



Customer Number (Filled by Organizer):

□□□□ / □□□□□□□□

Please fill the form and send to:
anufoodbrazil@koelnmesse.com.br

Please return with all applicable forms (forms 1.30 / 1.31)

Exhibition Contract
ANUFOOD Brazil

São Paulo Expo
 9-11 March 2020

1.10

1. Exhibitor / Contractor

¹ All fields are mandatory

² This information can be used in promotional items and show directory

1.1 General Data

Legal Name ^{1,2}

Legal Representative ¹

Company Name ^{1,2}

Position ¹

Address ^{1,2}

ID Number ¹

ZIP Code ^{1,2}

City ^{1,2}

UF ^{1,2}

Telephone ¹

Country ^{1,2}

Contact for the event ¹

Telephone ^{1,2}

Fax ^{1,2}

Position ¹

E-mail ^{1,2}

Telephone ¹

Website ^{1,2}

Cell Phone ¹

E-mail ¹

1.2 Major Activity ^{1,2} (choose one option):

- | | |
|---|---|
| <input type="checkbox"/> Manufacturer | <input type="checkbox"/> Wholesaler |
| <input type="checkbox"/> Import / Export | <input type="checkbox"/> Representative |
| <input type="checkbox"/> Sales Organization | <input type="checkbox"/> Association / Entity |
| <input type="checkbox"/> Service Provider | <input type="checkbox"/> Trade Media |

Financial Dept. Contact

Financial Dept. Email

Address

1.3 Exhibition Sector ^{1,2} (choose one option):

- | | |
|---|--|
| <input type="checkbox"/> Fine Food | <input type="checkbox"/> Bread & Bakery |
| <input type="checkbox"/> Agrifoods | <input type="checkbox"/> Sweets & Snacks |
| <input type="checkbox"/> Meat | <input type="checkbox"/> Dairy |
| <input type="checkbox"/> Chilled & Fresh Food | <input type="checkbox"/> Drinks |
| <input type="checkbox"/> Organic Products | <input type="checkbox"/> Food Services |

ZIP Code

City

State

1.4 Main Association

(Please complete with the name sectorial association your company is associated):

2. Event: ANUFOOD Brazil, International Trade Show Exclusively for the Food and Beverage Sector. From 9-11 March 2020 (Assembly: from 5-8 March 2020. Disassembly: 11 March 2020). Venue: SP Expo, Rodovia dos Imigrantes, Km 1.5, CEP 04329-900, São Paulo - SP, Brasil

3. Stand Request:

Street: _____ Booth Number: _____

4. Space and Shell Scheme Options ^{1,2}

4.1 Raw Space Conditions:

- Early Bird until 30.06.2019 (BRL 750,00 /sqm)
- Regular I from 01.07.2019 to 30.09.2019 (BRL 890,00 /sqm)
- Regular II from 01.10.2019 to 31.12.2019 (BRL 990,00 /sqm)
- Late Booking from 01.01.2020 to the show (BRL 1.090,00 /sqm)

Booth Size (SQM): _____

4.2 Scheme Options:

- NO Shell Scheme
- BASIC (BRL 350 / sqm)

- Gray carpet
- Octanorm walls 2.75h
- Signboard with the company name
- 1 Table
- 3 Chairs
- 1 Spotlight - 1 per 3sqm
- 1 Power Plug
- Black Side Columns
- 1 Counter
- 1 Stool
- 2 Shelves



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COMPLETE (BRL 550 / sqm)

- Gray carpet
- Octanorm walls 2.75h
- Signboard with the company name
- 1 Table
- 3 Chairs
- 1 Spotlight - 1 per 3sqm
- 1 Power Plug
- Black Side Columns
- 1 Counter
- 1 Stool
- 2 Shelves
- Image 2,00(L) x 2,57(A)
- 1 Garbage
- 1 Storage 1X1 sqm



SPECIAL (BRL 750 / sqm)

- Gray carpet
- Walls covered with ecological leather 3.70H;
- Signboard with the company logo
- LED spotlights
- 1 Counter
- 2 Power Plugs
- 1 Stool
- 6 Chairs
- 1 Trash can
- 2 Round tables glass top



PAVILION (BRL 750 / SQM)

- Gray carpet
- Structure in aluminium beams (maximum light 8x8)
- White mdf wall and fascia with printed graphics.
- Lighting for fascia and for each booth

Each exhibitor has

- 1 Counter
- 1 Power Plug
- 1 Round table
- 4 Chairs
- 1 Trash can



* PAVILION BOOTH: Total number of co-exhibitors at my pavilion booth _____; the organizer will charge **BRL 1.000,00** per co-exhibitor.



