



The Sports Goods Export Promotion Council
1E / 6, Swami Ram Tirth Nagar, New Delhi – 110055
Phone – +91-11-23516183, Fax – +91-11-23632147
Email: mail@sgepc.in
Website: www.sportsgoodsindia.org , www.toysindia.in
CIN: U74900DL1958NPL002893

July 1, 2016

SGEPC/EP/2016-17/ ISPO

To,

ALL MEMBERS OF THE COUNCIL

Sub: Application for participation in ISPO, 2017 (Munich, Germany)

Dear Sir/ Ma'am,

After the successful participation in **ISPO 2016 (Munich, Germany)**, we are now planning the Indian participation in **ISPO, 2017 (Munich, Germany)** which is scheduled to be held from **5th February Sunday to 8th February Wednesday 2017 at Munich, Germany.**

Key highlights of the fair

- More than 80,000 visiting professionals from 120 countries came to ISPO MUNICH 2016.
- 2645 exhibitors presented innovative sports equipment and sportswear fashions on 180,000 square meters of exhibit space.

Preferred Hall

Since couple of years, we have been booking space in different halls as per the product group as few participants were interested in booking the space in their respective product hall. Therefore, please do mention the preferred Hall (on basis of your product) in your SGEPC online application form so that area is applied accordingly.

- For participants wishing to participate in Indian Pavilion, kindly mention **Hall C-2** in SGEPC online application form.
- For participants wishing to participate in other halls, kindly mention the hall as per product group (Hall plan with product groups enclosed).

Stand Area

- In Indian pavilion/ **Hall C-2**, the minimum area that can be applied is **12 sq mtr.**
- In any other hall, the minimum area that can be applied is **16 sq mtr.**

Cost of participation

The cost of participation in ISPO 2017 is estimated **Rs. 30,000/- per square meter (Corner charges extra: Rs. 25,000/- per corner).** Refund (if any) would be made after the completion of the fair and finalization of account.

The estimated cost of participation comprises of:-

1. Space rent charges
2. Stall construction & Decoration
3. Stand Cleaning / Electricity
4. Publicity
5. Basic Catalogue entries
6. Interpreter/hostess

Government Grant

ISPO 2017 is approved under the Market Access Initiative Scheme of the Ministry of Commerce & Industry; GOI therefore the cost of participation would be subsidized under the MAI Scheme. The available MAI grant to participants after completion of activity **will be between Rs. 1,75,000/- to Rs. 2,00,000/- per participant, irrespective of the size of the stand.** The government grant would be paid after the completion of the fair and finalization of account.

Eligibility to avail grant

- Participant Company should have membership with SGEPC.

Payment Terms

- 25% of the estimated cost of participation is payable along with application as booking amount by due date.
- Balance 75% of the estimated cost of participation is payable by due date given in the allotment/ confirmation letter/ email.
- Applicants, who have withdrawn in the past, after allocation of space by SGEPC, are required to pay 100% of the estimated stall charges at the time of booking.

Application process

The members who are interested to participate in this fair are requested to fill the online form and send us below for participation:-

1. Fill SGEPC Online Application Form by [Clicking here](#)
2. Send us the booking amount of Rs.1,00,000/- (for 12 sq mtr. For additional space, initial deposit would be required on proportionate basis) **through Cheque / DD/ Bank Transfer.**
3. Send us the Signed and stamped Terms & Conditions sheet (as attached)

Bank Detail for Payment

Bank Details for payment by RTGS/NEFT

Bank name: Axis Bank

Branch: E-1, Jhandewalan Extn, Rani Jhansi Road, New Delhi

Account name: The Sports Goods Export Promotion Council

Account number: 738010100010168

IFSC Code: UTIB0000738

(In case of payment made through RTGS/ NEFT, a confirmation email must be sent to SGEPC along with transaction details).

The last date for receipt of online application by the council along with above three requirements is 11th July 2016.

Application received without booking amount and/ or signed terms and conditions sheet is liable to be rejected. Any application received after 11th July 2016 will be kept on waiting list and area will be allocated subject to availability. As the Government Grant is limited, applications will be considered on First come First Serve basis.

We look forward to receiving your application at the earliest.

