

MAKE THE DIFFERENCE!

SPONSORSHIP OPPORTUNITIES

AEROSPACE
& DEFENSE
MEETINGS TORINO



The 8th International Business Convention for the aerospace industry

Torino / ITALY
30 NOVEMBER, 1-2 DECEMBER, 2021

- CONFERENCES
- ONE-TO-ONE MEETINGS
- WORKSHOPS
- EXHIBITION

www.aerospacemeetings.com [#ADMTorino2021](https://twitter.com/ADMTorino2021)



HOST SPONSORS



REGIONE
PIEMONTE



TORINO
CHAMBER OF COMMERCE,
INDUSTRY, CRAFTS AND AGRICULTURE

IN COOPERATION WITH



CENTRO ESTERO INTERNAZIONALIZZAZIONE
PIEMONTE: Agency for Investments, Export and Tourism
Financed by Regione Piemonte and Directorate of Commerce



ITALIAN TRADE AGENCY



MINISTERO SVILUPPO ECONOMICO



CONFEDERAZIONE NAZIONALE
TRADE ASSOCIATION



ASSOCIAZIONE INDUSTRIALISTI
ITALIANI

2019 INDUSTRIAL SUPPORTER



2021 INDUSTRIAL PARTNERS



ThalesAlenia
Space



Avio Acro



Collins
Aerospace



ALTEC



PLATINUM SPONSOR: €20 000

This package is an actual partnership that would guarantee your company a high profiled participation.

No competitors of yours will be granted this option.

- A schedule with pre-arranged and approved meetings

Based on your own choices. Unlimited access to the profiles of all the participants will help identify and request meetings with companies you want to target.

- A 24sqm booth

Less than 10 of these booths will be available. These are shell scheme spaces including 2 meeting spots with 1 table, 3 high stools, 1 sofa, 1 front identification, 1 counter, 1 storage room, and space for your company graphics.

- A two sided advert page in the event program booklet

The program booklet is distributed to all the participants entering the show. It's the forum guide providing such information as the general program, conferences summaries, floor plan, etc. You'll supply the artwork on a printable and high definition format.

- A two sided flyer presenting your company

Services, capabilities or products inserted in the folders distributed to all participants. These folders contain the participants' schedules of meetings and are handed over to every participant. You shall supply the flyers on A4 format and deliver them to the address the organizers will indicate.

- An up to 30sec video presenting your company

This file will be played nonstop on screens located at the VIP area where top executives have their meetings as well as at strategic spots such as the business center, coffee corner, and main entrance. The video shall bear no sound and be supplied by you.

- Your company logo visible

On the event official website, the flyer on pdf, other marketing materials, at strategic locations at the venue, on floor plans, etc.

- Unrestricted access to the convention for up to 5 delegates

Of your choice. Lunches, conferences, receptions, etc. will be included.

GOLD SPONSOR: €15 000

- A schedule with pre-arranged and approved meetings

Based on your own choices. Unlimited access to the profiles of all the participants will help identify and request meetings with companies you want to target.

- An 18sqm booth

This is shell scheme space including 2 meeting spots with 2 tables, 8 chairs, a showcase, a shelves rack, and 2 fascia boards with your company name.

- A two sided advert page in the event program booklet

The program booklet is distributed to all the participants entering the show. It's the forum guide providing such information as the general program, conferences summaries, floor plan, etc. You'll supply the artwork on a printable and high definition format.

- Your company logo visible

On the event official website, the flyer on pdf, other marketing materials, at strategic locations at the venue, on floor plans, etc.

- Free goodies

Up to 1300 goodies with your company logo (e.g. paperweight, small objects). They will be distributed to all the companies having booths and visitors going through our reception desk.

- Unrestricted access to the convention for up to 3 delegates

Of your choice. Lunches, conferences, receptions, etc. will be included.

SILVER SPONSOR: €10 000

- A schedule with pre-arranged and approved meetings

Based on your own choices. Unlimited access to the profiles of all the participants will help identify and request meetings with companies you want to target.

- A 12sqm booth

This is shell scheme space including 2 meeting spots with 2 tables, 6 chairs, carpet and 1 fascia board with your company name.

- One advert page in the event program booklet

The program booklet is distributed to all the participants entering the show. It's the forum guide providing such information as the general program, conferences summaries, floor plan, etc. You'll supply the artwork on a printable and high definition format.

- Your company logo visible

On the event official website, the flyer on pdf, other marketing materials, at strategic locations at the venue, on floor plans, etc.

- Unrestricted access to the convention for up to 3 delegates

Of your choice. Lunches, conferences, receptions, etc. will be included



A LA CARTE

VIP Lounge

€uro 5 000

The VIP lounge is the selective area reserved for top executives with busy schedules of meetings. Non VIP attendees can access this area only when they have meetings with a VIP. This is an outstanding opportunity to show off your company to an audience of high level delegates.

