Special Conditions for Participation in the trade fair IWA OutdoorClassics 2027 for exhibitors, newcomers, XPERIENCE and VISION areas

1. Venue, duration, opening hours

Venue:	Exhibition Center Nuremberg	
Duration:	Thu 4 – Sun 7 March 2027	
Opening hours:	Thu 4 – Sat 6 March 2027	9:00–18:00 daily
	Sun 7 March 2027	9:00–16:00

2. Sponsors

VDB Verband Deutscher Büchsenmacher und Waffenfachhändler e.V., Marburg
JSM Verband der Hersteller von Jagd-, Sportwaffen und Munition, Ratingen

3. Organizer

NürnbergMesse GmbH
Messezentrum, 90471 Nürnberg, Germany
T +49 9 11 86 06-0, F +49 9 11 86 06-82 28
iwa@nuernbergmesse.de
www.iwa.info
www.nuernbergmesse.de
CEO: Peter Ottmann
Registration Number HRB 761 Nürnberg
Chairman of the Supervisory Board: Albert Füracker, MdL
Bavarian State Minister of Finance and Regional Identity

4. Contractual terms

The terms for participation in the trade fair IWA OutdoorClassics 2027 are the Special Conditions for Participation in the trade fair IWA OutdoorClassics 2027 for for exhibitors, newcomers and Participants in the XPERIENCE and VISION Areas and the General Conditions for Participation in Fairs and Exhibitions (including Supplementary Agreement), the NürnbergMesse site regulations, the organizational (e.g. exhibitor information), technical and other conditions notified to the exhibitor before the exhibition begins.
Point 1 of the General Conditions for Participation in Fairs and Exhibitions applies to the registration of newcomers and Participants in the XPERIENCE and VISION Areas.

5. Admission/Stand space confirmation

Item 2 of the General Conditions for Participation in Fairs and Exhibitions is supplemented as follows: The exhibitor agrees to pay a processing fee of EUR 250.
if the order for stand space is cancelled prior to receipt of the stand confirmation. Cancellation after receipt of the stand space confirmation (= admission) is governed by item 7 of the General Conditions for Participation in Fairs and Exhibitions.

6. Exhibitors and approved exhibition goods, visitors

6.1 Exhibitors, newcomers and participants of the XPERIENCE and VISION Areas, age limit

Admissible as exhibitors are: manufacturers, importers, wholesalers, representatives and publishers, domestic and foreign, offering only those products and services that can be assigned to the product groups provided.
Admissible as newcomers are: National and international companies that have not yet exhibited at IWA OutdoorClassics and whose exhibition goods are in the field of hunting, shooting sports and outdoor activities.
In addition to the General Conditions for Participation, supplementary provisions apply to the special areas and formats at IWA OutdoorClassics 2027. Participation in the XPERIENCE areas is reserved exclusively for exhibitors whose products and services can be assigned to the respective theme area. Use of these areas requires separate registration and approval by the exhibition management.
The VISION areas serve to present innovative concepts and new market participants. Exhibitors admitted to these areas receive an exclusive exhibition space in accordance with their registration, the contents of which must be assignable to the current key topics. Use of these areas likewise requires separate registration and approval by the exhibition management.
Participation in other pavilions is also reserved for exhibitors whose products and services can be assigned to the respective theme area. Separate registration is required in each case.
All exhibition goods must be described in detail in the application. Products (copies, counterfeits, etc.) that violate the regulations for the protection of industrial property rights in Germany are not admitted.
Children and young people under 18 years of age are not admitted to the exhibition. Admission may be granted to 16- and 17-year-olds in exceptional justified cases. An exceptional case only exists if such a person is employed by an exhibiting company, which must be proved. Admission is only possible if accompanied by an adult.

6.2 Admissible exhibits, inadmissible exhibits

The exhibitor acknowledges the legal firearms regulations in force at the place of exhibition and the conditions stated below and agrees to comply with same. In case of contravention in spite of a written request to desist, the organizer is entitled to exclude the exhibitor or newcomer from the current and the next IWA OutdoorClassics.