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4.3 Mandatory Services Fees:

ITEM	Description
A.	City Tax (per booth = BRL 665,00)
B.	Fire Extinguisher (25sqm; 1 = BRL 130,00)
C.	Core booth Energy (KVA) = sqm x 0,10; Minimum rate of 2 KVAS. Price/KVA = BRL 350,00
D.	Media Package Kit (per exhibitor = BRL 900,00)
Additional mandatory fees only for Raw Space Contracts	
E.	General Cleaning Fee (BRL 25,00 per sqm)
F.	Build Up Energy (per exhibitor = BRL 335,00)

- Build Up Electricity and Cleaning Services included in shell scheme, when hired
- It is mandatory to have 1 fire extinguisher every 25 sqm
- Media Package Kit includes logo on website and in printed catalogue
- Hydraulic points and additional electrical power shall be requested via Exhibitor Manual forms
- It is mandatory to submit the application form for each co-exhibitor that should be provided by the organizer

4.4 Payment Terms: The total price has to be paid in two instalments.

- First instalment (20%) has to be paid two weeks after the contract is signed
- Second instalment (80%) has to be paid until **February 10th, 2020**.

Fees and taxes for the bank transfer must be paid by the Exhibitor/Contractor.

5. General Conditions of Participation

5.1 The Exhibitor / Contractor pledges to use the rented space in accordance with the amount paid for. Instalments must be paid via bank payment slips issued Koelnmesse Organização de Feiras Ltda., at Banco Santander (Brasil) S.A., Agência 0436, Account Number 13002582-8 (IBAN: BR80 9040 0888 0043 6013 0025 828C 1, SWIFT/BIC: BSCHBRSP), observing the due dates indicated thereon, which will be sent to the Exhibitor / Contractor when this contract is signed. Payment slips will be sent to the contact indicated in the Exhibitor's Official Identification box in the preamble of this agreement ("Contact person for the exhibition"), whereas said contact should inform the Organizer about any receiving problems or if he/she has not received the payment slip until 3 days before the due date.

5.1.2 In case the Exhibitor / Contractor does not inform the Organizer about any problems that causes him/her not to receive the payment slips within the deadline set

forth in item 5.1 above, resulting in late payment, the Exhibitor shall incur into the penalties set forth in item 5.3 below.

5.2 Payments shall only be considered discharged if made through bank payment slip. Payments will not be considered if made via other modalities without express written authorization from the Organizer.

5.3 Late payment of instalments by the Exhibitor / Contractor entails a 2% fine plus 1% interest per month charged on the instalment amount.

5.4 In the event of debt enforcement proceedings for instalments owed, the Exhibitor / Contractor shall be liable for payment of all court costs and attorney fees generated by the default.

5.5 Should the aforementioned venue not be granted due to the absence of any required licenses and/or



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authorizations, or still for any reasons whatsoever, the Organizer has the authority to hold the event in another location, at its sole discretion, which is hereby accepted by the Exhibitor / Contractor with no restrictions.

5.6 The Exhibitor / Contractor may not wholly or partially transfer any right or obligation undertaken with the Organizer, related to the event in question, nor may it sublet or assign all or part of the contracted space, without the previous and express approval of the Organizer.

5.7 The space shall only be released for the Exhibitor / Contractor and its agents to set up the booth if there are no outstanding contracted instalments.

5.8 The timeframe for using the space outlined in this document shall correspond to the duration of the event, including times for set-up and dismantling of the booth and the Exhibitor/Contractor's products and equipment as described in the application document 1.10 of the preamble of this agreement. On the last day of dismantling the Exhibitor / Contractor must deliver its assigned space, properly vacated and in the same conditions as received, so as to return it in perfect order, being responsible for reimbursing any damages caused.

