



Before applying please be sure that your company should meet the following requirements:

1. The company must be a start-up with 100 employees or less.
2. A company established with less than 5 years
3. The company must be an independent business. It cannot be a subsidiary of any large corporation or operate as a non-profit organization or as a division of government organizations.
4. The company must be able to present a working prototype

The following points will also be considered:

1. Status of the company on the market (pre-launch, pilot, etc)\*
2. The type of products presented at AeroLabs

## START UP APPLICATION FORM

Product(s)/Service(s) exhibited

Short description

This form is very important as the provided information on your technologies and capabilities will be useful to submit your proposal of exhibition in Aero Labs. Please fill all information if possible – all fields are mandatory, to allow a complete and equilibrate evaluation of the applications by the A&DM Sevilla Technical Committee.

Please send your application at [sevilla@advbe.com](mailto:sevilla@advbe.com) before April 16, 2024

### COMPANY DETAILS

Company name	
Address, Postcode, City	
Country	
Website	
Year of foundation	
Turnover 2021-2023	
Reference contact name	
Reference contact email	
Reference contact phone	
Trade association / spin off / cluster / organization member	

### MAIN ACTIVITY (IES):

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Main ADM sector / topic	<i>Sustainable Aviation, Smart Manufacturing, Advanced Air Mobility, MRO Digitalization</i>
Product(s)/Service(s) exhibited	<i>Add or link a photo if possible</i>
Short description	<i>Describe the product(s) or Service(s) in some detail</i>
Innovative aspects	

Innovation level maturity	Available on the market, as prototype, as proof of concept. Indicate TRL level is possible.
Market dimension	Qualitative indication of the dimension of the potential market
Targeted market	OEMs, Suppliers, Final customers, ...
Patents/Publications	
Annexes	Web links or annexes provided with the application

Please attach to this form at least 2 photos of the product with the exact measures and exhibition space required, joined with an English detailed presentation of the content in a brochure or PPT format.

## PACKAGES & PURCHASE ORDER – AeroLabs Pavilion

(Only eligible startups can exhibit at the AeroLabs Pavilion)

\* All pictures shown are for illustration purposes only. Actual products may vary.

### TABLE & BTOB PACKAGE €570 (excl. taxes)



Corner on the AeroLabs Pavilion equipped with:

- 1 table + 3 chairs
- Carpet
- Electrical outlet

#### INCLUDING:

- A personalized schedule of pre-organized meetings (May 15 & 16)
- Free access to all conferences and workshops on May 15 & 16
- Complimentary refreshments during the coffee breaks
- Lunches on (May 15 & 16)

Pass for 1 participant

## MORE OPTIONS

Select options as you see fit. Please make sure to add correct quantities:

*Note: Below prices do not include tax*

### LUNCHES (15-16 de Mayo)

Continue building your networks at a business lunch (round table of 10 people)

\*Per person

**€ 70 excl. VAT\***

### ADDITIONAL PARTICIPANT

Register your collaborators and give them access to the exhibition, conferences and workshops, coffee break.  
Strictly reserved to the representatives of the registered company.

\*Per person

**€ 300 excl. VAT\***

## PURCHASE ORDER CONFIRMATION

Please select options that apply to you and enter the correct final amount.

ORDER CONFIRMATION		
LUNCHES (May 15-16)	<input type="checkbox"/>	€ 70 X .....= €.....
ADDITIONAL PARTICIPANT	<input type="checkbox"/>	€ 300 X .....= €.....
TOTAL		
TAXES (20%)*		
NET DUE TO ADVANCED BUSINESS EVENTS		

## 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 your VAT number
- 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.

Payment can be made by:

- credit card from an online facility (visa and master card credit card only)
- wire transfer to our bank account (send us a copy of the receipt by email at [compta@advbe.com](mailto:compta@advbe.com))

Our bank account details:

- IBAN: FR76 3000 4008 0400 0107 2835 736
- BIC Code: BNPAFRPPXXX
- Bank: BNP PARIBAS PARIS-CENTRE AFFAIRES
- Bank address: 10 RUE DE LA ROCHEFOUCAULD CS 50300 92513 Boulogne Billancourt Cedex – France

**IMPORTANT NOTE:** sign on next page, scan and return this booking form (3 pages) to your BCI 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 catalog and are very important for the matchmaking program. Sign-up section from [www.bciaerospace.com/sevilla](http://www.bciaerospace.com/sevilla).  
BCI AEROSPACE is a division of advanced business events

## GENERAL TERMS & CONDITIONS

Event name: **AEROSPACE & DEFENSE MEETINGS SEVILLA 2024**

Date: **May 14-16, 2024**

Country: **Sevilla - Spain**

Location: **Fibes - Palacio de congresos y exposiciones de Sevilla**

### 1/ ORGANIZATION

The Event is organized by **abe - advanced business events**, a limited company with a stated capital of 50000 Euros, whose registered head office is located at 10 RUE DE LA ROCHEFOUCAULD CS 50300 92100 Boulogne Billancourt Cedex – France, hereafter referred to as the Organizer.

