

**Stand allocation begins: 1 February 2012**

**Company address**

Company  
  
 Department  
  
 Street / P. O. Box  
  
 Country Code / Postal Code    Town  
   

**Address for correspondence (only if different from above)**

Company  
  
 Street / P. O. Box  
  
 Postal Code    Town  
      
 Country

- Manufacturer     Dealer     Importer     Distributor with exclusive selling rights for Germany (multiple entries possible)  
 Service company     Member of the following trade association/s: \_\_\_\_\_

**Contact Person for Trade Fair Organization Title / First Name / Last Name**

Ms   
 Mr   
 Phone with area code and extension  
  
 Fax  
  
 VAT-ID No. (required by VAT legislation)

**Position**

E-mail (personalized)  
  
 Official company representative (managing director, chairman, etc.) Title / First name / Last name  
 Ms   
 Mr   
 Number and place of company registration

- Applicants who are based in Germany or in the European Union: In the case of the given applicant, his/her company carries out business-related activities autonomously for the purpose of earning income on a sustainable basis (Art. 9 MwStSystRL). The applicant herewith declares that he/she is sourcing the services provided by Messe München GmbH for his/her company.  
 Applicants who are based in a country outside the European Union: In the case of the given applicant, his/her company carries out business-related activities autonomously for the purpose of earning income on a sustainable basis (Art. 9 MwStSystRL). The applicant herewith declares that he/she is sourcing the services provided by Messe München GmbH for his/her company.  
 Neither of the above declarations is applicable. In such cases, Messe München GmbH will charge for its services plus statutory German sales tax even if the given applicant is based abroad.

Differing invoice address: Due to value-added tax legislation requirements, invoices for services that Messe München GmbH has or will render to the exhibitor as its contracting party, cannot be issued or readdressed to an invoice recipient other than the exhibitor. Messe München GmbH can issue invoices only to its contractual partners. Should it be necessary for invoices to be issued to a different invoice recipient and not to you, kindly contact us so that an acceptable solution in compliance with tax legislation can be found.

**Company headquarters with complete address and country:** \_\_\_\_\_

**Country for statistical listing:**     Headquarters     Subsidiary     Country: \_\_\_\_\_

**Co-exhibitors:** For registration of co-exhibitors please fill in "Application Co-exhibitors"

Number of co-exhibitors:     Number of additionally represented companies:

**Please indicate on Product Index / Exhibition Sector to which product group your exhibits belong**

Stand space only (w/o stand structures)	front x depth	=	m <sup>2</sup>	
<input type="checkbox"/> Row stand (minimum size 9 m <sup>2</sup> ) 1 side open    EUR 235/m <sup>2</sup> OE-A member    EUR 211/m <sup>2</sup>	<input type="text"/>	=	<input type="text"/>	<b>LOPE-C Full Service Package</b> (stand construction and standard equipment) <input type="checkbox"/> surcharge    EUR 125/m <sup>2</sup> (for details refer to Special Terms of Participation B 4)
<input type="checkbox"/> Corner stand (minimum size 12 m <sup>2</sup> ) 2 sides open    EUR 260/m <sup>2</sup> OE-A member    EUR 234/m <sup>2</sup>	<input type="text"/>	=	<input type="text"/>	
<input type="checkbox"/> End stand (minimum size 20 m <sup>2</sup> ) 3 sides open    EUR 272/m <sup>2</sup> OE-A member    EUR 245/m <sup>2</sup>	<input type="text"/>	=	<input type="text"/>	
<input type="checkbox"/> Island stand (minimum size 40 m <sup>2</sup> ) 4 sides open    EUR 280/m <sup>2</sup> OE-A member    EUR 252/m <sup>2</sup>	<input type="text"/>	=	<input type="text"/>	
<input type="checkbox"/> OE-A member				<b>LOPE-C Academic Booth Package</b> (6 m <sup>2</sup> row stand with stand construction and standard equipment) <input type="checkbox"/> Standard    EUR 2,000 <input type="checkbox"/> OE-A member    EUR 1,800 (for details refer to Special Terms of Participation B 4)

If possible, which companies would you prefer to have as neighbours? \_\_\_\_\_

If possible, which companies would you prefer NOT to have as neighbours? \_\_\_\_\_

Please take note of the Participation Terms A and B and the Technical Guidelines. The Participation Terms A and B as well as the Technical Guidelines are recognized as legally binding in all parts. Each applicant acting on behalf of a third party shall be directly liable for meeting the demands of MMG in respect of the above fair.

Place and date

Company stamp and legally binding signature. Please print name.

