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YOU ARE:

Direct Exhibitor  Pavilion/Group Organiser

## PART 1: Your company

### • APPLICANT

PLEASE WRITE IN CAPITAL LETTERS  
Company name HT SRL  
Address VA MASCAGIA 13  
Postcode 20121 Town MILANO Country ITALY  
Telephone +39 02 2966603 Fax +39 02 63118946  
E-mail amministrazione@hackingteam.it Website www.hackingteam.it  
Legal form.....  
Intra-community VAT N° (compulsory) 03924730967

If you are a subsidiary company of a group: Name of Group.....Country.....

Language of the company:  English  French

### • NAME OF COMPANY EXECUTIVES

**EXHIBITION MANAGER \*\*:**  Mr  Mrs  Miss  
NAME and First name BETTINI MARCO GIOVANNI  
Direct telephone +39 02 2966603 Fax.....  
Mobile..... E-mail \*\* m.bettini@hackingteam.it  
Job title SALES MANAGER  
Language of the Exhibition Manager:  English  French

\*\*This person, based at the applicant's or at the correspondence address, will receive all information regarding the organisation of the exhibition (ex.: Login / Password for your on-line Exhibitor Area, invoices if the invoicing address is the same as the applicant's address...).

**SALES DIRECTOR:**  Mr  Mrs  Miss  
NAME and First name BETTINI MARCO GIOVANNI  
Direct telephone..... E-mail m.bettini@hackingteam.it

**MARKETING/COMMUNICATION DIRECTOR:**  Mr  Mrs  Miss  
NAME and First name RANA W CIA  
Direct telephone..... E-mail l.rana@hackingteam.it

**LEGAL REPRESENTATIVE/MANAGING DIRECTOR:**  Mr  Mrs  Miss  
NAME and First name BEDESCHI VALERANO  
Direct telephone..... E-mail amministrazione@hackingteam.it

PLEASE WRITE IN CAPITAL LETTERS \*

**• INVOICING ADDRESS (if different from that of applicant)**

Company name.....  
 Address.....  
 Postcode..... Town..... Country.....  
 Legal form.....  
 Intra-community VAT N° (compulsory) .....  
 Contact NAME and First Name..... Fonction.....  
 Direct telephone..... Fax..... E-mail.....

**• ADDRESS OF CORRESPONDENCE (if different from that of applicant)**

Company name.....  
 Address.....  
 Postcode..... Town..... Country.....  
 This address will be used for all mailings regarding your stand and preparations for the exhibition. Please give a postal address as correspondence will be sent by registered letter and other means of delivery.

**• LISTING**

Name under which your company should appear in the alphabetical list of exhibitors, in the catalogue, on your "Exhibitor" badges and on all other documents: **(maximum 50 characters)**

HACKING TEAM

Legal forms and any other legal terms are to be omitted. The organiser accepts no responsibility for any errors in the insertion, the exhibitor alone being responsible for the information he provides.

**• PROFESSIONAL TRADE ASSOCIATION(S)**

You are affiliated to a professional trade association (please specify):  
 .....

## PART 2: Your activity

**YOU ARE** (Please specify your economical category - 1 only possible choice):

- Manufacturer / Producer
- Importer / Distributor
- Trade federation / Trade organisation
- Agent / Consulting firm
- Systems assembler
- Institutional organisation
- Association
- Other (please specify): .....

**• YOUR COMPANY'S BRANDS AND PRODUCTS**

REMOTE CONTROL SYSTEM DA VINCI

**• NAME OF 3 COMPANIES INVOLVED IN THE SAME BUSINESS ACTIVITY**

- 1. ....
- 2. ....
- 3. ....

**• YOUR ACTIVITY / PRODUCTS** **NEW VERSION IN 2013!**

Please refer to the [nomenclature hereafter](#) to indicate the code(s) of the Activity / Products that you want to exhibit.

