

Pipeline Technology 2006

International Trade Fair for
Pipeline Technology and Network Management

Your customers. From all key markets.

One place to be

24–28 April 2006

Hannover · Germany





The entire industry at one venue



- Transport pipelines
- Utility networks
- Industrial pipeline systems

Worldwide growth a focus of interest

Pipeline technology – with all its different applications – is an international growth sector. For example, engineering and construction in this segment of industry accounts for a worldwide annual market volume of approx. 64 billion euros. Various huge projects pending in Russia and the Far East make the future market look even more promising. One key growth sector is the development and renewal of existing public water supply networks. In Germany alone, there is enormous demand for investment in this field. However, with millions of kilometres of industrial and plant pipeline networks needed, it is this sector that accounts for the greatest source of demand.

By staging an effective presentation at the forthcoming Pipeline Technology 2006 your company could benefit from this growing demand within the public sector and industry.

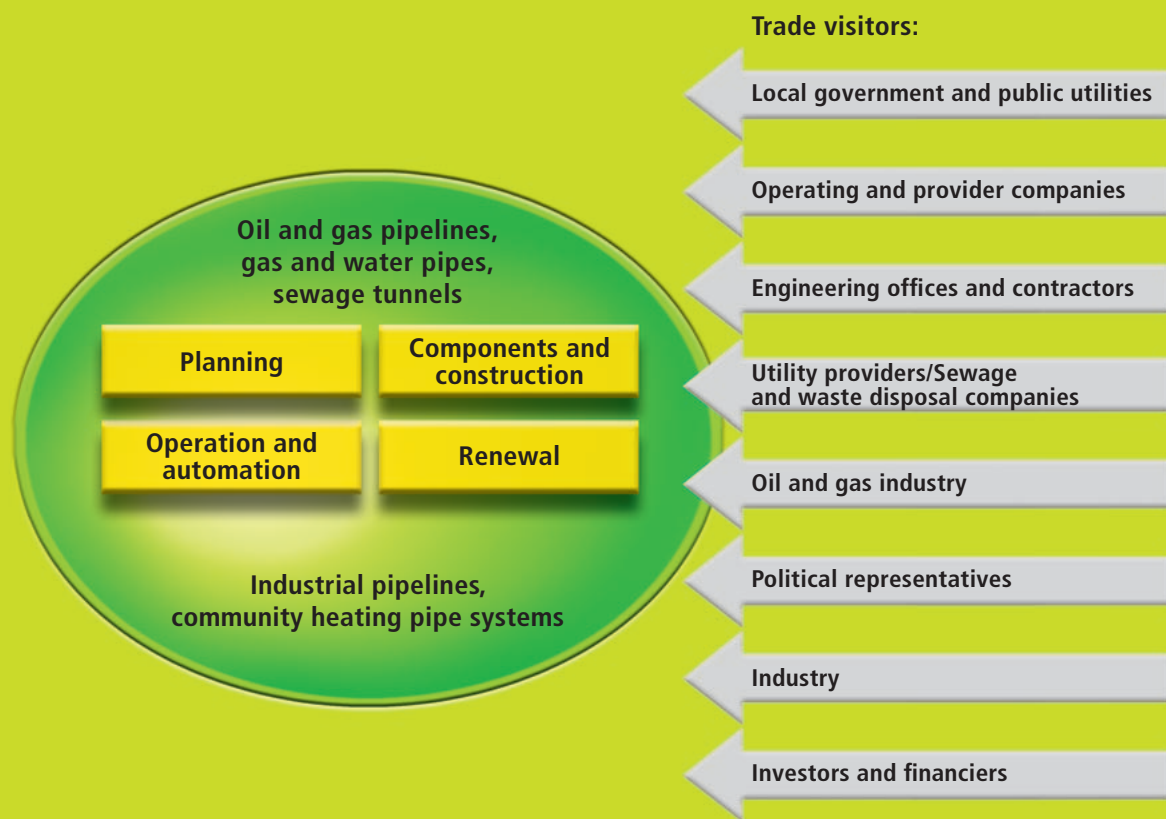
Let your solutions take centre stage

Pipeline Technology offers a new worldwide platform for all products, systems, technological developments and solutions relating to the transport and distribution of liquid and gaseous materials and bulk cargo. This presentation affords an overview of the entire value added chain – from planning through to pipeline maintenance.