**Please note:**

The details you have given here are necessary to find your optimal stand solution. If you plan on having products/services from more than one main product group on exhibit at the fair, please indicate the preferred category and area in which your exhibition stand should be placed.

**Please send to:**

**Messe München GmbH  
Messegelände  
81823 München, Germany**

**Exhibition management LOPE-C**

**Product Index/Exhibition Sector LOPE-C 2012**

Please tick only one product group which is the focus of your business activities.

**1. Materials**

**1.1 Substrates**

- 1.1.1 Plastic films
- 1.1.2 Metal foils
- 1.1.3 Paper
- 1.1.4 Glass
- 1.1.5 Textile
- 1.1.6 Other substrates

**1.2 Conductors**

- 1.2.1 Organic conductors
- 1.2.2 Inorganic conductors
- 1.2.3 Nano materials
- 1.2.4 Carbon nanotubes
- 1.2.5 Hybrides

**1.3 Semiconductors**

- 1.3.1 Semiconductors
- 1.3.2 Polymer
- 1.3.3 Small molecule
- 1.3.4 Inorganic semiconductors
- 1.3.5 Nano materials
- 1.3.6 Hybrides

**1.4 Dielectrics**

- 1.4.1 Organic dielectrics
- 1.4.2 Inorganic dielectrics
- 1.4.3 Nano materials
- 1.4.4 Carbon nanotubes
- 1.4.5 Hybrides

**1.5 Encapsulation materials and resins**

- 1.5.1 Thin film encapsulation
- 1.5.2 Polymer film encapsulation
- 1.5.3 Metal encapsulation
- 1.5.4 Glass encapsulation
- 1.5.5 Resins

- 1.6 Components for hybrid systems (Polytronics)**

- 1.7 Other materials**

**2. Manufacturing Processes**

**2.1 Mass patterning techniques**

- 2.1.1 Gravure printing
- 2.1.2 Offset printing
- 2.1.3 Flexographic printing
- 2.1.4 Screen printing

**2.2 Digital printing**

- 2.2.1 Inkjet
- 2.2.2 Other digital printing

**2.3 Other printing processes**

- 2.3.1  $\mu$ CP
- 2.3.2 Nano imprint
- 2.3.3 Other printing processes

**2.4 Vacuum processes**

- 2.4.1 Evaporation
- 2.4.2 Sputtering
- 2.4.3 Organic vapor phase deposition (OVPD)

- 2.5 Photolithography**

**2.6 Laser**

- 2.6.1 Laser Ablation
- 2.6.2 Laser Transfer

**2.7 Solution coating**

- 2.7.1 Spin coating
- 2.7.2 Dip coating
- 2.7.3 Blade coating
- 2.7.4 Other solution coating

**2.8 Encapsulation**

- 2.8.1 Thin film encapsulation
- 2.8.2 Polymer film encapsulation
- 2.8.3 Metal encapsulation
- 2.8.4 Glass encapsulation
- 2.8.5 Other encapsulation processes

- 2.9 Clean room**

- 2.10 Roll-to-roll process**

- 2.11 Other manufacturing processes**

Please tick only one product group which is the focus of your business activities.

**3. Assembly and packaging technology, system integration**

- 3.1 Electrical contacting**
- 3.1.1 Flip Chip
- 3.1.2 Other electrical contacting
- 3.2 Lamination**
- 3.3 System integration**
- 3.4 Hybrid systems (Polytronics)**

**4. Inspection and test systems**

- 4.1 Electrical characterization**
- 4.2 Physical/Optical characterization**
- 4.3 Chemical characterization**
- 4.4 Simulation/Circuit optimization**
- 4.5 Lifetime testing**
- 4.6 Quality/Process control**
- 4.7 Environmental testing**
- 4.8 Other inspection and test systems**

**5. Devices**

- 5.1 Transistors**
- 5.2 Diodes**
- 5.3 Passives**
- 5.3.1 Capacitors
- 5.3.2 Resistors
- 5.3.3 Other passives
- 5.4 Integrated circuits**
- 5.5 Displays**
- 5.5.1 OLED
- 5.5.2 Electrophoretic
- 5.5.3 Electrochromic
- 5.5.4 Electroluminescent
- 5.5.5 LCD
- 5.5.6 Electrowetting
- 5.5.7 Other displays
- 5.6 Photovoltaic cells**
- 5.6.1 Organic
- 5.6.2 Hybrid photovoltaic cells
- 5.6.3 Inorganic photovoltaic cells