**Your company main Activity / Product (compulsory):** 0110200

**Your secondary Activity / Product:** \_\_\_\_\_





**Codes**   **Activities / Products**

**01-00-00**   **Transmissions  
Communications  
Positioning**

- 01-01-00 **Communications**  
Transmitters-receivers  
Antennas  
Mobile telephony  
Satellite communication systems  
Headphones and amplifiers  
Connectors
- 01-02-00 **Interception and jamming**  
Audio surveillance / Counter surveillance  
Jammers  
Recorders  
Electromagnetic shielding
- 01-03-00 **Tracking**  
Tracking equipment  
Fleet management  
Geographic Information Systems (GIS)

**02-00-00**   **Authentication  
Access control  
Surveillance**

- 02-01-00 **Authentication**  
Biometric identification  
Document readers  
Counterfeit currency detection and analysis equipment  
Holography - traceability
- 02-02-00 **Access control and physical security**  
Scanners and walk-through scanners  
Perimeter protection  
Locks, safes and security cabinets  
Explosion-resistant equipment  
Intruder detection
- 02-03-00 **Integrated systems and control rooms for video surveillance**

**03-00-00**   **Information technology**

- 03-01-00 **Data processing and analysis software**
- 03-02-00 **Image analysis and processing software**
- 03-03-00 **Encryption**
- 03-04-00 **Information system security**
- 03-05-00 **High-security operating systems**
- 03-06-00 **Rugged computers**

**04-00-00**   **Optics - Optronics**

- 04-01-00 **Sighting equipment**  
Telescopic sights  
Optical aiming devices  
Rangefinders  
Fire control systems
- 04-02-00 **Image capture**  
Standard video cameras and cameras  
Video surveillance cameras  
Miniature video cameras  
Infra-red video cameras  
Endoscopes
- 04-03-00 **Observation**  
Binoculars  
Light intensification and infra-red vision  
Microscopes
- 04-04-00 **Lighting**  
Individual lamps  
Tactical lighting  
Floodlights and zone lighting
- 04-05-00 **Radar**

**05-00-00**   **Consultancy - Training - Services**

- 05-01-00 **Consultancy**  
Consultancy, analysis and risk management  
Qualification and checking of protection systems  
Consultancy and audit  
Economic and industrial intelligence
- 05-02-00 **Training**  
Training centres  
Simulators  
Shooting ranges and targets  
Other training equipment
- 05-03-00 **Services**  
Access control and security services  
Secure transport  
Bodyguard services

**06-00-00**   **Mobility**

- 06-01-00 **Manufacturers**  
Light vehicles  
Heavy vehicles  
Motorbikes - quad bikes  
Aeroplanes and helicopters  
Sea and river travel
- 06-02-00 **Equipment**  
Windows, armour and vehicle protection accessories  
Vehicle bodies  
Audible and visible warning systems  
Tyres and suspension  
Batteries and engines  
On-board communication systems

**07-00-00**   **Weapons - Ammunition**

- 07-01-00 **Weapons**  
Small and medium calibre weapons  
Less-lethal weapons  
Blades, batons, etc.  
Water cannons
- 07-02-00 **Ammunition and pyrotechnics**  
Small and medium calibre ammunition  
Less-lethal ammunition, non-penetrative products and other projectiles  
Explosives - pyrotechnic systems  
Initiators - detonators

**08-00-00**   **Personal equipment - Fabrics**

- 08-01-00 **Personal protective equipment**  
Bullet-resistant and shrapnel-resistant clothing and body armour  
CBRN clothing  
Fire protection clothing  
Gas masks and breathing apparatus  
Helmets  
Protective goggles and ear protection
- 08-02-00 **Clothing**  
Uniforms  
Combat, work and exercise clothing  
Gloves  
Headgear  
Shoes and boots  
Trimmings, articles for clothing manufacture and badges  
Belts and harnesses
- 08-03-00 **Accessories and other equipment**  
Camouflage  
Bags  
Specialized transport cases

- Accessories for handguns, cases and bullet holders
- Whistles and handcuffs
- Diving equipment
- Drill equipment and accessories

**09-00-00**   **Major risks  
Crisis management  
Civil emergencies**

- 09-01-00 **Specific communication and transmissions**  
Specific warning systems, weather and seismic monitoring systems  
Telecommunications networks for deployment in crisis zones  
Shelters and mobile command centres
- 09-02-00 **Victim rescue**  
Clearing, extrication and evacuation  
First aid and medical support
- 09-03-00 **Logistic support equipment**  
Energy: batteries, generators, etc.  
Tents and shelters  
Decontamination  
Signage - illuminated signs - markers
- 09-04-00 **Emergency service equipment**

**10-00-00**   **Specific transverse technologies**

- 10-01-00 **Drones & robotics**  
Aerial  
Land based  
Water based  
Mine clearance/bomb disposal
- 10-03-00 **Materials, fibres and fabrics**  
Retroreflective fabrics  
High-tenacity fabrics  
Non-woven materials  
Coatings, interfacing and special procedures  
Materials for armour  
Composite materials
- 10-03-00 **Measurement and analysis equipment**  
Detectors, analysers and spectrometers  
Ballistic measurement equipment  
Breath analysers and tests  
Control of illicit substances  
Detection and analysis of latent traces

**11-00-00**   **Corporate and media**

- 11-01-00 **Government authorities, groups, associations**
- 11-02-00 **Media**



## • YOUR CLASSIFICATION BY THEME

Please refer to the classification below to indicate the code(s) of your Theme(s).