The following may be exhibited:

a. Arms and products that agree with the specified product groups and the theme of IWA OutdoorClassics as a trade fair for hunting, shooting sports and outdoor activities.
In case of doubt, the exhibition management decides on the admissibility of a product in consultation with the exhibition committee and the sponsors of IWA OutdoorClassics.
b. Airsoft guns that resemble fully automatic military weapons:
– max. 1 model of each of these guns may be displayed, and
– the models may not be shown as fully automatic shooting versions.
c. "Prohibited arms and articles" (as per German Firearms Act).
Presentation is only possible if in possession of relevant special permission from the Federal Criminal Investigation Office.
d. It is expressly pointed out that
– lamps specifically designed for mounting on firearms,
– lamps (usually torches) associated with a suitable device for mounting them on guns and
– separate devices for mounting on guns without lamp
are PROHIBITED by the German Firearms Act.
It is irrelevant whether or not such a device and/or lamp is already mounted on a gun. The type of gun on which the device and/or lamp is to be mounted is also irrelevant, i.e. the ban not only applies to firearms requiring a licence, but also to airguns, spring-operated guns, CO2 guns and Airsoft guns.
Derogations for presentation at IWA OutdoorClassics can be applied for via the exhibition management.

The display and sale of the following is prohibited:

a. Military weapons as defined by the Military Weapons Control Act in Germany (KrWaffKontrG). This also covers the presentation of military weapons in brochures, films or similar that can result in contract transactions.
b. Fully automatic firearms that are not military weapons; as stated above, firearms for this purpose also include other types of fully automatic airsoft, air, spring-operated and CO2 guns and, if applicable, blank, gas and signal guns. Fully or semi-automatic working firearms are prohibited by the German Firearms Act and the Federal Criminal Investigation Office (BKA) does not issue special licences for such firearms for IWA OutdoorClassics; even importing such articles constitutes a criminal offence in Germany.
c. Military weapons rendered unusable, particularly fully automatic military weapons that have been modified to decorative weapons.
d. Parts of military weapons rendered unusable.

6.3 Trade visitors, age limit

The exhibitor agrees only to invite visitors from supply trade companies, commercial sources of demand and the official agencies. Proof of the right to admission is to be provided.
In consultation with the exhibition committee and sponsors of IWA Outdoor-Classics, NürnbergMesse is authorized to admit other visitor target groups to the exhibition, if applicable in limited numbers and in a manner that does not disturb the business nature of IWA OutdoorClassics.
Children and young people under 18 years of age are not admitted to the exhibition. Admission may be granted to 16- and 17-year-olds in exceptional justified cases. An exceptional case only exists if such a person is employed by a trade visitor entitled to visit the exhibition, which must be proved. Admission is only possible if accompanied by an adult. 16- and 17-year-old students of gunsmith colleges are admitted if accompanied by a teacher.

6.4 Direct selling, delivery and handling of exhibits

The delivery or handing over of exhibits is prohibited. In the event of contravention of this rule in spite of a warning being given, the organizer shall be entitled to exclude the exhibitor concerned from the current and next IWA OutdoorClassics. It is emphasized that the direct sale, delivery or handling (also as gifts or loan) of guns, ammunition and cut and thrust weapons is not only a violation of the Conditions for Participation in IWA OutdoorClassics, but also constitutes an offence against the applicable statutory firearms regulations of the Federal Republic of Germany (§ 52 Clause 1 No. 3 of German Firearms Act) and must be punished by penal prosecutionn.

6.5 Ranges and targets

All kinds of ranges – ranges for shooting with licensed firearms as well as ranges for shooting with airguns, spring-operated guns, CO2 guns and **all** airsoft versions – also require official approval by the Nuremberg authorities (shooting license). The granting of such a license is also dependent on the results of the safety inspection carried out by the official shooting range expert.
To this effect, the intended operation of a shooting range – regardless of type –

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must be **notified in writing** to the exhibition management with the application to exhibit.
The exhibition management will initiate the application for an official shooting license if necessary.
On real shooting ranges and on laser and other virtual shooting ranges involving no projectiles moving in the direction of the target, people or similar are **never to be used** to represent targets on static target discs or in videos, animated films or cartoons.
Police and military training videos may only be shown to persons (representatives of official agencies) in closed-off areas of the stand.