**5.7 Sensors**

- 5.7.1 Photodiode
- 5.7.2 Pressure
- 5.7.3 Temperature
- 5.7.4 Gas
- 5.7.5 Other sensors
- 5.8 Memory elements**
- 5.9 Antennas**
- 5.10 Batteries**
- 5.11 Other devices**

**6. Applications**

- 6.1 RFID**
- 6.2 TFT backplanes**
- 6.3 Displays**
- 6.4 Sensors**
- 6.5 Smart objects**
- 6.6 Solar cells**
- 6.7 Smart textiles**
- 6.8 Speakers**
- 6.9 Lighting**
- 6.10 Other applications**

**7. Services**

- 7.1 Consulting**
- 7.2 R&D funding management**
- 7.3 R&D**
- 7.4 Prototyping**
- 7.5 Manufacturing**
- 7.6 Venture and equity capitalization**
- 7.7 Professional and trade associations**
- 7.8 Technical books, Technical journals, periodicals, publications**

Comments relevant to your requested placement:

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**Title:**  
LOPE-C 2012  
4th International  
Conference and Exhibition  
for the Organic and  
Printed Electronics Industry

**Venue:**  
ICM – International  
Congress Center Munich  
81823 München, Germany

**Conference:**  
Tuesday, 19 to Thursday 21 June 2012

**Opening hours conference:**  
Tuesday 9:00–18:00  
Wednesday 9:00–18:00  
Thursday 9:00–18:00

**Exhibition:**  
Wednesday, 20 to Thursday 21 June 2012

**Opening hours exhibition:**  
Wednesday 10:00–18:00  
Thursday 10:00–16:00

**Organizer and financing body:**  
Messe München GmbH (MMG)  
Messegelände, 81823 München  
Germany  
Tel. +49 89 949-20548  
Fax +49 89 949-20549  
info@lope-c.com  
www.lope-c.com

## Special Terms of Participation (B)

All prices indicated below are net and subject to applicable value-added tax.  
In the following, main exhibitors, co-exhibitors and exhibitors at joint stands are referred to as “exhibitors.”

### B 1 Application (cf. A 1)

Applications are to be made on the enclosed form, which should be returned to MMG, filled in and signed with a legally binding signature.

Stand assignment commences: Wednesday, 1 February 2012.

### B 2 Permitted exhibits and exhibitors (cf. A 2)

The following are permitted:

a) companies whose exhibits correspond with the Product Index of LOPE-C 2012 (see reverse of application form). Articles other than those permitted and registered may not be exhibited. **We cannot process your application without a duly completed Product Index.**

b) exhibitors with the following qualifications: German and foreign manufacturers and service companies, as well as trading companies that can prove they have been authorized by the manufacturer to exhibit its products.

MMG has the final decision. There is no right to admission. Organizers of joint stands are not exhibitors as defined by the Special Terms of Participation (B).

### B 3 Co-exhibitors and additionally represented companies (cf. A 1/2/4)

As a rule, other companies may participate as co-exhibitors or additionally represented companies (see A 4), subject to prior admission by MMG. Co-exhibitors/additionally represented companies will only be granted admission if the company in question would also qualify for admission as a main exhibitor. The admission fee for co-exhibitors and additionally represented companies is **EUR 200**. Also the obligatory communication fee of **EUR 280** will be levied for each co-exhibitor or additionally represented company. The communication fee for the co-

exhibitor or the respective additionally represented company includes the basic entry with company logo in the catalogue (print and online), one copy of the printed catalogue (hand-out on site at the fair), 200 letter stickers and one electronic press compartment plus other communication services according to the terms set out in provision B 11 “Catalogue – Internet.” Co-exhibitors must be registered by the main exhibitor using a special form. The charge for co-exhibitors and additionally represented companies is invoiced to the main exhibitor.

### B 4 Participation fees, advanced payment for services (cf. A 7)

#### a) Participation fees:

The minimum stand size is: for row stands 9 m<sup>2</sup>, for corner stands 12 m<sup>2</sup>, for end stands 20 m<sup>2</sup> and for island stands 40 m<sup>2</sup>.