Your principal Theme (compulsory): K

Your secondary Theme: L

- |   |   |
|---|---|
| <input checked="" type="checkbox"/> <b>A</b> Data protection<br>Information and communication systems | <input checked="" type="checkbox"/> <b>J</b> Protection of industrial and sensitive sites |
| <input checked="" type="checkbox"/> <b>B</b> Economic and industrial intelligence                     | <input checked="" type="checkbox"/> <b>K</b> Fight against organised crime                |
| <input checked="" type="checkbox"/> <b>C</b> Systems integration                                      | <input checked="" type="checkbox"/> <b>L</b> Security of public places – Urban security   |
| <input checked="" type="checkbox"/> <b>D</b> Risk analysis and management                             | <input checked="" type="checkbox"/> <b>M</b> Transport security                           |
| <input checked="" type="checkbox"/> <b>E</b> CBRN   | <input checked="" type="checkbox"/> <b>N</b> Port and airport security – Border control   |
| <input checked="" type="checkbox"/> <b>F</b> Civil defence  | <input checked="" type="checkbox"/> <b>O</b> Road safety                                  |
| <input checked="" type="checkbox"/> <b>G</b> Forensic science services                                | <input checked="" type="checkbox"/> <b>P</b> Security of financial systems                |
| <input checked="" type="checkbox"/> <b>H</b> Law enforcement  | <input checked="" type="checkbox"/> <b>Q</b> Prison sector                                |
| <input checked="" type="checkbox"/> <b>I</b> Anti-terrorism – Special forces                          | <input checked="" type="checkbox"/> <b>R</b> Oil and gas sector                           |

## PART 3: Your stand

**NAME ON YOUR STAND SIGNBOARD** (for shell scheme stand):

22 characters maxi. (in capitals)

Legal forms and any other legal terms are to be omitted. The organiser accepts no responsibility for any errors in the insertion, the exhibitor alone being responsible for the information he provides.

**YOUR WISHES OF LOCATION:**

• **Your stand's environment:** Please specify your wishes (proximity, distance, name of companies near which you wish/do not wish to be located)

TECHNOLOGIES / INFORMATION

• **Exhibition sector** (compulsory – according to availability): (Please specify only 1 wish)

- Technologies - Information - Communication
- Mobility – Road safety
- Textiles – Special equipments
- Major Risks Area
- Multi-sector Area
- « First-Time exhibitor » Village (refer to specific conditions on page 3)

## • COMPULSORY DIRECT EXHIBITOR PACK (or Pavillion/Group Organiser)

**Includes:** Exhibitor registration and administrative fees • « Visitor » invitation cards (upon request in your on-line Exhibitor Area) • 1 company presentation, published in the official exhibition catalogue • 1 copy of the catalogue • « Exhibitor » badges (4 per 12 sq.m) • Access to the Press Centre • Internet link with the exhibitor's website • The company name and stand number appear in all internet lists, floor plans, visitor plans

995 € excl. tax

DIRECT EXHIBITOR PACK SUBTOTAL 995 excl. tax **1**

## • STAND (please refer to descriptions and conditions on pages 2 et 3)

**SPACE ONLY** (min. 24 sq.m): 324€ Excl. tax/sq.m

324€ excl. tax x 24 sq.m = 7776 € excl. tax

• **Discount\*** for applications before 31 March 2013 incl.:  
- 14 € Excl. tax/sq.m

- 14€ excl. tax x ..... sq.m = - 336 € excl. tax

\* The discount will only be valid under respect of the payment of your 1<sup>st</sup> instalment and balance as per the organiser's schedule.

SOUS TOTAL SURFACE NUE = 7440 € excl. tax **2**





**SHELL SCHEME STAND (includes space only and stand equipment):**

« CLASSIQUE » SHELL SCHEME STAND (min. 12 sq.m): 450€ excl. tax x ..... sq.m = .....€ excl. tax  
450€ Excl. tax/sq.m

► Discount\* for applications before 31 March 2013 incl.: - 19€ excl. tax x ..... sq.m = - .....€ excl. tax  
- 19€ Excl. tax/sq.m

\*The discount will only be valid under respect of the payment of your 1<sup>st</sup> instalment and balance as per the organiser's schedule.