5.8.1 In case of noncompliance with the delivery timeframe and conditions, the Organizer shall proceed to vacate the space and restore the aforementioned conditions, whereas the Exhibitor / Contractor shall be accountable for all resulting costs, including those related to storage of materials, which will be available to it for fifteen (15) days counted from the end of the event, after which period the Organizer is free to dispose of them.

5.9 This contract shall be lawfully terminated, regardless of judicial or extrajudicial notice, if at any time during its effective period two instalments are in arrears for over 5 (five) business days, or in the event of incorrect payment of said instalments, resulting in loss of the right to participate in the fair, without being entitled to any reimbursement of amounts paid.

5.10 The Exhibitor / Contractor recognizes that, due to the Leased Contract Area, the Organizer will take many obligations and bear costs for the organization of the event according to the exact number of participants. The obligations assumed by the Organizer will remain unchanged even if the Exhibitor / Contractor decides to cancel their participation. Thus if the Exhibitor wishes

to cancel its participation in the Event, the Exhibitor / Contractor must inform the Organizer in writing, and will be obligated to make the required indemnity payments, as described in the terms below:

- a) If the cancellation is done up to 180 (one hundred and eighty) days before the opening of the event, the Exhibitor / Contractor shall pay 50% (fifty percent) of the amount set in application document 1.10 above;
- b) If the cancellation is done between 180 (one hundred and eighty) days and 120 (one hundred and twenty) days before the opening of the event, the Exhibitor / Contractor shall pay 75% (seventy five percent) of the amount set application document 1.10 above;
- c) If the cancellation is done less than 120 (one hundred and twenty) days before the opening of the event, the Exhibitor / Contractor shall pay the whole sum set in the application document 1.10 above;
- d) If the cancellation is done less than 45 (forty-five) days before the opening of the event, the Exhibitor / Contractor shall pay the whole contract, plus a charge of 20% (twenty percent) on the amount set in the application document 1.10 above;

5.10.1 In case the Exhibitor / Contractor does not occupy the area leased until 48 (forty-eight) hours prior to the opening of the event, the Organizer may use it as it suits better, applying also the item 5.10.c above.

5.10.2 In case the Exhibitor / Contractor is subject to the terms set in application document 1.10 and clauses 5.10 and 5.10.1, including the subitems above, with or without notification in writing to the Organizer the intention to cancel its participation in the event, the Organizer may make the area available for lease or relocation without any indemnity to the Exhibitor / Contractor in this case.

5.11 The Exhibitor / Contractor may request reduction of the space being assigned to it or change in the type of space for a lower cost, if there is availability. However, this shall be subject to the same conditions described on item 5.10 under the space/service that has been reduced. The difference in price, if any, shall be returned to the Exhibitor / Contractor within sixty (60) days after the end of the event.

5.12 Aside from the provisions set forth herein, relations between the parties shall also be governed by the Exhibitor Manual, available on the website

Koelnmesse Organização de Feiras Ltda.
Av. Francisco Matarazzo
1752, CJ 1.704
CEP 05001-200
São Paulo/SP, Brasil
Tel. +55 (11) 3966-3022
Fax: +55 (11) 3966-3022



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www.anufoodbrazil.com, and memos that may be drawn up and sent via e-mail to the address indicated in this contract ("Contact person for the exhibition"), which will constitute an integral part of this rental agreement and which the Exhibitor / Contractor states full awareness of, hereby accepting and adhering thereto without reservations or provisions, pledging to comply with all conditions and restrictions contained therein and bearing responsibility to make all of its subcontractors aware of its terms and requirements.

5.13 The Exhibitor / Contractor states its full awareness of the norms and penalties related to maximum sound volume allowed within the booths, as stated in the Exhibitor's Manual.

5.14 ANUFOOD Brazil will take place from 9-11 March 2020, in SP Expo, Rodovia dos Imigrantes, Km 1.5, CEP 04329-900, São Paulo - SP, Brazil

5.15 The Organizer reserves the right at any time, for the general good and without prior notice, to rearrange booth locations, provided that the dimensions and characteristics established in this contract are met. It may also change or close entry and exit points, accesses to the space and other structural changes for convenience of the event, to which the Exhibitor / Contractor hereby agrees.