The participation fees in the halls for stand space only are:

Row stand (1 side open)	EUR 235/m <sup>2</sup>
Corner stand (2 sides open)	EUR 260/m <sup>2</sup>
End stand (3 sides open)	EUR 272/m <sup>2</sup>
Island stand (4 sides open)	EUR 280/m <sup>2</sup>

For exhibitors who are members of the OE-A (Organic Electronics Association) at the time of invoicing, the following, reduced rates apply:

Row stand (1 side open)	EUR 211/m <sup>2</sup>
Corner stand (2 sides open)	EUR 234/m <sup>2</sup>
End stand (3 sides open)	EUR 245/m <sup>2</sup>
Island stand (4 sides open)	EUR 252/m <sup>2</sup>

#### LOPE-C Full Service Package (stand construction)

Surcharge: EUR 125/m<sup>2</sup>

The LOPE-C Full Service Package includes: stand construction as set out in the LOPE-C rate sheet, carpeting (colour by choice), 1 table with 4 chairs, 1 information counter; signboard with lettering (max. 15 letters, Helvetica), lighting (1 spotlight per 3 m<sup>2</sup>), 3 kW AC connection incl. electricity consumption, 1 electrical socket; lockable cubicle with coat rack and waste paper basket, stand cleaning; free beverages for 1 person during conference coffee breaks.

#### LOPE-C Academic Booth Package

Standard EUR 2,000, OE-A member EUR 1,800

The LOPE-C Academic Booth Package includes: 6 m<sup>2</sup> row stand, stand construction as set out in the LOPE-C rate sheet, carpeting (colour by choice), 1 bar table with 2 bar chairs, 1 information counter, signboard with lettering (max. 15 letters, Helvetica), lighting (1 spotlight per 3 m<sup>2</sup>), 3 kW AC connection incl. electricity consumption, 1 electrical socket, waste paper basket, stand cleaning, free beverages for 1 person during conference coffee breaks, obligatory communication fee free of charge.

The LOPE-C Academic Booth Package is bookable for academic and research institutions only. Only academic and research institutions are permitted as co-exhibitors within this package.

In addition to stand space, the participation fee also comprises extensive services provided by MMG, 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 for the fair, preparation and organization of trade-fair related opening events, press conferences, presentations and exhibitor evenings, insofar as these are organized by MMG, the preparation and implementation of forums and special shows, insofar as these are organized by MMG or third parties on behalf of MMG, the provision of exhibitor passes for authorized persons in accordance with B 13 “Exhibitors’ Passes,” the provision of entrance vouchers for visitors in accordance with clause B 12 “Vouchers for one-day tickets,” the lighting, heating and air-conditioning of all the exhibition spaces, basic guard service for the event site, regular cleaning of general 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.

#### b) Obligatory communication fee

EUR 280

The obligatory communication fee includes the basic entry with company logo in the catalogue (print and online), one copy of the printed catalogue (hand-out on site at the fair), 200 letter stickers and one electronic press compartment plus other communication services according to the terms set out in provision B 11 “Catalogue – Internet.”

#### c) Flat-rate fee for waste disposal during the fair

The flat-rate fee for waste disposal during the fair of **EUR 1.50/m<sup>2</sup>** of stand space plus statutory VAT covers the disposal of waste generated by the exhibitor at his stand during the fair. The rules relating to waste disposal are set out in 6.1 of the Technical Guidelines.

#### d) AUMA fee

The German Council of Trade Fairs and Exhibitions (AUMA) levies all exhibitors (German and foreign) a **charge of EUR 0.60 net per m<sup>2</sup>** of rented exhibition space. This amount is charged by MMG and transferred directly to AUMA.

#### e) Advance payment

The **advance payment** for services ordered (see A 7) is **EUR 20/m<sup>2</sup>** of rented exhibition space. After the fair, on the final invoice, the advance payment will be set off against the costs due for the services that were actually ordered.

### B 5 Terms of payment (cf. A 7)

The deadlines for payment given in the notice of admission or the invoice must be observed. Prior payment in full of the amount invoiced is a condition for access to the exhibition area, an entry in the catalogue, and the provision of exhibitors' passes.

All invoiced amounts in all MMG invoices relating to the event, must be transferred in euro, without deductions and free of all charges to one of the accounts specified in the respective invoice, indicating the reference number.

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

Stands may be set up starting on 18 June 2012 at 8:00. Setting-up must be finished by 18:00 at the latest on the last day of set-up, 19 June 2012. An extension is possible only in exceptional cases

with the written permission of MMG's Technical Exhibition Services Division. Dismantling must be completed by 22 June 2012 at 18:00.

### B 7 Stand design and equipment

Prior authorization must be obtained from the Technical Exhibition Services Division for all stands of over 3 m in height. The maximum height of stands and advertising is 4 metres.

The back of the walls facing the neighbouring stand must be kept white, neutral, free of installations and clean. All advertising boards have to be at least 2 m away from the edge of any adjacent stand. No flashing or alternating lights may be used on advertising.