Your choice of furniture (specify):  1 desk  1 high round table  
By default, if not chosen, the high round table will automatically be imposed.

Your stand is  $\geq$  48 sq.m:

- Your choice of carpet colour (specify):  blue  grey  red  green  black  
By default, if not chosen, the grey colour will automatically be imposed.

- Your additional package (specify):  1 desk  1 high round table  
By default, if not chosen, the desk will automatically be imposed.

SHELL SCHEME « PLUS » STAND (min. 12 sq.m): 505€ excl. tax x ..... sq.m = .....€ excl. tax  
505€ Excl. tax/sq.m

► Discount\* for applications before 31 March 2013 incl.: - 21€ excl. tax x ..... sq.m = - .....€ excl. tax  
- 21€ Excl. tax/sq.m

\*The discount will only be valid under respect of the payment of your 1<sup>st</sup> instalment and balance as per the organiser's schedule.

Your choice of carpet colour (specify):  blue  grey  red  green  black  
By default, if not chosen, the grey colour will automatically be imposed.

STAND IN THE « FIRST-TIME EXHIBITOR VILLAGE»

Refer to conditions on page 3 – According to availability

6 sq.m stand in the Village: 3,204€ excl. tax = .....€ excl. tax

SHELL SCHEME STAND SUBTOTAL = .....€ excl. tax **3**

**STAND OPTIONS (excluding « First-time exhibitor Village »)**

CORNER(S) according to availability: 208€ excl. tax per corner ..... x 208€ excl. tax = .....€ excl. tax  
(1 corner = 2 open sides / 2 corners = 3 open sides / 4 corners = island)

SECOND STOREY (space only) on a min. 72 sq.m on the ground: ..... sq.m x 156€ excl. tax = .....€ excl. tax  
156€ excl. tax/sq.m

STAND OPTIONS SUBTOTAL = .....€ excl. tax **4**

**AUTOMATIC INSURANCE**

The insurance regulations detailing the coverage offered is attached to this application form.

Flat plasma and LCD screens are excluded from the coverage. Exhibitors can take out special insurance. Furthermore, if the value of the exhibited items exceeds the insured amount (500€ per sq.m with a minimum of 6,000€ and a maximum of 300,000€), exhibitors are advised to take out additional insurance. The elements can be found in the attached insurance regulations.

• Stand surface  $\leq$  26 sq.m: 120€ excl. tax  
• Stand surface  $\geq$  27 m<sup>2</sup> and  $\leq$  267 sq.m: ..... sq.m x 4,5€ excl. tax } = .....€ excl. tax  
• Stand surface  $>$  267 sq.m: 1 200€ excl. tax }

AUTOMATIC INSURANCE SUBTOTAL = .....€\* **5**

\* The insurance premiums are invoiced by COMEXPOSIUM SECURITY in the name and for the account of COMEXPOSIUM ASSURANCES and are VAT exempted (Article 261 C 2nd of the CGI, the French Code for Taxes).

## PARTNER COMPANIES

Please attach to your file the compulsory declaring form (page 15).

**CO-EXHIBITOR PACK**

(same services as for the Direct exhibitor)

A co-exhibitor is a company with which you share your stand which does not necessarily have legal or commercial ties with your company.

995€ excl. tax x .... company(ies) = .....€ excl. tax

**COLLECTIVE EXHIBITOR PACK**

(same services as for the Direct exhibitor)

A collective is a company present on a regional or national pavilion/group.

995€ excl. tax x .... company(ies) = .....€ excl. tax

**PARTNER COMPANIES SUBTOTAL = .....€ excl. tax** 6

**TOTAL SUBJECT TO VAT/tax ( 1 + 2 + 3 + 4 + 6 ) = 8613 .....€ excl. tax (a)**

VAT/tax\* ( 1 + 2 + 3 + 4 + 6 ) (19,6 %) = 1694,02€ (b)

**TOTAL VAT/tax EXEMPTION (for automatic insurance) 5 = ...120.....€ excl. tax (c)**

**OVERALL TOTAL INCL. TAX (a+b+c) = 10.337,02€ incl. tax**

\* We draw your attention to the fact that new rules regarding the charging of VAT on the types of services we provide became effective as of 1st January 2011 (EU directives 2008/8/EC and 2008/9/EC). The implementation of these rules by the French tax authorities means that we must invoice VAT to non-French exhibitors for our events held in France.