Best Regards,

(Preeti Sharma)

Trade Promotion Officer

The Sports Goods Export Promotion Council

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Terms & Conditions for Participation in ISPO Munich 2017

5th -8th February 2017 at Munich Germany

1. The charges of participation, informed by the Council before the event are only estimated. The actual cost of participation is finalized only after the completion of the event and payment of all related bills. Any difference thus, in the charges of participation and expenditure incurred would be recovered / refunded by the Council after the event is over and all the related bills are received and paid.
2. Request for participation does not confirm the participation of the member in the event. The Council reserves the right to **reject** any application or **alter** the space requested by the applicant. The council also reserves the right to **change or modify** the stand area or stand location.
3. Request for participation received after the due date will be kept on waiting list and area will be allocated subject to availability.
4. Request for participation without the filled application form and/or the booking amount and/or the signed Terms & Conditions is liable to be rejected.
5. In case of withdrawal of participation or non-participation in the event, the following conditions would be applicable :
 - a. Booking amount will be forfeited by the Council
 - b. Balance actual stand charges would be payable by the applicant
 - c. Any other charges related to the event would be payable by the applicant.
6. Payment Terms
 - 25% of the estimated cost of participation is payable along with application as booking amount by due date.
 - Balance 75% of the estimated cost of participation is payable by due date given in the allotment/ confirmation letter/ email.
 - In case, final payment is not received by due date, SGEPC reserves the right to allocate this area to any other member on the waiting list and all the conditions mentioned at point no. 5 (as above) will be applicable.
 - Applicants, who have withdrawn in the past, after allocation of space by SGEPC, are required to pay 100% of the estimated stall charges at the time of booking.

(Signature of the applicant with company stamp)

(Place & date)

7. The name of all the companies (who have been allocated stands) must be displayed prominently on the booth.
 8. Visa recommendation letter will be issued by the council in favour of Directors / Partners / Proprietor / Permanent employees of the firm. The names for visa recommendation must be sent by participating firm on its letter head duly certified by authorized signatory of the firm, before due date. It will be the responsibility of the participating company to ensure that the names recommended by them are genuine persons required for manning the stand at respective exhibition / BSM. The necessary verification will be done by the council with respect to actual presence of such persons at the fair. In case of any complaint / reported misuse of this facility, suitable action shall be taken by the council including denial of the future recommendation letters.
 9. Though every effort will be made by the Council to get invitation/visa recommendation letters from the authorities concerned, for facilitating issue of visas to the members participating in the fairs/BSMs, any member who is not able to participate in a fair/BSM on account of non-issuance of visa will have to pay the entire participation fee to the Council. Hence it is the responsibility of the member concerned to apply for the visa well in advance, considering the stringent visa regulations imposed by the foreign countries.
 10. In case of events under MDA, completed MDA application form should be received by the Council at least 14 days (excluding the date of travel and the date of receipt of MDA application form by the Council) before the travel date for the event. In case of non-receipt or late receipt of MDA application form, the applicant would not be considered for MDA grant (wherever applicable).
 11. In order to be eligible for grant, the participants would need to provide legible photocopy of passport highlighting the entries about departure from and arrival into India and also the event country visited along with air tickets. Assistance shall be permissible to one regular employee/director/partner/proprietor of the company. Assistance would not be available to exporter of foreign nationality or holding foreign passport.
 12. We undertake that during our participation in ISPO Munich 2017, we would not indulge in any of the activities listed below:
 - Undercutting of prices competing with other Indian participants.
 - Soliciting buyers moving at the Indian stand, during the event
 - Any other activity detrimental to the interest of Industry as a whole
- If I/ my representatives are found to be indulged in any of the activities listed above, we would be liable for the penal action by the Council/Govt.
13. All the conditions of event participation imposed by event organizers are binding on all participants.

I hereby agree to abide by the above stated Terms & Conditions.

(Signature of the applicant with company stamp)

(Place & date)



A94 München
Ausfahrt/Exit:
München – Riem



A94 Passau
(A99, Richtung Salzburg/
A99, direction Salzburg)
Ausfahrt/Exit:
Feldkirchen West



U Messestadt
Ost

U Messestadt
West

- 1 Eingang West/Entrance West
ISPO Vision, Sportstyle, Outdoor
- 2 Eingang Nordwest/Entrance Northwest
Sourcing, ISPO Vision
- 3 Eingang Nord/Entrance North
Performance, Textrends, Health/Fitness, Sportstyle
- 4 Eingang Ost/Entrance East
Action Sports, Ski, Health/Fitness
- 5 Intersport/Sport 2000