5.16 The Exhibitor / Contractor is likewise responsible for all damages that it or its agents may cause, by negligence or misconduct, to the event venue, to the assets existing therein, or to third parties, whether attending the event or otherwise, for which its partners and administrators shall also be jointly liable.

5.17 The Exhibitor/Contractor must abide by the standards set forth in the Exhibitor's Manual for the use of the area.

5.18 The Exhibitor / Contractor is responsible for tax and labour obligations related to the staff it directly or indirectly employs to provide services in the space sub-assigned herein, as well for any tax and legal matter related to own material used/exhibited in the event. The Exhibitor / Contractor is aware of tax and legal restrictions and regulation of sale of products designated to the fair participation and exempts the Organizer of any responsibility for the non-observation of this restrictions. The direct sale of any product designated to be shown at the fair is forbidden.

5.19 Should the Exhibitor / Contractor fail to appear at the fair, it shall be subject to a 10% fine calculated on

the price it paid to acquire the space. Unused space may be sold to another company. The Exhibitor / Contractor shall not have any reimbursement rights on the paid amount to acquire the space or any service related to it, according to clause 5.10.

5.20 It will fall solely within the Exhibitor / Contractor's scope of risk if

- the products, which have been stipulated for the presentation, cannot be introduced at the venue of the event due to legal requirements prevailing there or due to other reasons, or
- such products do not arrive in time, do not arrive undamaged or do not arrive at the venue of the event at all - e.g. as a result of any loss, delay in transport or customs, etc. - or
- the journey, the journey of the exhibitor's employees or the exhibitor's stand or installation personnel is delayed or becomes impossible.

5.21 Pursuant to the Minor and Adolescent Statute, minors under 14 years of age are not allowed to enter the event, even if accompanied by a parent or guardian.

5.22 The judicial district of São Paulo/SP is hereby chosen to resolve any disputes arising from this agreement.

5.23 The Exhibitor / Contractor hereby expressly permits the Organizer to use the details entered on this contract for sending information and advertising of its industry events, both national and international, in line with the data protection regulations currently in force in Brazil. The Exhibitor / Contractor can forbid this use of personal data any time by sending an e-mail to anufoodbrazil@koelnmesse.com.br.

5.24 The Organizer is allowed to publish the Exhibitor / Contractor as Exhibitor in its publications such as hall plan, exhibitor list, etc.

5.26 Any adjustments to the terms and conditions set forth in this agreement shall only be considered valid upon the signature of an amendment to this agreement.

5.27 All notices, agreements, waivers and other communications shall be in writing, via e-mail or fax and delivered by registered letter, courier or in person, however the case may be, to the addresses/contact person indicated in the preamble of this agreement.

5.28 This Agreement shall be entered into on an unconditional and irrevocable basis and shall bind and

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benefit the parties and the respective successors, heirs and assignees thereof.

5.29 This Agreement, including the respective attachments, represents the integral agreement between the parties with respect to the transaction set forth in this agreement and replaces all other previous agreements, in writing or oral, in relation to the subject matter thereof.

5.30 Any term or provision of this agreement deemed invalid or unenforceable shall be considered invalid solely to the extent of such invalidity or unenforceability, without making invalid or

unenforceable the remaining terms and provisions of this agreement. The invalid or unenforceable provision shall be replaced by the parties for a proper and legal provision whose effect approximates at most the original provision.

5.31 The terms in the context of this agreement shall be counted as from the 1st (first) business day following the event until the termination thereof, which shall be a business day.

5.32 This agreement, which is hereby signed by 2 (two) witnesses represents an execution document, pursuant to articles 784, III of Law No. 13.105/2015.