Your Purchase order number you wish to have printed on your invoice: 101/2013

## PART 4: Your conditions of payment

### PAYMENT SCHEDULE

Payment is to be made to the deadlines and according to the terms hereinafter:

► **1<sup>st</sup> instalment:** must be included with the Application Form. You will be sent an invoice when payment is received.

The first payment is for 50% of OVERALL TOTAL incl. Tax = 5168,51€ incl. tax

► **Balance:** The balance invoice will have to be paid on the due date shown on the invoice.

Any registrations received less than sixty (60) days before the Exhibition must include payment of all sums owed by the exhibitor.

### PAYMENT BY (please tick the appropriate box)

Check made payable to: **COMEXPOSIUM SECURITY - MILIPOL PARIS 2013**

Address: COMEXPOSIUM SECURITY - MILIPOL PARIS 2013 - Immeuble Le Wilson  
70, avenue du Général de Gaulle - 92058 Paris La Défense cedex - France

Bank transfer: **COMEXPOSIUM SECURITY - MILIPOL PARIS 2013**

Bank name and address: BNP ETOILE ENTREPRISES  
83, avenue du Général de Gaulle - 92200 Neuilly-Sur-Seine - France

Bank code	Branch code	Account N°	Digit Bank code	Bank domiciliation
30004	00813	00010618988	51	BNP Paris Étoile Entreprises

IBAN: FR76 3000 4008 1300 0106 1898 851	SWIFT/BIC: BNPAFRPPGA
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A copy of the bank transfer notice must be included with your application form. All bank transfer fees are payable by the exhibitor.



## PART 5: Your commitment

I hereby request to be registered as an exhibitor at MILIPOL PARIS 2013.

I hereby declare that I have taken due note of the general terms and conditions for the leasing of exhibition floor space and fitting out of stands, of the general terms and conditions for the sale of communication tools (I have a copy of the latter). I accept all the clauses.

I also undertake to respect the clauses of the regulations in the Exhibitors guide, as well as the new trade shows regulations drawn up by the Federation of Trade Shows, Exhibitions and Congresses of France.

In taking out insurance cover, I declare that I have taken due note and received a copy of the document entitled "Insurance regulations" detailing the cover offered and possess a copy thereof.

I undertake to subscribe, prior to the Exhibition set-up, and with insurance companies that are certified to provide insurance in France, insurance policies stated in article 8.1 of the standard terms and conditions for the letting of exhibition floor space and stand equipment attached to the present application form.

I undertake to provide proof of my subscription to such insurance policies by sending a copy of the insurance certificates to the Organiser within thirty (30) days of signing of the Application Form. If this is not the case, the Organiser reserves the right to forbid me access to the Exhibition and shall not be held liable for any loss or damages.

I assume responsibility for ensuring that any other companies present at my stand observe the general terms and conditions for the leasing of exhibition floor space and fitting out of stands. I shall bear responsibility for any violation of the aforementioned terms and conditions by other companies present at my stand and undertake to guarantee the Organiser against any recourse, disputes, charges, impositions or miscellaneous outlays which might arise as a result of these companies with respect to their involvement in the Exhibition.

*« The information you provide on this form is mandatory and is used by the Organiser for commercial, advertising and statistical purposes and can be passed on to partners or service providers contractually bound to COMEXPOSIUM SECURITY. In accordance with the modified Data Protection and Civil Liberties law of 6 January 1978, you have the right to access, correct or delete any information held that concerns you by writing to the Organiser: the company COMEXPOSIUM SECURITY, 70 avenue du Général de Gaulle - 92058 Paris La Défense Cedex - France.*

- I hereby give my consent to: the company COMEXPOSIUM SECURITY and the companies of COMEXPOSIUM Group to use information about me under the above conditions
- I do not give my consent to: the company COMEXPOSIUM SECURITY and the companies of COMEXPOSIUM Group to use information about me under the above conditions.

Name of signatory (in capital letters): **PEDECHI VALERIANO**  
Position of signatory in company: **LEGAL REPRESENTATIVE**  
Place: **MILANO** Date: **17/2013**

Company stamp:

Signature preceded by the words « Read and approved »:  
**READ AND APPROVED**

**HT Srl**  
Via Moscova, 13 - 20121 Milano