6.6 Prevention of theft, gun security, stand manager

It is expressly pointed out that firearms requiring licences must be secured mechanically using steel cables. The temporary use of purely plastic parts (cable ties) or fixing the steel cables on the stand using short wood screws without a locking mechanism is prohibited. Additional protection by securing with steel cables is also expressly specified for the storage of firearms in normal exhibition showcases (exception: separate individual showcases with their own stronger locks and individual keys or an alarm system in the showcase). Working ammunition must be kept in lockable containers (showcases). The permanent presence of stand staff is no substitute for mechanical locking devices. In case of inadequate security the organizer reserves the right to charge the costs incurred to the exhibitor or newcomer.

7. Rental in exhibition halls per m² (or part thereof) stand space

EUR 211	In-line stand	(1 side open)
EUR 239	Corner stand	(2 sides open)
EUR 253	Peninsula stand	(3 sides open)
EUR 265	Island stand	(4 sides open)

Minimum stand rental EUR 2,530.
The type of stand allocated depends on planning; an entitlement to a certain type of stand does not exist.
Rental includes:

- Hire of the stand space during assembly, exhibition and dismantling.
- General guarding of the exhibition halls. General lighting of the exhibition halls. General cleaning of the passageways.

An administrative fee of EUR 0.60 per m² of stand space in exhibition halls will be charged and remitted to the AUMA (Association of the German Trade Fair Industry).
The waste disposal service includes the professional removal and recycling of any waste generated at the stand during assembly and dismantling as well as for the entire duration of the trade fair. The flat fee for this is EUR 6.40/m² and is charged up to a maximum area of 500 m². The disposal of production waste accumulated during the event, entire stand elements or complete exhibition stands must be ordered separately. It is strictly forbidden to bring any waste with you, any violation will be charged to the exhibitor. We reserve the right to take further measures. Waste is disposed of in accordance with the Technical Regulations.

8. Complete rental stand

All charges of complete rental stands are calculated per m² of stand space (rounded up to nearest full m²), in addition to rental charge for stand space in exhibition halls (see item 7). All pictures are examplary pictures.

- Hire of complete stand.
  You will find all models at www.standconfigurator.com.

The organizer is responsible for assembling and dismantling the complete rental stand.
The complete rental stand and its fittings must not be pasted over, nailed, painted or damaged in any way. The exhibitor is liable for damage done during the rental period and will be charged with the costs.
The basic type of complete rental stand can be fitted out additionally in the same system at extra cost.
Respective orders can be carried out in the Online ExhibitorShop.

9. Payment conditions

Exhibitors may be charged an advance payment of 25% of the expected stand space rental on **confirmation of the application.**
The full stand space rental less the advance payment will be charged to exhibitors on **confirmation of the stand space.** The advance payment will be reimbursed in case of non-confirmation of the stand.
Any payments are due by the date shown on the respective invoice. Invoices are payable in full. All payments are to be made in EURO without charges, quoting invoice number.
If the exhibitor enters a different invoice address on the application form, he authorizes the stated person/company to receive the invoice and other payment requests. This does not exempt the exhibitor from his obligation to pay.
For subsequent changes to the invoice for which the exhibitor is responsible, NürnbergMesse may charge a processing fee of EUR 50. The same shall apply to cases in which additional expense is incurred because invoices and/or related information, data and documents are entered by NürnbergMesse in the exhibitor's invoice processing systems or payment portals.
An entitlement to occupy the allocated stand space exists only after payment of invoices in full. The exhibitor is to provide proof of payment.
The exhibitor agrees to transmission of invoices by the organizer via e-mail (electronic billing). If the exhibitor does not wish to use electronic billing, he or she can object in writing or in text form.