Due to the unique market overview provided, exhibitors can be sure that this trade show attracts the attention of top international decision-makers from industry and the public sector. There could be no better place to exhibit products and services.

Supporting program

Various conferences, forums, symposia and B2B platforms – enhanced by the synergies derived from the events of the leading international trade fair “Energy” – round off the extensive trade fair program.



Topics, trends and strategic concepts focused on new market opportunities

“PipelineTechnology” focuses on applications and services for oil, gas, water, sewage, industrial media, community heating and many other media and uses. The sheer scope of this international trade fair explains why it acts as a magnet to all the major target groups – and as a gateway to new market opportunities.

Exhibition keynotes

Planning

- Planning
- Pipeline, network and pipe system design
- R&D

Components and construction:

- Pipeline construction
- Pipe laying engineering and techniques
- Equipment
- Pipes
- Pumps, compressors, conveyor equipment
- Fittings
- Terminals (storage)

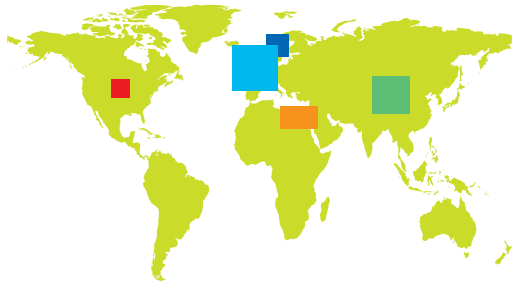
Operation and automation:

- Geo information systems
- Communication systems
- Control and safety systems
- Engineering and techniques
- Cleaning, maintenance and repair
- Leakage control systems
- Trading in transport capacities
- Metering and billing

Maintenance:

- Renewal and modernization
- Maintenance and repair
- Inspection systems (Molche)
- Contracting

Make an impact at a major world fair



EU	Rest of Europe	Africa/ Middle East
28,300	7,800	6,000
Asia	America	Others
17,400	5,000	2,500

HANNOVER FAIR 2005: Visitors from outside Germany*

* provisional

More contacts, more sectors, more new business

As an integral part of the HANNOVER FAIR – the world's most important technology event – "Pipeline Technology" offers unparalleled opportunities to find new business. All of the key user groups come to Hannover.

- **Benefit from 5000 industrial companies exhibiting in Hannover.** They are also interested in innovative solutions for the transportation and distribution of industrial products.
- Exploit valuable synergies derived from the two leading international trade fairs "Energy" (gas supply and grid technology) and INTERKAMA⁺ (process automation).

Exploit these benefits to secure your trade fair success

- **Trade visitors from Asia and Eastern Europe**
HANNOVER FAIR 2005 attracted approx. 210,000 trade visitors, including approx. 29 percent from outside Germany. There was a particularly marked increase in the number of visitors from the economic centres of Asia, CIS member states that are rich in natural resources and the new EU member states of Eastern Europe.
- **High level of decision-making competence**
Almost 80% of the trade visitors at Hannover are involved in decision-making. Approx. one third come to Hannover intending to make a concrete investment. The audience of top decision-makers includes leading representatives from government and administration.
- **Extensive media campaign**
Fifty press conferences around the world ensure extensive media coverage. As a result, around 3000 accredited journalists will be waiting in Hannover to report on your products and services.

- **High-profile presence on Web**
Visitors can go to the HANNOVER FAIR website (www.hannovermesse.de) to find out more about the products and exhibitors. With more than 7 million page impressions this website is one of the most heavily frequented of any trade show worldwide.
- **Global advertising**
The HANNOVER FAIR is advertised in 27 countries throughout the world, with special emphasis on Germany, Europe (especially Eastern Europe), North America and Asia.
- **Extended visitor registration service**
You will have immediate access to the addresses of those visitors who register in advance. This data can be transferred directly to your lead management system.



Global Business Forum

Making contacts across borders

The **Global Business Forum** in Hall 6 offers you a central platform for making and consolidating international business contacts. The combination of exhibition, forum for contacts, matchmaking and lecture program forms an unrivalled basis for establishing cross-border business partnerships.

Service providers, industry associations, **chambers of commerce** and government bodies – including local and national administration and government departments – will be presenting their know-how and expertise in the exhibition and help you to establish contacts on the key markets.