MMG supplies partition walls only if ordered in advance. They must not be altered in any way by the exhibitor. Any painting, papering, and gluing may be carried out only by MMG's approved contractors. Nails

may be inserted only in the built-in nailing battens. The use of staple guns is strictly forbidden for safety reasons.

For further preparations, the Exhibitor Services documentation will be sent to you in due time. **Stand designs including floor plans and elevations must be submitted in duplicate to MMG's Technical Exhibition Services Division for approval by 30 April 2012**, at the latest 6 weeks before setting up begins.

**Please note the changes and additions to the Terms of Participation (on the order forms).**

### B 8 Technical installations

Applications for electric installation, water, drainage, and telephone connections can be considered only if submitted in due time on the

order forms as provided by MMG or for download from the Internet. The precise terms and connection fees are stated on these forms.

### B 9 Use of equipment

Only cranes, fork-lift trucks and working platforms may be used that have been provided by the MMG under contract. Special equipment

requirements must be coordinated with the MMG's Technical Exhibition Services Division.

### B 10 Sales regulations

Direct sales and other services or deliveries made from the stand are not permitted. It is not permitted to display the retail price of the exhibited goods. Exhibits must not be delivered to purchasers until

after the trade fair closes. In accordance with section 64 of the trade regulations (GewO), sales are permitted only to wholesalers, retail traders or trade customers.

### B 11 Catalogue – Internet

Each exhibitor is required to submit a catalogue package booking (print and online). Entries are mandatory and subject to a fee of **EUR 280**. The prices may be seen on the catalogue order forms which will be sent to the exhibitor by MMG's official publisher in due time. MMG undertakes no guarantee of the accuracy or completeness of the catalogue. Exhibitors will be invoiced by MMG's publisher.

The exhibitor is solely responsible for the permissibility under law—and particularly the law on competition—of any advertisement placed in the trade fair catalogue and the Internet database of Messe München GmbH at the instigation of the advertiser. Should third

parties assert claims against Messe München GmbH on account of the impermissibility of the advertisement under law in general or the law on competition, the advertiser shall hold Messe München GmbH fully safeguarded against all claims asserted including all costs of any necessary defence in court on the part of Messe München GmbH. The same applies to entries by exhibitors, co-exhibitors and companies on joint stands which the respective exhibitor, co-exhibitor or the company of a joint stand has actuated in the trade fair catalogue and the Internet database of Messe München GmbH.

### B 12 Vouchers for one-day tickets

Exhibitors, co-exhibitors and companies at joint exhibition stands will be able to order an unlimited number of vouchers for one-day tickets and online vouchers for one-day tickets and a range of

different advertising materials (available in the spring of 2012). The participation fee covers all redeemed vouchers and online vouchers for one-day tickets, without extra charge.

### B 13 Exhibitors' passes (cf. A 13)

For the duration of the trade fair, each exhibitor receives 1 exhibitor pass free of charge for a stand of up to 20 m<sup>2</sup> in size. For every additional 20 m<sup>2</sup> or part thereof, one additional exhibitors' pass is put at the exhibitor's disposal. The number of exhibitors' passes is not increased for co-exhibitors or additionally represented companies.

Additional exhibitors' passes are available from the trade fair management at **EUR 30** each. Exhibitors' passes are intended solely for stand personnel, and must not be passed on to third parties.

**The exhibitors' pass does NOT entitle you to free use of local public transport (MVV-Munich Transport and Tariff Association).**

### B 14 Circular letters

Once the stands have been allocated, exhibitors will be contacted (by post or e-mail) to inform them of further details concerning preparation and organization of the trade fair.

### B 15 Noise, background noise

MMG's special written permission is required for musical performances on the trade fair grounds. Presentations of equipment, videos, music, and shows must not interfere with or disturb visitors or other

exhibitors. The maximum permitted noise level for demonstrations of equipment and video performances is 75 dB(A). Electronically amplified systems are not allowed at the stand.

### B 16 Alterations

MMG reserves the right to make alterations and additions in matters affecting technical arrangements and safety.

### B 17 Invoice recipient

Due to value-added tax legislation requirements, Messe München GmbH is unfortunately unable to issue or re-address invoices for services rendered or to be rendered by MMG to the exhibitor as its contractual partner to an invoice recipient other than the exhibitor. Messe München GmbH can issue invoices only to its contractual

partners. Should it be necessary for invoices to be issued to a different invoice recipient and not to you, we would kindly ask you to contact the LOPE-C exhibition management team so that an acceptable solution can be found, taking tax legislation requirements into account.