10. Insurance

Exhibitors are obliged to make their own adequate insurance arrangements. Insurance for exhibitors or newcomers (transport and duration of event) is advisable and can be arranged through a collective insurance contract taken out by the organizer.

11. Assembly and dismantling, passes

Assembly (Exhibitors with own stand construction):

Mon 1 – Tue	2 March 2027	7:00–22:00 daily
Wed	3 March 2027	7:00–20:00

Assembly (Exhibitors with rental exhibition stand):

Tue	2 March 2027	7:00–22:00
Wed	3 March 2027	7:00–20:00

In addition to Item 11 of the General Terms of Participation for Trade Fairs and Exhibitions, the following applies: The construction of exhibition stands must be completed by Wednesday, 3 March 2027 at 20:00. Extended assembly is only possible in justified exceptional cases and with the written approval of the organiser. The extended assembly costs EUR 350 per hour.

Dismantling:	Sun	7 March 2027	16:00–24:00
Mon 8 – Tue		9 March 2027	0:00–24:00 daily

Access to the halls during assembly and dismantling times is only permitted on display of special passes, which are not valid during the exhibition.
The exhibitor agrees to keep to the stated times, especially with respect to completely vacating his stand space by not later than 24:00 on Tuesday, 9 March 2027. Should the exhibitor fail to fulfil this obligation and consequently obstruct the assembly of the next event, the exhibitor shall be obliged to bear all costs arising in this connection. This particularly applies to claims for damages lodged against the orginizer.

12. Stand design, stand mentoring

12.1 Stand design

The exhibitor is responsible for stand equipment and decoration.
As far as possible all open sides of the stand must be arranged to permit unrestricted access. If more than 50% of a gangway side is obstructed, the structures must not exceed a height of 1.00 m below the lighting.
The minimum height is 2.50 m.
The backs of stand partition walls, advertising carriers or other design elements facing neighboring stands and exceeding a height of 2.50 m must be white, in a clean and tidy condition and must not contain any text or graphics.
Two-storey stands are permitted in individual cases, subject to a minimum ground-level space of 100 m² and submission of a special application. Not more than 50% of the ground-level space is to be covered by the second storey. Two-storey stands must be approved by the organizer and the exhibitor is responsible for obtaining the necessary approvals from the building authority; relevant application forms are to be requested. Two-storey stands may be rejected in the overall interests of the event and for safety reasons. The stand rental increases by 50% for the stand space covered by the second storey.
No legal entitlement exists for two-storey stands.
If the rental exhibition stand is not used, a fascia (0.30 m high) must be fitted on all open sides of the exhibition stand. The fascia is not required, if the necessary stand appearance is provided in some other way.
The exhibition organizer reserves the right to give further instructions concerning the design of stands.
Only water-soluble adhesive may be used on the fiber board stand partition walls and these may not be painted unless they have first been covered with wallpaper. After the exhibition, wallpaper or other finishing material must be removed by the exhibitors, otherwise exhibitors will be charged with the costs.
All other stand partition walls, floors, hall walls, pillars, installations, fire-fighting equipment and other permanent hall fixtures must not be pasted over, nailed, painted or damaged in any way.
The exhibitor is liable for damage done and will be charged with the costs.
Pillars, installations and fire-fighting equipment within the stand are part of the allotted stand space and must be accessible at all times.
Floor coverings in the stands are only to be fixed with double-sided adhesive tape (following tapes are to be used: tesafix no. 4964).

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The exhibitor agrees to comply with these conditions. Non-compliance may result in claims for damages by the organizer or the neighboring exhibitors affected.

12.2 Stand mentoring

No dismantling of exhibition stands and/or disposal of products (except patterns, samples and promotional give-aways) before the end of the exhibition)

The exhibition ends at **16:00** on the last day. Until this time, every exhibitor agrees

- to man his stand space with his stand personnel
- not to hand over products to interested persons (except patterns, samples and promotional give-aways)
- not to start dismantling the exhibition stand

The organizer can impose a contract penalty on the exhibitor for each case of contravention. **The contract penalty amounts to 20% of the net stand rental, subject to a minimum of EUR 2,000**. The organizer also reserves the right to exclude the exhibitor from exhibiting at future IWA OutdoorClassics exhibitions.