Similarly, the **Cooperation Exchange** is also designed to bring exhibitors together with potential new business partners. To this end, company profiles are compared online

and suitable partners matched in order to find companies interested in cooperation and participation in a **match-making event**. This service is invaluable to exhibitors and visitors alike!

Finally, a series of talks held in the **Lecture forum** will focus on the central issues affecting smaller industrial companies. Here too, the emphasis will be on obtaining practical information and exchanging experiences on how to develop international business relations. Particular attention will be given to the most important target markets and growth areas.

More information about the Global Business Forum can be found at www.gbf-online.de

Terms and conditions

Rental charges

The basic charge for participation in Pipeline Technology 2006 is

- € 175.00 per m² (net)

Additional charges

Advertising charge

- € 9.20 per m² (net), current charge

AUMA* contribution and charge for Exhibitors' Committee

- € 0.76 per m² (net), current charge

*AUMA – Committee of German Industry for Exhibitions and Trade Fairs

Media charge

Charge per exhibitor and co-exhibitor for the listing of company data and three product groups in the catalogue and the electronic media

- € 121.00 (net)

Stands with two or more open sides

Stands with two or more open sides are subject to an additional charge. Stands of up to 50m²:

- 25% of basic charge for stands open on 2 sides (corner stand)
- 40% of basic charge for stands open on 3 sides (end stand)
- 60% of basic charge for stands open on 4 sides (island stand)

For all larger stands the additional charge is in accordance with the charges listed above for the first 50m², and half the above rate for the area in excess of 50m² up to 100m². There is no additional charge for the area in excess of 100m².

Two-storey stands

- € 69.00 per m² (net)
(space on the upper floor of two-storey stands)

Open-air site

- € 68.00 per m² (net)

Co-exhibitor charge

- € 700.00 per co-exhibitor of an industrial company

Fractions of square metres will be treated as full square metres.

Early booking discount:

exhibitors who register by 31 August 2005 will receive the following discounts:

- € 4.00 per m² in the halls
- € 2.00 per m² on the open-air site

Value Added Tax

All prices are subject to VAT as appropriate.

Information for foreign exhibitors:

Provided that the relevant legal conditions are fulfilled, foreign exhibitors can apply to the Federal Office of Finance ("Bundesamt für Finanzen") in Bonn for a refund of Value Added Tax. In particular, refunds of Value Added Tax can be granted if it or a similar tax is not charged in your home country, or if Value Added Tax refunds are made via companies domiciled in Germany. Application for refunds must be submitted within a period of six months after the end of the calendar year in which the fair took place.

Allocation of stand space starts in September 2005

fair-package: the easy way to exhibit

Reduced-price offer

You also have the option of booking one of our full-service packages (stand space, stand construction, plus exhibitor services). Three attractive packages are available at HANNOVER FAIR 2006: "Classic", "Comfort" and "Premium".

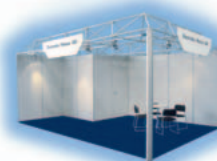
The "Classic" package (including extensive on-site services as well as all ancillary charges) is available for as little as € 4,784.40*.

So why not capitalize on our years of experience in the secure knowledge that everything will be planned and organized down to the last detail? Further information and price details are contained in our Terms and Conditions A and C. Alternatively you can visit www.hannovermesse.de/fairpackage_e

"Classic"



"Comfort"



"Premium"



*Price (subject to VAT) applies to bookings received by 31.8.2005. Trade show package "Classic", 15m², row stand.

Your team in Hannover

Peter Rippen

Director

Ulrich Rothgerber

Project Manager

Tel. +49-511/89-3 13 10

Fax +49-511/89-3 11 48

ulrich.rothgerber@messe.de

Oliver Frese

Project Advisor

Tel. +49-511/89-3 13 03

Fax +49-511/89-3 11 48

oliver.frese@messe.de

Susanne Clemens/Elvira Bree

Project Assistants

Tel. +49-511/89-3 13 15

Fax +49-511/89-3 11 48

susanne.clemens@messe.de

elvira.bree@messe.de

A representative of Deutsche Messe AG can also be contacted in your country. If you would like to find out more – in your own language – please refer to the list of addresses at **www.messe.de**

“Pipeline Technology” is supported by IPLOCA.



Deutsche Messe AG
Messegelände
30521 Hannover/Germany
Tel. +49-511/89-0
Fax +49-511/89-3 26 26
hannovermesse@messe.de
www.hannovermesse.com