### 2/ PURPOSE

This agreement stipulates the terms and conditions, under which the Organizer sets up and runs the Event. This agreement highlights the rights and obligations of both the Organizer and the signing company, hereafter referred to as the Participant. By signing this agreement, the Participant formally agrees to abide by these terms and conditions.

### 3/ PLACE AND DATE

The Event will be held at the Date indicated here above. The Organizer may cancel the Event or change the Place and Date, should the Place be rendered unavailable, in case of force majeure or act of God. In such an event, no compensation or refund shall be due to the Participant. However, the Organizer shall inform the Participant about the new Date and Place in writing and guarantee the Participant's participation in the rescheduled Event at no additional cost.

### 4/ REGISTRATION, CANCELLATION, PAYMENT

- Any company or organization is allowed to attend the Event provided its delegates have relevant knowledge to enter business discussions with other attendees. The Organizer, nonetheless, reserves the right to approve or reject any registrations at its sole discretion.
- The participant may cancel their registration forty-five days (45) or more prior to the Event and be eligible for a full refund. The Organizer shall, however, retain a 7.5% administrative fee when processing the refund.
- Should cancellation be submitted twenty-one (21) to forty-four days (44) prior to the Event, the Participant shall be liable for a penalty amounting thirty percent (30%) of the amount due or paid.
- Should cancellation be submitted twenty days (20) or less prior to the Event, the Participant shall be liable for the payment of the full amount due, and not be eligible for any refund.
- All invoices issued and sent to the Participant, must be remitted five days (5) prior to the Event at the latest. The Organizer reserves the right to deny the Participant access to the Event, shouldn't their accounts be settled.

### 5/ INCLUDED SERVICES AND OBLIGATION TO PRODUCE RESULTS

The Organizer firmly commits to diligently use their expertise, knowledge, contacts network and all available resources to deliver all the services described in the booking form attached to this agreement. The Participant understands the Organizer's work shall not necessarily produce direct and immediate business results.

### 6/ PREVENTIVE MEASURES

The Organizer commits to implementing preventive measures and supplying equipment, aimed at hampering the spread of some transmissible diseases. The Participant understands that preventive measures and protective equipment do not offer a risk-free event, and that the Organizer cannot be held liable for any contamination occurring during the preparation and running of the Event.

### 7/ INSURANCE

The Organizer is solely responsible for setting up and running the Event. However, the Organizer's shall not be legally liable for any harm caused to the Participant by a third party.

The Participant must hold an insurance policy that covers all damages caused by them, their staff or their belongings to a third party or a third party's equipment and installations during the preparation and running of the Event.

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### 8/ APPLICABLE AMENDMENTS

The Organizer reserves the right to introduce addendums to this agreement in order to handle any matters not initially mentioned in this agreement. Such amendments shall be notified and diligently sent to the Participant and immediately come into force.

The Organizer reserves the right to terminate this agreement and therefore cancel the Participant's registration, should the latter not comply with the terms and conditions of this agreement. In such an event, the Organizer shall notify the Participant in writing, and no compensation or refund 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 on 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

In the event of disagreement, the Participant shall submit a written request to the Organizer and seek an amicable settlement. If no amicable settlement is reached, the tribunal of Nanterre, France, shall be the sole competent tribunal to handle the case.

### 11/ PRIVACY AND SECURITY POLICY

The Participant understands that the Organizer will collect detailed information about their business for the sole purpose of conducting the Event and delivering the services described in the attached booking form. More information is available on the Organizer's website: [privacy, confidentiality and management of personal information](#)

**Company name:**

**Name of authorized officer or representative:**

- ☐ I agree with advanced business event's general terms and conditions.
- ☐ I agree to receive communications from A&DM Sevilla partners.

**Date, signature and company's seal:**