13. Exhibitor passes

Each exhibitor will be given free passes according to stand size for his exhibition stand and operating personnel. 3 passes will be issued for up to 10 m² stand space, plus 1 pass for each further full 10 m², up to a maximum of 10 free passes. These tickets are valid during duration and also during assembling and dismantling time. Any additional exhibitor passes needed can be purchased for entitled persons at a price of EUR 34 each including VAT at the statutory rate.

14. Marketing services for exhibitors (= direct exhibitors)

The organiser shall provide each exhibitor with the following services, provided that all necessary documents are received by NürnbergMesse in full by 10 January 2027 at the latest:

- Display of exhibitor's **press releases** in the press center
- Entry of company name and stand number of exhibitor in the exhibition guide (free of charge to visitors) or **digital guide** – depending on availability
- **Voucher codes** (electronic admission voucher codes – can only be exchanged online) on demand (free of charge)
- Digital **advertising material for inviting visitors** including TicketCenter with badge management, invitation management and voucher monitoring as well as social media assets.
- **Lead tracking app** free of charge for one device (apps for additional devices can be purchased in the online ExhibitorShop)
- Free job advertising in the local **JOB-Center**

The organizer provides each exhibitor with an **online profile** on the exhibition website with the following services. This online profile remains online until at least six months after the event.

The exhibitor is solely responsible for the information and other materials provided by him, in particular image materials. He shall indemnify the organizer against all claims by third parties asserted in relation to the materials sent.

- **Company profile:** basic company information (name, address, contact details) as well as additional individualized information (e.g. logo, company description 4,000 characters, publication of a PDF download, e.g. press release).
- **2 product/service profiles:** consisting of product description (4,000 characters), pictures, marking a product or services as new product
- Entry of company name and stand number in the **floor plans** on the website.
- **Online banner** for download.
- **Link** from the exhibition website to the exhibitor's website - the exhibitor connects a **return link.**

The contents are accessible via the mobile website www.iwa.info.

The exhibitor agrees to purchase the marketing services at a price of EUR 736. This will be charged together with the stand rental. No reduction in price can be granted if only parts of the package are used. This does not apply to newcomers, BLADE newcomers, and Participants in the XPERIENCE and VISION Areas. Here, there is no additional charge for marketing services.

15. Co-exhibitors

Co-exhibitors are companies who appear on the exhibitor's or newcomer's (= direct exhibitor's) stand and present their own products with their own personnel. Their independence must also be recognizable without physical separation.

Co-exhibitors are only admissible if they fulfill the conditions for participation in the event and the information requested on the application form for co-exhibitors has been entered in full.

If the application of a co-exhibitor is cancelled the direct exhibitor agrees to pay a processing fee of EUR 250.

16. Participation fee for co-exhibitors

The organizer provides each co-exhibitor with marketing services.

- See item 14 for services included in package

The exhibitor agrees to pay a participation fee at a total price of EUR 799 for each co-exhibitor registered by him. This will be charged together with the stand rental or at a later date.

Co-exhibitors who do not register in accordance with item 15 and have not been approved by the organizer will be charged an additional 10 percent in addition to the total price of EUR 799, making the total price for them EUR 878,90. No reduction in price can be granted if only parts of the package are used.

17. Exhibitor claims, text form, place of fulfillment, jurisdiction

All exhibitor claims against the organizer must be made in text form (§ 126b BGB). The statutory period of limitation begins on the last day of the exhibition. Agreements that deviate from these or supplementary terms must be in text form (§ 126b BGB).

German law and the German text shall prevail.

Place of fulfillment and jurisdiction is Nürnberg. However, the organizer reserves the right to bring his claims before the court of the place at which the exhibitor has his place of business.