- ✓ A rollup banner, supplied by you, presenting your company placed at the area entrance or inside
- ✓ 4 easels with your company name laid on bar where executives enjoy free hot and cold beverages

Hot and cold beverage area / Lunch space

€uro 3 500

Sponsor the Hot and Cold Beverage OR the Lunch area available during the break sessions on *December 1 & 2, 2021*. It is possible for you to have a rollup banner, supplied by you, as well as your supplied brochures on a shelves rack. A great opportunity to introduce your organization to the attendees coming for drinks

Conference / Technology workshop Program Sponsor

€uro 2 500

Your company logo announced on web and paper Plenary Conference and workshop program and social networks managed by abe / BCI Aerospace in the occasion of the event. Nonexclusive support, more than one company allowed.

Lanyards

€uro 1 500

1200 attendees are expected at this event. Every single attendee will receive a badge with the lanyard. Supply lanyards with your company name and logo and we'll distribute them along with the personal badges for the half of the participants registered. You shall supply and deliver the lanyards at the address we'll indicate. Exclusive option for one company.

Catalogue advertising

€uro 1 000/1 500

A one-sided page (Euro 1000) or two side pages (Euros 1500) inside the printed booklet. A catalogue is handed to each participant and contain the general program, conferences summaries, floor plan, etc.

On line partnership

€uro 1 000

Supply your company logo and we will upload it on the event official website, as "sponsors", below all the official partners.

New!! Company Telling

€uro 1 500

Your company adv and a brief 10 lines description of your main activities into the official event catalogue, describing your core business and capabilities (images + short paragraph), after main industrial sponsor adv. An opportunity for a company eager to optimize its visibility. Note that this option is subject to validation.

New!! Corner Booth

€uro 1 000

Corner Booth, 2 sides open in the end or in the beginning of the line, improving your visibility from 2 sides.

New!! Buyers Welcome letter at the hotel

€uro 1 500

Your company logo on the official buyers' welcome letter at the hotel to remind them the full program and the services offered during the convention.

IMPORTANT NOTE:

You'll find a booking form below. Once you've made your choice please fill it out, sign and return it to us by email.

All requests are subject to validation by BCI Aerospace, a division of advanced business events. Your sponsorship will become effective upon the latter approval. Advanced business events reserves the right to deny any potential sponsors their requested options.

BOOKING FORM

The form must be accurately completed and sent back together with the signed terms and conditions.

Company name: _____

Contact person and Job position: _____

Address: _____

Vat Number: _____

SDI Number (only Italian companies): _____

SELECT YOUR OPTION:

<input type="checkbox"/>	Platinum Sponsor	€ 20 000
<input type="checkbox"/>	Gold Sponsor	€ 15 000
<input type="checkbox"/>	Silver Sponsor	€ 10 000
<input type="checkbox"/>	VIP Lounge	€ 5 000
<input type="checkbox"/>	Hot and Cold beverage Or Lunch Area	€ 3 500
<input type="checkbox"/>	Conference & Workshop program support	€ 2 500
<input type="checkbox"/>	Lanyards	€ 1 500
<input type="checkbox"/>	Catalogue adv one-sided page	€ 1 000
<input type="checkbox"/>	Catalogue adv two side pages	€ 1 500
<input type="checkbox"/>	On line partnership	€ 1 000
<input type="checkbox"/>	Company Telling	€ 1 500
<input type="checkbox"/>	Corner Booth	€ 1 000
<input type="checkbox"/>	Buyers Welcome letter at the hotel	€ 1 500
Grand total excl. taxes		
Net due to advanced business events		

SIGNATURE AND COMPANY SEAL**

Place: _____ Date: _____

****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 the tax registration number of the billed company.
 c) Your company is based in a non-European country, no taxes are applicable.
 Your company is registered in Italy; Italian tax (VAT) is due. Our Rome office will bill you and include the VAT amount.

Full payment at booking is accepted, and complete payment required before the event.

For Italian clients:

Payment can be made by:

- wire transfer to our bank account (send us a copy of the receipt by email at compta@advbe.com)

Our bank account details:

- IBAN: IT64 F010 0503 2050 0000 0003 731
- Bank: BNL
- Bank address: Piazza Fiume 53 - 00198 Rome, Italy – Agenzia 5

For International clients:

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)

Our bank account details:

- IBAN: FR76 3000 4008 0400 0107 2835 736
- BIC Code : BNPAFRPPXXX
- Bank : BNP PARIBAS PARIS-CENTRE AFFAIRES
- Bank address: 8- 10 avenue Ledru Rollin – 75012 Paris, France

GENERAL TERMS & CONDITIONS

Event name: **AEROSPACE & DEFENSE MEETINGS TORINO 2021** (referred to as the “Event”):

Date: **November 30th – December 02nd, 2021** (referred to as the “Event date”)

Location: **Oval Lingotto, Torino** (referred to as the “Place”):

City, Country: **Torino, Italy**

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 35/37 rue des Abondances - 92513 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 Place and 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.

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

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 events general terms and conditions

Date and signature :