Exhibitor / Contractor

Company Name¹ _____
Legal Representative¹ _____
Position¹ _____
Local _____

Date ____/____/20____

Signature/Stamp **x** _____

Organizer

Koelnmesse Organização de Feiras Ltda.
Legal Representative: Cassiano Facchinetti
Position: Managing Director
Local: São Paulo, SP, Brazil

Date ____/____/20____

Signature/Stamp **x** _____



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**Co-Exhibitor* Application Form
 ANUFOOD Brazil**

São Paulo Expo
 9-11 March 2020

1.20

1. Main Exhibitor

¹ All fields are mandatory

² This information can be used in promotional items and show directory

In accordance with Item V of the General Section of the Conditions of Participation, we hereby register the following co-exhibitors at our stand:

1.1 General Data

_____			_____
Legal Name ^{1,2}			Legal Representative ¹
_____			_____
Company Name ^{1,2}			Position ¹
_____			_____
Address ^{1,2}			ID Number ¹
_____	_____	_____	_____
ZIP Code ^{1,2}	City ^{1,2}	Estate ^{1,2}	Telephone ¹
_____			_____
Country ^{1,2}			Contact for the event ¹
_____			_____
_____	_____	_____	_____
Telephone ^{1,2}	Fax ^{1,2}		Position ¹
_____			_____
E-mail ^{1,2}			Telephone ¹
_____			_____
Website ^{1,2}			Cell Phone ¹
_____			_____
_____			E-mail ¹

1.2 The company is a / an ^{1,2} (one option):

- | | |
|---|---|
| <input type="checkbox"/> Manufacturer | <input type="checkbox"/> Wholesaler |
| <input type="checkbox"/> Import / Export | <input type="checkbox"/> Representative |
| <input type="checkbox"/> Sales Organization | <input type="checkbox"/> Association / Entity |
| <input type="checkbox"/> Service Provider | <input type="checkbox"/> Trade Media |

Please note that you must complete a separate list of products (Form 1.31) for every company entered here.

*Explanation of "co-exhibitors":

- Co-exhibitors are companies with their own products and their own staff that use the stand area of a main exhibitor.
- Companies within groups and subsidiaries count as co-exhibitors.

Signature from Main Exhibitor:

Date ____ / ____ / 20____ Signature  _____



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Please return with Exhibition Contract (1.10).

**Sales Channel/trend topics/
 target and sales markets**

ANUFOOD Brazil

São Paulo Expo
 9-11 March 2020

1.30

Name of Main Exhibitor (Please also fill in if co-exhibitor/ additionally represented company is indicated)

Name co-exhibitor / additionally represented company

(Please check the appropriate box, multiple responses possible)

We're offering:

- Products for the food wholesale and retail trade
- Products for food service and catering
- Products for the food processing industry

Trend topics

The following trend topics will be communicated separately from the specialist trade areas at ANUFOOD Brazil. They will provide additional guidance to your relevant visitor target groups:

- Frozen products
- Gourmet products and regional specialities
- Health & functional food
- Vegetarian products
- Vegan products
- Private labels
- Ingredients

Our target markets:

Africa

- South Africa
- West Africa
- East Africa
- North Africa

Americas:

- USA
- Canada
- Mexico
- Colombia
- Brazil
- Others Central America
- Others South America

Asia:

- China
- Japan
- South East Asia
- India
- Middle East

Europe:

- Germany
- Western Europe
- Northern Europe
- Southern Europe
- Russia
- Turkey
- Others Eastern Europe

Oceania:

- Australia
- New Zealand
- Others Oceania

Global Opportunities:

Please indicate your interest to exhibit at any of the following Koelnmesse portfolio events:

Cologne

- ISM
Cologne, Germany
- euvend & coffeena
Cologne, Germany
- Anuga
Cologne, Germany

Global

- THAIFEX - Anuga Asia
Bangkok, Thailand
- Alimentec
Bogota, Colombia
- Annapoorna - ANUFOOD India
Mumbai, India
- Yummex, Middle East
Dubai, UAE

- ANUFOOD China
Shenzhen, China
- Wine & Gourmet Japan
Tokyo, Japan
- Wellfood Ingredients
São Paulo, Brazil
- Not interested in trade shows abroad

Signature from Exhibitor/Contractor:

Date ____ / ____ /20____ Signature **x** _____



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 Must be returned by Main-Exhibitor and Co-Exhibitors.

