans and structural analyses or test books are to be submitted to Messe München GmbH, Technical Exhibition Services Division in good time but no later than 6 weeks before the beginning of setting up (see also B 7—Stand design).

In the erection, operation and dismantling of their structures at the exhibition center, exhibitors are to comply with all statutory and official regulations as

well as the relevant requirements of Messe München GmbH and especially those from the Terms of Participation and the Technical Guidelines. In addition to the Technical Guidelines, the relevant safety regulations of the TÜV (German organizations for technical inspection and control) also apply to all exhibits and other equipment and facilities; recognized codes of practice are to be complied with. Revolving tower cranes and the like must be secured in accordance with regulations. For safety reasons, it is not permitted to attach advertising media or other loads to cranes, with the exception of non-weighted flags.

B 9 Technical installations

The technical services designated accordingly in the Technical Guidelines such as the provision of installations to supply the stand with electricity and water can be ordered only from Messe München GmbH. Wired telecommunications equipment may only be provided by Messe München GmbH; Deutsche Telekom AG and other network operators are not authorized at the

exhibition center. To connect his own stand area, the exhibitor may operate his own wireless LAN network at his stand after prior written approval from Messe München GmbH; the specifications of Messe München GmbH are to be complied with.

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B 10 Sales regulations

Open selling or other provision of goods and services from the stand is not permissible. Exhibited articles may be delivered to purchasers only after the end of the fair. It is not permitted to show the selling price openly. Under

No. 64 GewO (German trade regulation act), it is permissible to sell only to commercial resellers, commercial consumers and bulk purchasers.

B 11 Media services

The basic entry includes the company name, place, hall and stand number as well as the listing in the product index and this is invoiced by Messe München GmbH (cf. B 3—Mandatory communication fee). Phone, mobile phone and e-mail address require the explicit final approval and consent by the exhibitor, as it may potentially be personal data; otherwise this information may not be published. Exhibitors can book additional listings, e.g. in the product directory and other presentation opportunities in these communication media in a separate order process. The booking option will be made available to applicants in good time by the media service partner commissioned, who handles these extra listings with the applicant in his own name and on his own account. Messe München GmbH assumes no responsibility for the accuracy and completeness of the ordering media (online and mobile).

The exhibitor is solely responsible for the permissibility under law—and particularly the law on competition—of entries placed in the trade show media (online and/or mobile) of Messe München GmbH at the instigation of the exhibitor. Should third parties assert claims against Messe München GmbH on account of the impermissibility of the entries under law in general or the law on competition, the placer of the entries shall hold Messe München GmbH fully safeguarded against all claims asserted including all costs of any necessary legal defense on the part of Messe München GmbH. The same applies to entries from exhibitors, co-exhibitors and exhibitors on joint stands that the respective exhibitor has arranged in the Messe München GmbH trade show media (online and/or mobile).

The official media services partner for this trade fair is:

The communication article also includes a profile as part of the event on the Joor digital platform (www.joor.com). Joor is an online B2B marketplace that brings brands and retailers together.

jl.medien GmbH
Inselkammerstraße 11
82008 Unterhaching
Germany
Tel. +49 89 666166-31
info@ispo-mediaservices.com

B 12 Exhibitor passes

For the duration of the fair, each exhibitor receives a specific number of free exhibitor passes for his stand:

In the hall

up to 20 m² of stand size	3 exhibitor passes
as from 21 m² for every further 10 m² or part thereof	1 exhibitor pass (in addition)
as from 101 m² for every further 20 m² or part thereof	1 exhibitor pass (in addition)

Exhibitor passes are for stand personnel only and can be ordered via the Exhibitor Shop for **EUR 59**/each or obtained on site at the entrance for **EUR 79** from the last set-up day. Exhibitor passes may not be passed on to third parties. In case of abuse, Messe München GmbH is entitled to withdraw the exhibitor pass.

The inclusion of co-exhibitors does not increase the number of exhibitor passes.

B 13 Vouchers

Exhibitors and companies on joint stands have the opportunity to invite customers to the event free of charge with vouchers.