List of Goods
ANUFOOD Brazil

São Paulo Expo
 9-11 March 2020

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Name of Main Exhibitor

(Please also fill in if co-exhibitor/additionally represented company is indicated)

Name co-exhibitor / additionally represented company

List of Goods (please tick corresponding items)

Agrifoods

Raw Material

- 010/010 Meat (unprocessed)
- 010/020 Fish, shellfish and seafood (unprocessed)
- 010/030 Grains
- 010/040 Pulses
- 010/050 Coffee beans
- 010/060 Cocoa beans

Fresh Produce

- 020/010 Fresh fruit
- 020/020 Fruit Concentrates
- 020/030 Vegetables

Finished Food

Fine Food

- 030/10 General provisions and staple foods
- 030/20 Nutrients
- 030/30 Canned food
- 030/40 Ready-meals and soup products
- 030/50 Delicatessen sauces and seasonings
- 030/60 Dried fruit and vegetables
- 030/70 Oils and fats

Bread & Bakery

- 060/10 Bread (fresh, frozen, partly-baked)
- 060/20 Small baked rolls
- 060/30 Fine baked goods
- 060/40 Long-life baked goods
- 060/50 Spreads
- 060/60 Raw materials/ingredients/aux. agents for baking

Meat

- 040/10 Meat products
- 040/20 Preserves containing meat
- 040/30 Meat-based convenience products
- 040/40 Raw ingredients and auxiliary agents for butchers

Confectionery and snack products

- 070/010 Chocolate
- 070/020 Pralines
- 070/030 Other cocoa and chocolate products
- 070/040 Sugar confectionery
- 070/050 Marzipan and persipan
- 070/060 Confectionery products from kernels
- 070/070 Snack products
- 070/080 Chewing gum
- 070/090 Other confectionery

Chilled & Fresh Food

- 050/10 Cut fruit & vegetables
- 050/20 Speciality salads
- 050/30 Fish, shellfish and seafood
- 050/40 Fresh side dishes/ingredients
- 050/50 Fresh ready-meals
- 050/60 Raw ingredients and aux. agents for chilled foods
- 050/70 Other chilled products

Drinks

- 080/10 Non-alcoholic drinks
- 080/20 Beer and mixed beer drinks
- 080/30 Wine and sparkling wine
- 080/40 Spirits
- 080/50 Raw materials, reagents and additives
- 080/60 Coffee (processed)
- 080/70 Tea
- 080/80 Cocoa (processed)



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ANUFOOD Brazil
 São Paulo Expo
 9-11 March 2020

1.31

Dairy

- 090/10 Milk and dairy products, Milk substitute products
- 090/20 Cream and cream products
- 090/30 Cheese
- 090/40 Butter
- 090/50 Desserts
- 090/60 Dried milk products
- 090/70 Fruit preparations/ingredients/raw materials/auxiliary agents
- 090/80 Eggs and egg products
- 090/90 Lactose-free milk and dairy products

Food Services

- 100/010 Kitchen technology
- 100/020 Distribution systems/table and serving equipment
- 100/030 Rinsing, cleaning and disposal technology
- 100/040 Refrigeration technology
- 100/050 Coffee machines
- 100/060 Information and billing systems
- 100/070 Construction technology, furnishing and equipment
- 100/090 Food and beverages for the food service and catering market

WellFood

- 110/10 Non-prescription medicines/OTC
- 110/20 Dietary supplements
- 110/40 Health food and dietetic products
- 110/50 Functional Foods

Organic

- 120/010 Organic delicatessen products, gourmet, general provisions and health food
- 120/020 Frozen organic products
- 120/030 Organic meat, sausage, game and poultry
- 120/040 Organic fresh convenience and fish products
- 120/050 Organic milk and dairy products
- 120/060 Organic bread, baked goods, spreads and hot beverages
- 120/070 Organic drinks

Associations, organisations, trade press, services, IT

- 130/010 Associations and organisations
- 130/020 Trade press
- 130/030 Services, IT

Note: this directory of products shall not be considered the basis for automatic entry in the directory of products in the official fair media. Our official contractual partners will provide you with all order information and documents for the marketing services offered.

<u>Exhibitor / Contractor</u>	<u>Organiser</u>
Company Name ¹ _____	Koelnmesse Organização de Feiras Ltda.
Legal Representative ¹ _____	Legal Representative _____
Position ¹ _____	Position _____
Local _____	Local _____
Date ____/____/20____	Date ____/____/20____
Signature/Stamp x _____	Signature/Stamp x _____