A contingent (depending on the size of the exhibitor) of redeemed online vouchers is included in the participation fee and will not be charged.

B 14 Photo, film and video shooting (cf. A 10)

By derogation from A 10 of the Conditions of Participation A, permission is no longer required for photography, film and video recordings of the exhibitor's own stand during the official setup and dismantling times and during exhibitor opening hours.

Written permission is only required outside these times (i.e. during night closing times). Booking of an accompanying security guard is mandatory

during night closing time. All relevant information will be published in the Exhibitor Shop in the respective information sheet (Notice Photography and Filming).

The use of drones is expressly prohibited at all times (setup, running time, dismantling).

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B 15 Stand parties

Stand parties on the exhibition stand require authorization by Messe München GmbH and must be notified by November 18, 2025 at the latest. Events on November 30, December 1 and 2, 2025 may start no earlier than 18:00 and must end no later than 22:00. Until 22:30, the necessary clearing-up work may be undertaken on the stand area. By 23:00 at the latest, all persons must have left the fairgrounds. The exhibitor is responsible for ensuring that the attendees of his stand party do not access other trade fair booths or touch any exhibits located there. The exhibitor is to ensure that the attendees of his stand party follow the instructions of the safety and security service employed by Messe München GmbH. The minimum scope of the safety and security

services necessary is determined by Messe München GmbH. The exhibitor indemnifies and holds Messe München GmbH harmless in connection with the stand party.

The services provided by Messe München GmbH in connection with each stand party are charged to the exhibitor in the final invoice.

To ensure a smooth, uninterrupted event, we recommend that you consult with your booth neighbors of the planned party in advance. Please note that the volume of musical renditions on the stand may not exceed **85 dB (A)**.

B 16 Deliveries

Consignments, letters and other mail to be delivered to the exhibitor's stand must carry the following details:

- Name of the event
- Hall (designation: A, B or C as well as the number of the hall (1–6)) or the outdoor exhibition area (designation: F and the block number (5–13))
- Stand number of the exhibition stand
- Name of the exhibitor
- Am Messeseesee 2, 81829 Munich, Germany

Messe München GmbH does not take delivery of consignments, letters and other mail intended for exhibitors or third parties. Exhibitors are advised not to deposit shipments or other objects unsecured in the hall or the outdoor exhibition area during setup and dismantling times.

Services with regard to the receipt and dispatch of consignments are offered by the authorized freight forwarders at the exhibition center.

B 17 Fashion shows and events

For fashion shows and events planned at the stand, notification in writing is to be made to Messe München's Exhibition Management responsible for the

trade fair in good time. Special regulations apply to stand parties (see B 15—Stand parties).

B 18 Noise, sound effects, GEMA

Demonstrations of machines, video, music, stage shows etc. during the event (see opening hours) require the prior authorization of Messe München GmbH and must be conducted in such a way that no other exhibitors are disturbed or adversely affected. Accordingly, loudspeakers and other acoustic amplifiers/sound systems must be turned towards the exhibition stand and may not sound off on neighboring stands or aisles. The sound level may not exceed **70 dB (A)** at the stand perimeter (see also Technical Guidelines 4.7.7, 5.8.1 and 5.15). Messe München GmbH reserves the right to limit or prohibit demonstrations of any kind—irrespective of previous authorization—causing noise, optical disturbances or for other reasons constituting a hazard or impairment to the event and especially event participants. The relevant statutory provisions must be observed.

Under the terms of the Copyright Act, the permission of GEMA – Gesellschaft für musikalische Aufführungs- und mechanische Vervielfältigungsrechte (Musical Performance and Mechanical Reproduction Copyright Watchdog) is required for musical renditions of any kind. Further information is available in the ISPO Munich Exhibitor Shop, or contact GEMA directly as follows:

GEMA, 11506 Berlin, kontakt@gema.de, www.gema.de

Unnotified reproductions of music may result in damage compensation claims by GEMA (§ 97, copyright law).

B 19 Alterations

Messe München GmbH reserves the right to make alterations and additions in matters affecting technical arrangements and safety.

Status: February 2025